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THE PHARMACEUTICAL ERA

AN ILLUSTRATED MONTHLY PUBLICATION FOR THE DRUG TRADE

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MAY - 6 1949
UNIVERSITY OF TORONTO

VOL. XLIII. NEW YORK, JANUARY, 1910 No. 1

THE PHARMACEUTICAL ERA
PUBLISHED MONTHLY

D. O. HAYNES & CO. - - - - *Publishers*
90 WILLIAM STREET, NEW YORK

Telephone, 2457 John. Cable Address: "Era, New York."

WESTERN OFFICE:
Room 500, Dickey Building, 40 Dearborn St., Chicago
Telephone, Central 5888

SUBSCRIPTION RATES.

United States, Cuba, Hawaii, Porto Rico, the Philippines, and Mexico . . . $1.00 a Year
To Canada, postpaid . . . . . 1.25 a Year
To Foreign Countries in Postal Union . 1.50 a Year
Single Copies . 10 Cents

ALL SUBSCRIPTIONS ARE PAYABLE STRICTLY IN ADVANCE

...mit by P. O. or Express Order or New York Draft payable to order of D. O. Haynes & Co. Add 10 cents for collection if you send check.

Published at 90 William street, Borough of Manhattan, New York, by D. O. Haynes & Co., a corporation: President and treasurer, David O. Haynes; vice-president, Ezra J. Kennedy; secretary, Edward W. Drew. The address of the officers is the office of publication, and the title is registered in the United States Patent Office.

Entered at the New York Post-Office as Second Class Matter

TABLE OF CONTENTS.

EDITORIAL: United States Pharmacopœia; Our Advertising Pages; That United Drug Co. Injunction; Gov. Hughes on the State Pharmacy Board; The ERA Album; Against an Income Tax; Soda Fountain and Candy Counter; Mr. Lamb Gives Bad Advice; The New Monthly ERA; A Great Week for Boston . . . 17
CORRESPONDENCE . . . 20
WOMEN AND THE DRUG BUSINESS, Emma Gary Wallace . . . 21
A NEW ERA OF THINGS, George Rice . . . 22
THE $500 PRESCRIPTION, Joel Blanc . . . 23
OUR LONDON LETTER . . . 24
SHALL THE GOVERNMENT CONTROL THE U.S. PHARMACOPOEIA? A symposium of opinions of leaders in scientific and commercial pharmacy. 25
THEORY AND PRACTICE . . . 36
QUESTION BOX . . . 37
SELECTED FORMULAS . . . 39
THE QUIZ MASTER . . . 40
WINDOW DISPLAY and Advertising Hints for Druggists . . . 43
SODA FOUNTAIN AND CANDY COUNTER . . . 45
MOSTLY PERSONAL . . . 57
INJUNCTION SUIT Against United Drug Co . . . 59
NEW YORK STATE PHARMACY BOARD MEETS; Conference Over Proposed Pharmacy Bill; Attorney-General Refuses to Authorize Suit Against the Board 61
SCIENTISTS Convention in Boston . . . 63
DRUG MARKETS . . . 66
PATENTS AND TRADE MARKS . . . 68
BUSINESS RECORD . . . 70
BUSINESS NOTICES . . . 72
PRICE LIST CHANGES . . . 86
PRICES CURRENT . . . 88

THE U.S. PHARMACOPŒIA.

As the time approaches for the decennial meeting of the Pharmacopœial Convention which shall start in motion the machinery for the publication of the Ninth Revision of the U.S. Pharmacopœia, the future status and character of that work takes on new interest and has formed the subject of many discussions on the part of pharmacists. This interest has been further accentuated by the introduction in Congress during the past month of a bill which seeks to make the Federal Government edit and publish the Pharmacopœia, which shall provide a single standard of strength, quality and purity for all drugs and chemicals. Not that many expect to see the bill in its present form become a law, for it is very loosely drawn, but they have looked upon it as the entering wedge to possible legislation which might change the entire method of pharmacopœia making that has been followed in this country for nearly a century. That the subject is of paramount interest to the drug trade, and is so considered by its most prominent men, is shown by the array of opinions which are printed elsewhere in this issue of the ERA and as such, they deserve the perusal of every pharmacist.

Ever since the present Pharmacopœia was accorded official recognition under the Federal Food and Drugs Act of 1906 there have come to the front arguments that the Government should prepare its own standards, on the ground that it was against public policy to "officialize" or adopt as a legal guide any book that was the creation of an unofficial body of men or private corporation, and whose scope and character could be changed at any time its members saw fit. Further, that as the book was prepared for a particular class it did not and could not satisfactorily represent the standard which should be expressed as law for the public at large. This may be an extreme view of the proposed nationalization of the Pharmacopœia, but for all of that, it is a belief that has been expressed by more than one individual who has studied the question.

For our part we cannot see how the Government can undertake to formulate a book of standards for drugs and medicines which will satisfactorily take the place of either the present Pharmacopœia or its successor to be issued by the Pharmacopœial Convention. The method that has been followed for so many decades is in keeping with the spirit of American self-government, and a convention made up of delegates of those for whom a pharmacopœia is indispensable, should know, if any one can know, the requirements of such a book. We believe the convention ideal to be right in principle and that it should be the one followed, however the Pharmacopœia may be pub-

lished. Owing to the great expense involved, and the important relation which such a book of standards bears to the well being of every citizen, the Government should give material aid to its publication. In a way the work has been aided by the help given the Revision Committee by the Public Health and Marine Hospital Service in compiling a digest of criticisms on the Pharmacopœia, but this is not enough. A fund to properly reimburse a Committee of Revision is needed, and if this should be forthcoming, proper arrangements could be made for an early issue of the Pharmacopœia, to be followed by supplements sufficiently frequent to keep the work in consonance with the times and representative of the best in medicine and pharmacy. The method to be followed needs careful planning and the details must be thoughtfully worked out. By giving the medical and chemical departments of the Government service and possibly State food and drug officials representation in the Pharmacopœial Convention, the work would be sufficiently National and "governmental" to warrant Congressional aid.

OUR ADVERTISING PAGES.

In this issue of the new Monthly ERA we start a new feature of our advertising service by publishing a complete Index of the Goods advertised. Our advertisers will note that this Index is not intended as a general index of all the goods that each manufacturer makes, but is confined to the goods which he advertises in this edition of the ERA. In other words, this Index is for the purpose of giving our readers an additional reference to the advertisements to be found in the current issue, and in this respect we shall endeavor to make it complete.

We wish to direct the attention of our readers to the exceedingly valuable line of advertisements which they will find in this edition. It is one of the most serviceable collections of such announcements ever presented in a drug journal, and each and every one is thoroughly up-to-date. Special attention is likewise invited to the representation of leading pharmaceutical and chemical houses, nearly all of whom are represented in this issue, and practically all of our so-called "preferred" positions are occupied by this class of advertisers.

The predominance of soda fountain advertisers is particularly noticeable, and the series of double-page announcements from representative firms in this line, appearing in the front part of the journal, will be continued throughout the year with new and attractive copy each month. Notice should also be taken of the large number of special Business Cards which we now carry, these having superseded the Classified Buyers Directory which was a feature of the weekly edition. Hereafter these cards will all be *indexed by goods*, making them still more valuable to the advertisers and particularly convenient for the use of subscribers.

It will be noticed that all pages are numbered consecutively from first to last, there being no separation of advertising and text pages, as has been our custom heretofore. This new system will be followed throughout the yearly volume. By it reference to any feature or page is greatly facilitated and possible confusion obviated. This method of numbering the pages is now followed by many leading periodicals.

THAT UNITED DRUG CO. INJUNCTION.

In our news pages will be found the interesting details of an injunction suit which will prove of great interest not only to all of the Rexall stockholders in the United States, but to co-operative practitioners and students of co-operation as it affects the retail drug trade.

Upon their face the papers filed in court disclose an attempt to nullify one of the cardinal principles upon which this co-operative concern—the United Drug Company—was originally founded, that of giving the stockholders exclusive control of the sale of the products manufacturerd by their company. If the officers of the company can refuse to sell to a big concern like the Riker Company any of its products without enforcing new restrictions not contemplated in the original plan, what is there to hinder them from applying the same restrictions to their stockholders all over the country?

In this new departure of the Rexall management it is fortunate that the stockholder selected for this treatment is the owner of a large number of stores and a wealthy corporation, which not only is willing to fight for its rights, but is amply supplied with the sinews of war. It is a curious commentary on how some things are done and how good deeds may soon be forgotten, to learn from the legal documents filed in this case that this co-operative venture probably would not have survived its birth but for the influence and support, both morally and financially, of the shareholder which it now forces into court to secure an adjudication of rights which were originally guaranteed to every Rexall stockholder. The outcome of this litigation will be awaited with more than ordinary interest.

GOV. HUGHES ON THE PHARMACY BOARD.

While Governor Hughes is worrying much less about the New York State Board of Pharmacy and its status than is the case with Assemblyman Conklin's clients who have been haled before the courts, the Governor nevertheless found time to send the following paragraph about the board to the Legislature in his annual message this month:

"I have formerly called attention to our anomalous system of supervision of the sale of drugs under the present Board of Pharmacy. The bill passed at the last session with relation to this matter was disapproved, as it *did not provide for a board of suitable powers, the members of which should be properly designated by* and amenable to State authority. I submit this subject for your further consideration."

This message discounts the statement that the Governor would approve an Act giving the appointing power to the Board of Regents and clearly indicates that he believes and wants the Executive to have the power of appointment without any interference or advice by the State Pharmaceutical Association, a position which the ERA has believed he held, although others have disputed the contention. Significant also is the "more power" suggestion. That means that the Governor disapproves the present lenient and ofttimes merciful method of sending around inspect-

ors, warning careless druggists and cautiously and quietly proceeding against wilful violators of the law through a civil suit for the $50 penalty. The Governor probably believes that it would be better to give the board power to send a uniformed policeman after the drug trade crooks, cart them off to a police station in a patrol wagon and send them to the cells in default of bail just like less dangerous and at present less favored criminal suspects.

Taking into consideration the Governor's latest message, the sentiment which has been created in the public prints against the board on account of its disposition to deal in a kind-hearted way with offenders, the failure of approval of so many bills and legislative Acts, the ERA suggests that the whole situation can be clarified and the long fight ended by the passage of a short bill briefly embodying the following points:

1. Oust the present Board of Pharmacy. Authorize the appointment of a new board by the Governor, without any restriction whatever.
2. Place the examinations under control of the State Board of Regents, the Pharmacy Board to conduct the practical part of the examinations.
3. All fees to be paid into the State Treasury. The board's expenses to be provided for by Legislative appropriation.
4. Make violations of the Pharmacy Law a misdemeanor, subject to police prosecution and give the employees of the board police powers. Make the penalty fine and (or) imprisonment and give all police magistrates jurisdiction.

Such a law would undoubtedly satisfy many persons who are opposed personally to present members of the board, although it would not please those whose dislike has been aroused through penalization. It would satisfy the public and would serve to put an end to the adulteration of drugs in this State, for the Governor could be depended upon not to appoint to office any of the active opponents of the present board. There would be a new deal all along the line.

THE ERA ALBUM.

Many of our subscribers will be pleased to hear that we will soon resume the publication of this pictorial feature of the ERA. The general style in which these portraits and views were previously published will be followed, with some minor modifications to make the section both more attractive and to comply with the postal regulations.

We have on hand a large number of photographs which have been supplied by our subscribers, and these will be worked up into plates and printed as fast as possible. We hope that other subscribers who have not sent in their photographs will now do so. In each case we request you to furnish us with a cabinet size photograph and see that your name and address are plainly written on the back thereof.

AGAINST AN INCOME TAX.

Governor Hughes in trenchant fashion has voiced his disapproval of the proposition to so amend the Federal Constitution as to permit the imposition of a general income tax. This proposition was ordered submitted by Congress at its last session to the legislatures of all of the States. If a majority approve, the amendment will be submitted to the people. In his message to the New York Legislature Governor Hughes urges disapproval on the ground that such a tax would be an invasion of State rights.

The same objection is applicable to the Corporation Income Tax so far as corporations not doing an inter-State business are concerned. That of course could not be raised against the enforcement of the law in the cases of large concerns doing a business outside of their home States. While there are numerous objections to this law the long promised test cases have not been started and there is a belief that the large and wealthy corporations will pay the tax without contest and seek compensation in the details which they will learn of the inside affairs of their smaller and less fortunate rivals through the disclosures which the latter will have to make in their reports to the Government and which will be public records open to the inspection of anybody.

SODA FOUNTAIN AND CANDY COUNTER.

Confectionery is considered by many druggists as a most profitable side line, for it is one that can be easily installed, the initial outlay to start it is not great, and it can be adapted to the requirements of any class of customers. We have therefore no apology to make for introducing in this issue of the ERA a department which we have designated as the "Soda Fountain and Candy Counter" and in which we shall endeavor to give such hints and suggestions as will prove both helpful and informative to ERA subscribers.

The soda fountain is a recognized part of the equipment of nearly every drug store and the candy counter, if properly cared for, will soon become one of the most attractive features to the majority of people who enter the store. Experience has shown this to be especially true of the drug stores in small towns where country people are in the habit of congregating. The Americans are the largest consumers of sugar in the world and they all love sweets. The enterprising druggist who operates a candy counter knows this and he is the man who is making money out of his knowledge.

MR. LAMB GIVES BAD ADVICE.

Thomas Lamb, of Brooklyn Borough, New York City, has given his critics an excellent weapon of attack on the purposes of the Retail Druggists' Protective Association of that borough through his circular letter advising druggists in New York State not to pay the $2 registration fee imposed upon them by law. Mr. Lamb raises the point that this is a tax upon honest men to punish dishonest men, forgetting that this is a fundamental principle of all government. It would be quite ridiculous to seek out and tax the law-breakers of the country in order to detect, prosecute and incarcerate them. The tax collectors would find the prisons of the country mighty poor places in which to raise the revenue necessary for the maintenance of law and order.

In advising the druggists to break one law Mr. Lamb does not necessarily suggest that they disobey other laws, but if the laws are to be disregarded why not wipe them all off the statute books? Mr. Lamb has his remedy in the State Legislature and his arguments at Albany would receive more attention and

consideration if he were to go to the State Capitol without the handicap of having urged others to violate the law.

THE NEW MONTHLY ERA.

This first edition of the new Monthly ERA will give our readers some idea of the general lines which we propose to follow in the development of the publication. As we have had but one week in which to produce this number, it necessarily lacks some elements of completeness which will follow in later ones. As stated in our last issue, we expect to make each monthly edition of the ERA better and more complete than its predecessor, and the number of new features and departments which we have planned to introduce will require several months for their completion.

Our plans for the new Monthly ERA are very broad and comprehensive, and we will not be satisfied until they are all in practical operation. In the meantime, we trust our readers will continue to favor us with their many valuable suggestions, as they have in the past, for it is only by such close co-operation with his readers that an editor is able to best serve them.

A GREAT WEEK FOR BOSTON.

Marking scientific progress in America in a most gratifying manner was the week's work just done in Boston by the American Chemical Society and the American Society for the Advancement of Science. More than three thousand members attended the two annual conventions and no fewer than one thousand papers were presented—a most remarkable record. Boston was entitled to the distinction of taking care of this great gathering of delvers in the realms of research and higher educationalism.

A significant feature was the confirmation of the formation of a pharmaceutical division of the American Chemical Society, a branch which has had many warm advocates and not a few critics among pharmacists. Now that it has taken on an existence all should join in making it a useful section of the parent society and of benefit to the profession of pharmacy. Besides this innovation, it was pleasant to observe that in the two conventions pharmacists were more active and consequently better recognized than heretofore.

Chemist Solves Source of Aurora Borealis.

Dr. W. L. Dudley, head of the department of chemistry of Vanderbilt University, Nashville, explained before the convention of the American Association for the Advancement of Science in Boston the other day, that he had discovered the mystery of the aurora borealis. He attributes this puzzling phenomenon to a new gas which he calls "neon." Dr. Dudley exhibited to the scientists the only sample of neon in this country and explained that it takes 100 tons of air to form a pint of the new gas. The doctor has discovered that the friction of neon against mercury in a Crook's tube produces a new light and when held near a wireless coil Hertzian waves illuminate the gas.

Dr. Dudley made an experiment on the steamship Baltic with the wireless apparatus and came to the conclusion that at the magnetic poles of the earth neon, under high pressure because of the cold, is acted upon by magnetic currents, thus producing the aurora borealis, a phenomenon that has always puzzled scientists. Dr. Dudley's explanation is said to be the only satisfactory one that has ever been offered.

CORRESPONDENCE

Mr. Conklin Exonerates Mr. Platt and Will Confine Efforts to Changing Method of Electing Board.

Editor The Pharmaceutical Era:

I must demand that you correct the statement in your issue of the 23d instant in reference to Senator Platt. It is absolutely false. I did state that I had been requested last year by several members of the Legislature, among whom was Assemblyman Yale, to permit the insertion of peroxide of hydrogen in the class in which it appeared in my bill. In regard to Senator Platt, I only stated that I had talked with him generally about the provisions of my bill and had understood that he would give it his support in the public health committee. He never made any requests in regard to the pharmacy law, was never in any way interested in it except as I called it to his attention, and had nothing to do with the insertion of any provision therein.

Furthermore, I have no desire to shift responsibility for this or any other provision of my bill. The bill was introduced under my name and I accept full responsibility for every feature of it. I can see no reason why peroxide of hydrogen should not be classed with other household remedies. I trust this is sufficiently explicit.

I am not interested, however, in amending the present law in any particular, except as to the method of selection of the members of the pharmacy board. I shall confine my endeavors in the next Legislature solely to this effort.

Permit me to say that the members of the alleged board, in whatever legislation they advocate, cease their efforts to secure the allowance of the use of wood alcohol in external preparations. Very truly yours, ROBERT S. CONKLIN.

New York, December, 1909.

[The reporter's recollection, as well as that of other persons present at the Kings County meeting, is that Mr. Conklin mentioned Mr. Platt as suggesting the hydrogen peroxide "joker." It is possible that in the heat of the debate Mr. Conklin was a victim of an attack of lapsus linguæ, but the ERA, in any event, is glad to set him right before his readers. The ERA does not understand his reference to the board's alleged effort to promote the use of wood alcohol. That also may be due to a misunderstanding.—ED.]

Questions for Mr. Culley to Answer.

Editor The Pharmaceutical Era:

In answer to the suggestions given by my good friend, John Culley, of Ogden, Utah, in the ERA of December 23, 1909, page 655, I beg to make reply inasmuch as I don't believe that his suggestions could or would be attempted by the average druggist. For instance:

(1) How much money can you save on a 2 per cent basis when the money costs you 1 per cent at the bank?

(2) Does it not take as much bookkeeping to keep track of your outstanding notes as it does to keep track of your accounts?

(3) Where does the better credit come in when you have to borrow from Peter to pay Paul, or, in other words, to borrow from the bank to pay your bills.

(4) The druggist who pays cash obtains no better goods than the one who buys on 60 days time.

(5) I cannot for the life of me see any more independence in owing the bank than in owing the wholesaler. Wholesalers know the amount of business you are doing and can tell the source your capital comes from. How many druggists are able to make daily deposits? Think it over.

Jamaica (L. I.), N. Y. RALPH E. HUGHES.

Will Help the Sunday Closing Movement.

Editor The Pharmaceutical Era:

The excellent article by Mrs. Wallace, "The Conservation of the Sabbath," which appeared in the ERA of the 9th instant, will, I am sure, help the Sunday closing movement greatly. Permit me to express my thanks and appreciation to the ERA and to Mrs. Wallace for the great service in behalf of the good cause. Fraternally yours, J. G. BONE.

Scranton, Pa., Dec. 26.

Women and the Drug Business.

By Emma Gary Wallace.

Occasional arguments have appeared from time to time urging the special fitness of women for the pursuit of Pharmacy. Their steadiness, neatness, reliability and energy have been dwelt upon with convincing truth. Their legitimate place in the profession has been clearly defined, and yet the number who seriously enter the ranks each year is comparatively small.

There must be a reason for this, and we find upon close inspection that there is not one but several.

Young women looking about for a suitable and congenial line of study to fit them for their life work seldom, very seldom have their attention directed to Pharmacy unless they chance to be daughters, sisters or near relatives of retail druggists.

The printed articles which set forth the advantages of women in Pharmacy usually appear almost exclusively in our own trade journals and do not fall under the eye of the average woman reader. The arguments are all among ourselves as it were, and do not reach the unattached young woman student who might be influenced thereby.

Advertisements of Colleges of Pharmacy usually appear likewise in drug journals, and so the publicity used, as a rule, reaches drug people and few others.

It was a matter of some surprise to the writer that among the numerous women graduates of a good co-educational university no trace could be found of a single one having later entered the study of Pharmacy. Only a very small percentage of the students graduated were able to live lives of leisure and yet many of them specialized in some particular line after obtaining their degree. It would seem that with a foundation of several languages, physics, considerable chemistry and botany that the step to Pharmacy ought to have been a short one.

In this particular school the finely equipped laboratories teem with bright-eyed girls every month of the college year. They elect chemistry because they like it—and then are generally successful in obtaining high standings, too.

By far the greater portion of the young women holding high school or college diplomas have to make some calculations upon a means of livelihood, and with the serious problem of drug-store help in view, it would seem as if here supply and demand might meet. Recently a group of young women were discussing the

Possibilities of the Various Vocations.

"Why do you not plan to study Pharmacy?" they were asked.

"Why, we never even thought of it," was the answering chorus. "What do you think are the chances of the average woman's meeting success? Not the exceptional woman, remember, who would succeed anywhere?"

"For a woman with the determination to succeed and with a natural liking for the business, there is no reason why she should not get along as well here as elsewhere," was the reply.

"Teaching certainly is overcrowded," said one.

"Private secretaryships and library positions are few and difficult to get," remarked another.

"There are not nearly enough civil service positions to go around," added a third.

"Medicine and law are expensive and difficult in which to obtain a foothold. Why not Pharmacy?" queried another with enthusiasm. "Millinery, dressmaking, stenography and nursing do not appeal. I have no talent as an artist or a musician, but I should dearly love the cheery, skillful, accurate work of a drug store. It combines the scientific with the practical and brings one in contact with people at the same time. Wish I knew how to go about it."

There are many young women in exactly the same position, who never have had their attention pointed in that direction, or who cannot afford to go to college, particularly in the beginning of their course of study. They possess sterling qualities and would do excellent work if given a chance.

Difficult to Obtain Positions.

It is rather a difficult matter in many places for women clerks to obtain positions in good stores where they may gain their elementary experience and earn a small amount at the same time.

Many proprietors of stores in neighborhoods where women have never appeared behind the drug-store counter hesitate to employ one for fear the trade will not like it, or for fear the young woman may not prove satisfactory and willing to work. Possibly at some previous time one has been tried and found incompetent or otherwise unsatisfactory, or there may be a plain unreasoning prejudice against the innovation.

Let us look at these objections from a business standpoint. Customers come to a store to be served. If such service is rendered in a prompt, dignified and business-like manner, and each one of the store force is attending to his or her business with quietness and despatch, there cannot possibly be an unfavorable impression.

Most naturally a new girl would be given work of minor importance and an inconspicuous part of the front store service, if any at all, until she arrived at a fair degree of familiarity with the stock and routine of the business.

A young man apprentice would not be given important work until he had acquired some experience. And yet, one druggist hired a girl who had never stood before a counter of any kind before and left her entirely alone for several hours the very first day. Her own good judgment and ingenuity saved the situation, although she declared afterwards she had alternate attacks of chills and fever the entire time she was in charge. Such a course was neither fair to her nor to himself, even if the business was not a large one. Nothing is more embarrassing than to receive simple calls and not know what the goods are or where to find them.

Women Like to Buy of Women.

If the business is a well-ordered one the trade will not object and a large portion of the feminine part of it will be delighted to have a woman attendant of whom they may purchase supplies which they would otherwise purchase in department or dry goods store.

It is a fact that both these latter classes of stores sell quantities of articles the trade in which rightfully belongs to the drug store, and their supply of which comes through the regular channel of the druggists' wholesalers. They absorb this trade because women prefer and sometimes insist on a woman attendant.

The plea that the young woman may not prove satisfactory and willing to work, depends very largely upon the astuteness of the employer in reading human nature. There are shiftless, thriftless, vain, self-conscious girls whose early training and inherent disposition preclude the likelihood of success in any line, but the girl who will willingly face the long hours in a drug store and undertake to break new ground for herself, is pretty likely to have good timber in her make-up.

It has been said that the women physicians who were the pioneers in the medical field were exceptionally conscientious, capable and skillful. It took courage and decision and foresight to enter the profession at all in those days and few weaklings tried it. The same holds largely true of the woman pharmacist today, she may prove a failure, but the chances are she will not. There are a goodly showing already who have done well for themselves and others.

Not Everybody Can Be Successful.

It is very certain that all the people who enter each calling in life are by no means successful, and so the woman druggist ought to be allowed an occasional failure to her credit without seriously affecting the situation as a whole.

The man who employs one young woman in his retail business and then condemns the whole of womankind as drug-store assistants because that one did not please him is like the traveler who landed in France and seeing three red-headed women, drew out his note book and entered the observation, "All the women in France have very red hair."

There always have been failures and doubtless always will be, but the very large percentage of eminent successes among the women who have entered the field of drugs is most encouraging.

It takes patience and tact and judgment to be a good employer, and it takes adaptability and studiousness and industry to be a good employee.

There is room for the woman in Pharmacy—the right kind of woman. There is an opportunity for some well-planned advertising among high school graduates especially, by schools desiring to secure students in pharmacy and an opportunity for a large number of young women to learn a business which is both congenial and desirable. In the active field of business life, they must be given a fair chance, and then it is but fair to believe from past records that the grade of service they will return will pay back the interest taken in their progress, "some an hundredfold, some sixtyfold and some thirtyfold."

An Era of New Things.

By George Rice.

We are in an age of new things. The druggist is compelled to buy and install new apparatus each year. And it pays to do so from a financial point of view, as I will strive to show in this article. I have had the advantage of considerable travel and have taken observation of the progress of things in drug stores. I have noted new forms of show cases, improved types of soda fountains, up-to-date plans for plate fronts for exhibiting goods, ingeniously planned money-making contrivances of the nickel-in-the-slot order for installation in stores, fancy additions to the stock of sample cases of soaps, toilet waters, and so on. In some of the drug stores some very good assortments of commercial goods are carried, so well put up in show cases and arranged so attractively that they do not hinder the business of selling medicines. The handling of railway tickets, the carrying of the plan of theater seats for the entertainment at night, the system of selling automobiles and handling insurance on commission, all require the addition of new things in the line of furnishings and processes. Sometimes the druggist with his modern equipment of cigars and tobacco outdoes the rival tobacco store next door. The reason is that the up-to-date druggist has put in the most approved lines of goods in the most modern manner.

The introduction of numerous self-selling articles has opened a channel for new goods in the money-making line for the druggists. Often the commonest of things make the most cash. For years a penny-in-the-slot match delivery has been needed. Matches have been gotten down so cheaply that quite a nice little box of matches is now passed out of a machine to the party who drops a penny into the slot. There are single delivery match devices, but the package delivery at a cent a package is the kind that takes and the kind that makes the most money in the long run.

But the articles just mentioned are of the commercial variety and can be handled through the firms dealing in the same. There is another line that appeals to the thinking druggist of today, for the reason that unless he keeps in touch with progress he is liable to get left behind in the advance of trade. For illustration, in going through the country I found instances of whole store fronts torn out for the purpose of putting in new and better lighting and exhibiting facilities. The dingy window is no longer attractive to the average patron. The patrons of the drug stores of today look for cleanliness, and this attribute of success is exhibited to best advantage when there is a big plate of front, and plenty of light. Things are painted white or finished in some bright tint, instead of the dark, dust colors of old.

Druggists of my personal acquaintance tell me that they have been obliged to remodel many things to harmonize with advances made by their competitors. One tells me that he looks for the time when the brilliantly lighted and plate front prescription room will be put out where all can see. His friend in the pastry business nearby, got a big run on hot cakes by making and cooking the cakes in the front window where all could see the operation.

The druggist has not only undertaken to improve the appearance of his store with plate glass frontal, but he has also put in much new furniture. You can find easy chairs and nice tables in some of the stores. There are good accommodations for the public. People are given to understand that they are welcome, whether they intend to patronize the establishment or not. It is a new order of things. The old-time druggist did not care to have a lot of people tracking snow or mud into the store while waiting for a car. Nowadays, the folks waiting for cars are provided with seats near the hot or cold soda fount and frequently quite a little paying trade is gathered from the waiting throngs.

The up-to-date druggist does not always admire music. Sometimes he is annoyed if the persons living overhead play a piano too much. Nevertheless, I observed that quite a number of the druggists had had electrically driven self-acting musical contrivances put in. These musical devices will play quite a liberal piece of music for 5 cents or a penny. The druggist gets a good percentage of the commission on the musical instruments, and this fact, no doubt, hardens his hearing to musical tones that he may not like.

But another factor is the lighting of the store. The lighting agents of the electrical concerns, the gas-arc people, the patent carbide gas and gasoline inventions, are all represented by the agents who call and demonstrate how you can get better light than you have and save the cost of the plant in six months by using their system. It is true that many of the lights are fine. In fact, you can increase your business with the addition of some of the powerful lights that are in use now, as all know. It is hardly necessary to explain that the druggist should discard the dim lights he found suitable 15 years ago, and establish the better and stronger lights of today. The live druggist knows this fact all too well.

But above all else, the main features of the drug store should be the drugs, chemicals and general supplies. These are put up better than formerly. The package system has grown. The old style bulk method has given way to convenient containers in which the preparations of many sorts are in readiness for service. The people look for these. The people know little about drugs, but they know when they are getting modern furnishings. Even the wrapping and bottling methods are observed with keen eye by the public. I know of lots of compounds that are selling well because when the contents of the fancy jar are gone, the jar is a most handy thing to have. Or when the beautifully finished hardwood scented box is empty, the box makes a first class article for use for household purposes.

And the druggists keep on inventing and improving. The progress is wonderful and promises to be still greater. Some years ago the advertising canvasser considered it hardly worth while to call upon a druggist for an advertisement, except for a local paper. Today the advertising men get quite encouraging results for advertising matter from the druggists for the trade journals, magazines and popular weeklies.

A REASONABLE ARGUMENT.

A college dean, a city lawyer, the president of a woman's club of large size, and a thinking housekeeper were recently seated at table together.

The subject of trading at home versus patronizing mail order houses came up for discussion, together with the possibility of a parcels post.

The three first mentioned expressed astonishment that there was anything of moment to be thought of on the side of a duty to home institutions, and two of the number confessed to being offenders in this particular, while the city lawyer declared his intention to spend his money wherever he pleased.

The quiet little housekeeper said little in such brilliant company, but being asked for her opinion said simply, "Our grocer and druggist carried us over a very hard winter when we might have suffered for food and my wee Jamie died for want of medicine, unless we had accepted charity, and you know that is hard for people who are temporarily embarrassed.

"I should despise myself, if now, that we have recovered our fortune, that I should forget my friends in my time of need and send my custom to strangers. Even if I saved a few pennies by purchasing goods of unknown quality, I should lose my own self-respect.

"Then, too, this is a Charity Social and Bazaar which we are patronizing, and I know for a fact that the business men of the town have been liberal donors. We expect their co-operation in the things which make for local well-being, why should they not expect our loyalty in return?"

Giving the Druggist Her Trade.

There was a new clerk at the corner drug store.

"Will you please let me have a stamp?" smiled the woman. The clerk laid one on the counter and took the money.

"I wish," said she, "that you would weigh this letter. Maybe it takes more than 2 cents." He weighed it.

"Only 2 cents, madam," he said. Then, taking the stamp up from the counter where she had left it lying, he added politely, "Allow me to put it on for you," and he did.

"You are so nice," said she, "that I'm going to begin to buy my postcards here, too."—*New York Press.*

Making a Million Dollars a Day.

First Man—"I know a man who told me in strict confidence that he was making a million dollars a day in the retail drug business."

Second Man—"Great Guns, where is he located?"

First Man—"Group three, Ward B, State Insane Asylum."

The $500 Prescription.

By Joel Blanc.

The heavens seemed aflame and as the heat fell upon the agonized city it brought with it a moisture not unlike that of scalding steam, as if water thrown by the gods, to quench the fire above, had turned to vapor and then descended to earth to torment humanity. In front of the poor little drug store the cobble-stones of the wretchedly paved street shone like balls of white hot metal. Lifeless, so far as any actual breeze was concerned, yet the air seemed to have acquired a movement of its own, rising in shimmering eddies and swirls from every brick of the walk. The lamp-posts and all metal things were blistering hot, and each sheet of glass, and every curtained window threw back a glare as from an open crematory door. The leaves from the parched trees hung downward and still, like funeral drapery for the dead, while the few who passed along the torrid street slunk in the shadows, like ghouls looking for their prey. Occasionally a passing cloud would cast its moving shadow o'er the earth, one of many that for three days had passed, and in passing mocked the human hope for rain.

Within the little drug store, partially darkened by the drawn curtains, death seemed even nearer. The two poor show-cases seemed to have gathered from the superheated air a grime of ages that gave them the appearance of sarcophagi in some catacomb, while the bottles and jars above were as funeral vases holding the ashes of the dead—and over, and through all, the heat, the awful heat!

Standing in a far corner, coatless, collarless, with the open shirt showing the hollow of the emaciated, narrow chest, stood the master of the store, or rather, the slave of it. As the thin hand went up to wipe the perspiration from the brow, the sockets below seemed tenantless, until one caught the dull glimmer of the agony reflecting, deep set eyes.

There was the clang of a gong, but even that seemed to come slowly and dully to the ears, forcing its vibrations through the obstructing humidity of the awful day. There was the crunch of rubbered wheels upon the stones as an ambulance passed by. The druggist looked toward the open door and muttered, "Another sun-stroke, the fourth in this neighborhood today."

Then he turned and moved towards the door leading into the living rooms. Prostrate upon the matting of the floor, clothed only in a little shirt, he saw the form, almost the skeleton, of a child. Gasping for breath, its puny arms tossing as if to create a cooling current in the air of this earth inferno, it seemed but a ghastly manikin. Above this, what was left of a fever-stricken boy of seven, hovered the suffering mother, with fan and glass of cooling drink in hands. One glance, a glance that seemed to gather to his face more lines of agony, and the druggist turned and walked back into the store. He touched the pan of the scale and quickly drew away, for the contact almost burned his palm. The heat, the heat was everywhere and God—seemed nowhere.

Still in his ears there burned the words that the doctor had spoken but a few hours before: "The boy is convalescent, but you must get him out of this. His mother must take him to the mountains and keep him there for the summer. A week of this weather will kill him!"

"To the mountains for the summer!" and with the words there came from the druggist's lips a bitter laugh that sounded like the death rattle from a human throat. He opened the cash drawer and glanced at the few coins within. From his pocket he extracted a few bills of small denominations. "All I have in the world and the boy must go to the mountains for the summer or—or—die."

The druggist bowed his head upon his arms and through the clinging, perspiration-soaked clothing might have been seen muscular tremors which indicated an agony too deep to reach the lips in sobs. Suddenly he looked up, for some one had entered the store.

Approaching from the open door, was the figure of a young man, a young Hercules. Tall, broad-shouldered and symmetrically limbed, this being seemed to have come from some Elysium, rather than from the sun-stewed hell without. The white canvas shoes, flannel trousers, soft, fine linen shirt and flowing tie, with blue serge coat and wide brimmed Panama seemed to disdainfully repel the waves of volcanic heat. The druggist knew him, or rather, knew of him. He was the son of the man who owned the great carpet mills located a couple of blocks away. Young as he was, those words of contemptible implication, "Man about town" and "Lady killer" were already spoken of him. Such was Fred Harrison.

Taking a prescription from his pocket, Harrison handed it to the druggist, saying, "Fill this for me."

The druggist took the prescription and read it. It was well written, and indicated that the writer was a skilled practitioner, but it was on plain paper and the physician had not signed it. "I cannot fill this," said the druggist, as he handed back the paper.

"Why? Because it is not signed?"

"No! That is not the only reason. Do you know what it is?"

"I ought to. I paid enough for it. Here, take this and keep the change. Fill it for me please." As he spoke, Harrison had taken a roll of bills of large denomination from his pocket and laid a twenty-dollar bill upon the counter.

The druggist pushed the bill back to Harrison and answered simply, "No."

Harrison did not pick up the bill, but instead, he placed four more twenties on top of it. "There! There's a hundred. Fill the prescription."

"Don't! Don't tempt me. Only God knows how much I need the money, but I can't, I will not fill it!"

Harrison took out his roll of money and stripped off a hundred-dollar bill. "There. Two hundred. You must fill it. I must have it!"

The druggist picked up the prescription, turned, as if to go to the back of the store to fill it, hesitated and then again faced Harrison. "I will not! It's a powerful abortive. It means murder!"

As the druggist spoke there was a shadow in the doorway leading to the living rooms and then the shadow, his sick child, entered the store. The little fellow was so weak that he had to steady himself against the shelving as he approached. The bare, thin little legs bent even beneath the load of the emaciated body. The tiny, claw-like hands seemed like the talons of a bird. As he reached his father, the boy placed his hands upon his parent's arm and looking up into his face said, "Oh papa! I am so hot! When will you send mama and me to the mountains, as the doctor said you must?"

The father's face became distorted with agony, but ere he could speak to the child his attention was attracted by the voice of Harrison. He had added more money to the pile upon the counter. "Five hundred! Five hundred to fill one prescription. Five hundred to save the life of your child! Now, will you fill it?"

The druggist trembled from head to foot. He seemed to have forgotten the heat. He appeared to be shivering with a chill. Bending over his child, he kissed it and said, "Go back to mama. I have a prescription to fill."

After he had helped the child into the living room, the druggist disappeared, but only for a moment.

From behind the prescription case came a greatly changed man. His head was erect, his shoulders squared and his eyes seemed to have come forward within their sockets, and to shine with a new light. Confronting Harrison, the druggist spoke: "For the last time, no! I will not fill this prescription! For that five hundred dollars to save my child's life, I would sell you my body, give up my life, but I cannot, will not, save the life of my child by helping you to murder yours. I cannot, I will not sell you my honor, my soul, even to save the life of my child!"

As the druggist spoke, Harrison at first looked at him in amazement. Then a wave of emotion spread over his handsome face as he bowed his head in shame, but he gathered up the money and prescription and turned away. As he reached the door he seemed about to fall, but recovering his balance, he leaned heavily against the frame. As the druggist looked toward him he noticed that the sun no longer shone, for the sky had become overcast with clouds. For a moment Harrison buried his face in his hands, then he returned and faced the druggist. Without a word he took the prescription from his pocket, tore it to bits, and threw it upon the floor. Then he reached across the counter and grasped the druggist's hand and spoke: "You have taught me to understand both the glory and agony of fatherhood, you have shown me the magnificent strength of virtue and the contemptible weakness of sin. Here, take this five hundred, as a loan, if you want to call it that. If you choose, your son can pay it to my child, when they are grown. I am going to be married tomorrow!"

The druggist walked to the door with Harrison. As they reached it a swirl of cold wind dashed some rain drops in their

faces. Then the cooling, saving torrent came, and all humanity rejoiced. To them the rumbling of the distant thunder seemed like the pealing of an organ in some great cathedral, while the play of far-off lightning was the glitter of candles on the altar of God. And so they stood there, hand in hand, no longer the rich and the poor, but both rich and both pure—rich in each other's friendship and pure in fatherhood.

THE DRUG TRADE IN GREAT BRITAIN.

(From Our Regular Correspondent.)

LONDON, Jan. 1.—The year 1910 opens with an outlook for British pharmacists which is not altogether promising. Twelve months ago it was hoped that the new Poisons and Pharmacy Law, which went into force on April 1, would improve the position very materially, but this hope has hardly been realized. The new Act gave the qualified individual the sole right to the use of the title of Pharmacist, so that he would have a means of distinguishing himself from corporations consisting of unqualified persons owning drug stores, which latter were allowed to continue the use of the title "chemist and druggist." Unfortunately, however, the law did not restrict the use of the sign "Pharmacy" to pharmacists and the result is that any company or any unqualified trader may call his store a pharmacy. Consequently the title pharmacist loses much of its significance, for the distinction between the two words is too fine for the public to distinguish. At present the large corporations—like Boots, which owns about 400 shops in different parts of the country—have not adopted the sign Pharmacy and it is doubtful whether they will.

Poison Licenses Issued Recklessly.

Another respect in which the new Act has been a source of trouble arises out of the provision which gave local authorities the power to grant poison licenses to seedsmen, florists and ironmongers to sell horticultural and agricultural preparations containing arsenic and nicotine. It was intended that these licenses should only be granted in districts where there were not enough pharmacists to supply the demand, but as a matter of fact the licenses have been granted recklessly and in agricultural districts chemists have lost a considerable part of their trade.

In these two respects the working of the new Act has been unfortunate, but on the other hand there are features of the Act which are admirable. For instance it is now required that in every store where poisons are sold, there shall be exhibited the certificate of the person in charge and this regulation has been rigorously complied with. This is very helpful to the Pharmaceutical Society in its administrative capacity for it enables it to see at a glance whether the shop is in charge of a qualified person.

Must Use Their Own Names.

An important point which has recently been raised in connection with the practice of Pharmacy is the use of trade names. It is an old standing custom with many pharmacists who purchase old-established stores to continue the use of the name of the firm by which the store is known to the public. It is required, however, by the Pharmacy Law that all poisons sold by retail shall be labelled with the name of the seller—that is, the name of the owner of the shop where the poison is sold, and it was recently held in the court that the trade name is not sufficient. If a person is trading under a name that is not his own name he will therefore be obliged in future to have printed on all poison labels his own name as well as the trade name.

The Campaign Against Secret Remedies

has been pursued with considerable vigor during the year without producing any noticeable effect on the sale of these articles which reaches enormous proportions. It is probable that early in 1910 a Parliamentary committee may be appointed to inquire into the whole question, as the British Medical Association and other important sections of the community are strongly urging the government to take steps to place the traffic under legislative supervision. The British Medical Association has in fact published a book stating the composition of most of the popular remedies on the British market. Some thirty or forty thousand copies of this book have been sold, and as may be imagined, its circulation is not increasing the [illegible] held by the public.

Deaths by poisoning in Great Britain are remarkably numerous [illegible] official report for 1908 which has just been issued, that year was no exception, for no less than 1060 deaths were caused by poison. In the majority of the cases (588) the poison was taken with suicidal intent; in 268 cases the poison was taken by accident and in 200 cases death followed the use of an anæsthetic administered prior to surgical operation. The most "popular" poison among suicides was oxalic acid which was used with fatal results in 128 cases. This was followed by carbolic acid, which was taken by 98 "suicides." Opium, laudanum and morphine were used in 60 cases of suicide, hydrochloric acid in 76, potassium cyanide in 35, hydrocyanic acid in 28 and ammonia in 11. The poison which was most frequently taken in the cases of accidental death was opium and its derivatives which proved fatal in 47 such cases. Carbolic acid taken by mistake caused the death of 24 persons, hydrochloric acid 13, ammonia 9 and chlorodyne 8. Of the fatal anæsthetics, chloroform was used in 98 of the cases, ether in 16, A.C.E. mixture in 6, chloroform and ether in 4, ethyl chloride in 2, nitrous oxide in 1, and stovaine in 1. In 81 cases the kind of anæsthetic used was not stated, but it is safe to assume that in the majority of these chloroform was employed.

THE CIGAR A DRUG—ITS REMEDIAL VIRTUES.

Prof. Heebner Tells the Court That Tobacco is Prescribed for Constipation—Sunday Suit is Won.

The limit of absurdity was sure exceeded in Judge Morson's Court, Toronto, says the *Canadian Pharmaceutical Journal*, when the appeal of W. H. Lee against a police court conviction by Magistrate Denison for Sunday selling of cigars came up for a hearing recently. Absurdity characterized the evidence, at least, and the ruling appears to partake of a similar nature. We submit a portion of the evidence and only regret that such stuff should come from the teaching staff of the O.C.P., adds the *Journal*.

Professor Heebner was first on the stand.

"Is tobacco a drug?" he was asked.

"I should certainly call tobacco, in any form, a drug."

"Prescribed for what?" Judge Morson asked him.

"Constipation for one thing, as a nerve sedative; it is also used for poultices," he answered.

"I would call it a stomach disturber," laughed the judge.

"In some instances—perhaps in the form of cigarettes," was the smiling answer.

Dr. Chambers, called by Mr. Curry, told the court he used tobacco.

"Do you use it as a drug?"

"I use it because of the tobacco habit."

"How, pipe or cigars?"

"Cigars."

"Do you use cigarettes?" asked Judge Morson.

"Sometimes."

"So do I," admitted Judge Morson, "but I do not use them as a drug."

"Is the tobacco habit a bad habit?" he asked Dr. Chambers.

"With some people. It is much the same as morphine with some persons."

"Did you ever prescribe it, doctor?"

"Yes."

"It what?"

"Constipation," Dr. Chambers told him.

"Do druggists keep it as a drug?"

"Well, there's the question," he evaded.

"Is it necessary for druggists to keep it as a drug?"

"I think so; nearly all do."

"For what would you prescribe a cigar?" Judge Morson asked Dr. Dwyer, the next witness.

"For constipation. Used that way it is quite a common thing," he declared. "Tobacco is a regularly recognized drug. After a meal it is the best thing some men can have."

Here is Judge Morson's finding in full:

"On the evidence, I find that tobacco is clearly a drug, frequently prescribed by physicians in the form of a smoke, and therefore conviction on the ground that tobacco is not a drug is wrong. It could be shown that a cigar was sold by a druggist, not as a drug, but for the pleasure of a smoke only. I think that it would be an offense under the Lord's Day Act. But it is the duty of the Crown to prove this. There is no duty, in my opinion, imposed upon the druggist to inquire for for what purpose the cigar is sold, any more than in the sale of any other drug."

Shall the Government Control the U.S. Pharmacopoeia?

Prominent Pharmacists, Including Members of the Revision Committee, Officers of the A.Ph.A. and Other Organizations, Wholesalers, Manufacturers and Retail Merchants Discuss Coudrey Bill—Preponderance of Sentiment Opposed to Change in Method, But Congressional Aid Welcomed by Many.

Officers of the Pharmacopoeal Convention of 1900, Photographed at Washington, D. C.

Since the enactment of the Pure Food and Drugs Act by Congress in 1906 no measure introduced in that body has aroused more discussion in both the circles of scientific pharmacy and the realm of commercial drugdom than the bill presented by Congressman Coudrey, of St. Louis, having in view the object of establishing a single standard for drugs and chemicals, violation to be a criminal offense and the United States Pharmacopœia to be edited, published and controlled by the Federal Government. The full text of this bill, H.R. 13859, was printed in the ERA of December 23, 1909, page 643.

With the view of obtaining the opinions of all of the affected interests the ERA recently invited many of the prominent men in the profession and in the trade, ranging from the theoretical to the practical, pharmacopœial revisers, college professors, officers of pharmaceutical associations, wholesale and retail druggists, manufacturers and in fact all of the allied interests, to express their views on the bill. The answers received represent every branch of pharmacy in its various ramifications and no more complete and interesting, as well as instructive symposium of informative criticism has ever before been printed in connection with a measure such as Mr. Coudrey has fathered in Congress.

Making an intelligent summary of these many opinions is a difficult task to undertake, for, while the majority are opposed to Government control of the Pharmacopœia there are many who favor Federal aid. The reasons given for the conclusions reached are varying in their character and are in many instances quite as interesting as are the suggestions for bettering and improving the Pharmacopœia. The preponderance of sentiment seems to be against any change in the method of publication, but aid both by Federal officials in the work of preparation and by Congressional appropriation of funds would unquestionably be welcomed by those who have given thought to that branch of the subject.

There does not seem to be anywhere any serious demand for the passage of the Coudrey Bill, while it has provoked some very strong opposition. The consensus of opinion seems to be that it is more of an entering wedge for what may follow than anything else. The provision making deviation from standards a criminal offense is one that will arouse intense antagonism if the measure is pressed for passage, for no account is taken of the possibilities of honest and unintentional errors being made by those who would be affected by the provision should the bill become a law.

It is interesting to note that there is a greater degree of general satisfaction with the present Pharmacopœia in all directions than had seemed to be the case in view of the numerous criticisms and suggestions for improvement that have been made in the full, free and frank discussions regarding the Pharmacopœia which have been such important features of the meetings of most of the pharmaceutical associations for several months.

IN ACCORD WITH IDEAL OF SELF-GOVERNMENT.

Dr. A. B. Lyons, Member of Committee on Revision of U.S.P. and Chairman of A.Ph.A. Committee on U.S.P., Detroit, Mich.:

Replying to your question: "Should the Government edit and publish the United States Pharmacopœia?" I offer the following as a very incomplete exposition of my individual opinion, from which those I have talked with here do not dissent.

In the first place, what is the U.S. Pharmacopœia? It certainly is not in any sense a scientific treatise. The articles which it names as constituting the materia medica may or may not have real therapeutic efficiency. Physicians themselves, who alone are competent judges of such matters, hold widely diverging opinions regarding the action and uses of even the best known drugs. Confessedly medicine is an art which has not yet passed beyond the empirical stage, at least as it is taught in the schools and practiced by the rank and file of the profession. The remedies which one physician considers indispensible another pronounces worthless.

The U.S. Pharmacopœia is simply an enumeration, with concise descriptions, of those articles which physicians in America of the "regular" school of medicine are accustomed to prescribe, and which pharmacists dispense when so prescribed. It is only thus that it comes to be a book of standards, since it is through its definitions that the prescriber has assurance that his intention shall be carried into effect.

To whom should be entrusted the important work of gathering the data for successive editions of the Pharmacopœia? Obviously to the professions it is intended to serve. "Government" can ascertain the facts which necessitate changes from time to time in such a book only by consulting the physicians and pharmacists of America—not some particular group of college professors who may be supposed to embody all the scientific knowledge the world has gathered with regard to

medicine and therapeutics. There exists now an organization of physicians and pharmacists thoroughly representative of these two professions, which is charged with the task of gathering all the facts and of keeping the Pharmacopœia thus, by frequent revisions, an exponent of the existing status of the therapeutic art. Under such a system the United States has made its Pharmacopœia the model which other countries whose Pharmacopœias have been issued under governmental authority are in large measure making their pattern.

The American plan, moreover, is in accord with our accepted ideal of self-government. The convention for the revision of the U.S. Pharmacopœia is a representative body of delegates from the various medical and pharmaceutical associations of our country, State and National. The Revision Committee is in turn elected by this representative body. Their task is a difficult and responsible one, and they are therefore elected with reference to their fitness, and that by men in position to know their qualifications. The system would seem to be ideal, and it has worked so well that when the Food and Drugs Act was drawn up the Pharmacopœia thus prepared was unhesitatingly declared the authority on standards of drugs, and such declaration met with the universal approbation of the American people.

To be sure, our solons were not quite clear in their minds about the relative merits of the U.S. Pharmacopœia and the National Formulary, and gave also to the "standards" of the latter work the same legal authority, when in fact standards therein are like hens' teeth. "Government" was dealing with a subject which it understood very imperfectly, and gave unwittingly an illustration of its unfitness to meddle with the question of standards in medicine. Incidentally also it made apparent the possibility, by some judicious lobbying, of smuggling into a seemingly purely beneficent law a scheme for graft—the little joker which Acts of Congress occasionally conceal.

If the Government were to attempt to make a Pharmacopœia, it would first of all look for a thoroughly scientific basis on which to build. Such a basis does not at present exist, and endless confusion would be the inevitable outcome of the attempt, unless the old system were after all permitted to go on.

The suggestion that the United States Government publish a book of standards for all drugs and chemicals is not a bad one, provided that the drug standards were to be made those fixed by the Pharmacopœia, so that the new publication would not in any sense supersede the Pharmacopœia. It would rather serve as a reference book for Government inspectors and others who wished for this particular information in condensed and authoritative form.

The function of government as regards standards of any sort is not to create new usage, but simply to define the intent of that already existing.

INADVISABLE TO CHANGE METHOD OF CONTROL.

Dr. Charles A. Crampton, Chief Chemist Internal Revenue Department, Washington, D. C.:

I have your letter asking for an expression of my views concerning the advisability of relegating to the Government the function and duty of editing and publishing the United States Pharmacopœia, with the object of establishing one standard for all drugs and chemicals.

In reply I would say that it appears to me highly inadvisable to wrest the control and conduct of this important publication from the hands of the medical and pharmaceutical professions. They are the interests most vitally concerned in the matter, and they have executed the task and trust committed to them with fidelity and success in the past, as shown by the regular decennial revisions for nearly a century, covering a period which has been marked by great activity and great advances in the healing art.

This does not imply, however, that changes in the character and methods of its production are not desirable; from the nature of things it must be a creature of changes, in order to meet the changing demands of scientific advances, and to fit it for the changing purposes it serves. It should not be changed simply for the sake of variety and novelty, however, or to fit the passing needs of the hour; but all changes should be based upon a wise and conservative policy, and with a definite and well-considered purpose in view.

It seems to me that a wise and conservative change would be such legislative action by the Federal Congress as should give the Pharmacopœia official sanction and authority, without making its publication a direct function of the Government. Perhaps this could be accomplished by means of an incorporation act, as in the case of the National Academy of Sciences; perhaps better in some other way. Congress has already manifested its approval of the work as an authority by incorporating it as such in the Pure Food and Drugs Act. No doubt its weight and usefulness as an authority would be greatly increased by recognizing it as the production of a body of men organized for the promotion of the good of the public, by setting forth its aims and purposes, and by defining broadly the manner in which these purposes should be carried out. It might very easily, however, weaken its weight as an authority if Congress were to impose upon any administrative officer or official the entire duty and responsibility of preparing and publishing the work. The courts, and especially juries, are very sensitive of anything that savors of bias in prosecutions of citizens for violations of the laws; and this tendency would lessen the credence that would be accorded to any authority which had its origin solely in a governmental source, however impartial it might be.

This is not to say that Government interests should not be represented in the preparation of the Pharmacopœia; in view of its increased and increasing importance in several of the functions of the Government, a very strong advisory representation of the different departments affected upon the governing board of the publication is highly desirable to all interests concerned. The claims of the medical branches of the Army and Navy to such representation was early recognized by the Pharmacopœia conventions themselves, without suggestion, so far as appears, by the departments, and these were soon followed by the Marine Hospital Service. Representation should now be accorded to the Bureaus of Chemistry, Plant Industry, and Animal Industry, of the Department of Agriculture, and possibly others. My own office has frequent occasion to use pharmacopœial standards in the administration of the laws governing the sale of liquors, and the tax free use of alcohol in the arts and industries, etc.

The above should be considered simply as an expression of my views as an individual and not an official utterance.

STRONG OBJECTIONS MADE TO COUDREY BILL.

Dr. N. S. Davis, of Chicago, Member of the Revision Committee of the U.S.P.:

Here are a few reasons why I do not approve the Coudrey Bill. Several other reasons might be given, but these are sufficient.

The present method of preparing and publishing the Pharmacopœia is sure to satisfy the medical and pharmaceutical professions best, for both are well represented and various parts of the country are represented. Moreover the United States Government is represented through its various medical corps. If issued by Government the Pharmacopœia will represent the views of one editor or possibly a small board, but will not represent the combined views of many of the representative men of both professions.

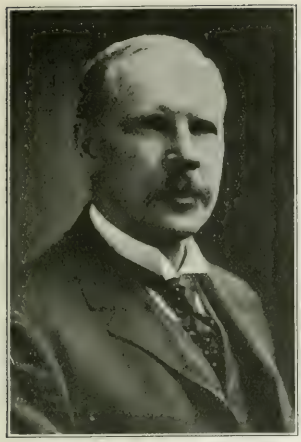
Many researches are made by sub-committees of the revision committee or by chemists or pharmacists working under them. This work, which is very important, is done by some of the best investigators in the country and is more authoritative than work done by Government employees.

It is important that the Pharmacopœia represent the needs of physicians and pharmacists, which it is sure to do if they prepare it.

Unless the Pharmacopœia is revised annually or oftener all drugs cannot be standardized as this proposed bill would have them, and newly discovered drugs cannot be purchased or used. Therefore advances and improvement in therapeutics and pharmacy will necessarily be checked or prevented.

Too frequent revisions of the Pharmacopœia would destroy its value as a standard because the standard would be constantly changing. The present decennial revisions are not frequent enough, but annual or semi-annual revisions, such as would be needed if every drug must be standardized before used by physicians, are not desirable.

The contents of all proprietary remedies should be known and published, but this should in no way be connected with the Pharmacopœia.



DR. H. H. RUSBY, New York, president of the A.Ph.A.

GEO. M. BERINGER, Camden, U.S.P. and N.F. committees, A.Ph.A.

E. G. EBERLE, Dallas, Tex., president-elect of the A.Ph.A.

CO-OPERATION WELCOMED, BUT NOT CONTROL.

Dr. H. H. Rusby, President of the A.Ph.A., Dean of New York College of Pharmacy of Columbia University and Member of Committee on Revision U.S.P.:

In reply to your request for an expression of opinion as to the desirability of the publication of our Pharmacopœia by the Federal Government, and as to the merits of the Coudrey Bill, providing for such publication, I will say that by the present method of Pharmacopœia revision, the revisers have the benefit of the deliberations of a convention continuing for nearly a week, its members being the authorized representatives of all incorporated medical and pharmaceutical associations, and colleges and schools, besides those from the Government departments most interested. I cannot conceive of any method that would be more general and thorough in its presentation of all interests and views. It is the admiration and envy of all pharmacopœia makers abroad, who act under the national system. I firmly believe that any method of Government publication that excluded this feature would result in a book that would be, comparatively speaking, a failure.

On the other hand, publication by the Government could eliminate the element that has resulted in previous failure to supply a satisfactory book by the present method. This element is the want of such an amount of money as is absolutely necessary to thoroughness in revision work. It is not at all certain, nor even very probable, that the convention will adopt the only feasible plan for securing such necessary funds.

The above considerations lead me to believe that some plan of co-operation between the Government and the convention would afford the best possible basis for securing the desired result.

As to the bill now before Congress, perhaps the less said about it the better. Its every feature shows the unfitness of its author to deal with so serious and complicated a subject. The relations between commercial and professional principles and interests are so numerous and so close and delicate in this case as to demand something more than even a good knowledge of the subject matter concerned. Whoever takes charge of this proposition should be one of long and close experience with the applications of the Pharmacopœia, as well as readily familiar with its provisions, and he must then know enough to wait until the proper time for action shall have arrived. President Taft has indicated his intention of asking Congress to provide a National Department of Health, and it is not likely that so greatly needed a reform will be neglected. Such a department would be the natural and proper authority to have charge of any Government interests in the Pharmacopœia. Any arrangement whatever which anticipated this proposed readjustment would seem to me to be premature and unwise.

BELIEVES PRESENT SYSTEM IS THE BEST.

E. G. Eberle, President-elect and Member of Committee on U.S.P. of the A.Ph.A., Dallas, Texas:

I am fully impressed with the importance of the bill introduced in Congress relative to the editing and publishing of the Pharmacopœia by the Government, and beg to say I am not fully prepared to express myself on this subject. It is not a surprise, for doubtless many have shared the opinion with me, even before the Pure Food and Drugs enactment, that this would be suggested and eventually result in the laying down of standards for drugs, chemicals and their preparations directly by the Government. Whether this will be through such a publication as the Pharmacopœia now is, or whether it will be more specifically and distinctly a book of standards, including also commercial drugs, etc., remains to be seen. The Government is devoting more and more attention to public health matters.

Conservatively speaking, I do not anticipate the passage of such a measure at the present time, but it is quite difficult to prognosticate what Congress may do, for we must be ready for surprises even from this source. I do not think the Government is in position to handle the proposition satisfactorily, surely not without serious consideration which will require time. Personally I have doubts whether Federal control will ever be advisable, for I believe that the Pharmacopœia should be revised and be under the direct supervision and control of those for whom the book is intended, through a very general representation of all these interests. Government assistance is highly desirable, but to me it seems the present method with increased interest on the part of the medical organizations and of the manufacturers will bring the best and most practical results. I thank you for this opportunity and appreciate your interest in this important matter.

PAST AND FUTURE REVISIONS OF THE U.S.P.

George M. Beringer, A.M., Ph.M., Chairman Committee on Standards, Member of Committees on U.S.P. and N.F., Member of Council, Etc., of A.Ph.A., Camden, N. J.:

The proposition that the Government shall confiscate, edit and publish the United States Pharmacopœia and the National

Formulary does not appeal to me either as dictated by wisdom or warranted by existing conditions. We have no reason to believe that Government ownership of these books is approved by a very large percentage of those connected with the practice of medicine and pharmacy or in the commercial and manufacturing interests directly concerned. Of course, the proposition probably has the backing of certain over-zealous employees of the Government who desire to impress their authority and possibly their ultra-radical and impractical ideas upon these standards.

The United States Pharmacopœia has been successfully revised eight different times, and each revision has shown a decided improvement and a proper advance. The method of revision is in keeping with the precepts of freedom and representation in legislative matters that are looked upon as the cardinal principles of American institutions and liberty. The criticism that this system is antiquated and no longer serves its purposes is one that might be applied with equal force to our constitutional methods of National and State legislation and the fallacy of which is demonstrated by the results.

Now, on the eve of the ninth revision, the most favorable conditions exist, and we have every reason to anticipate a thorough and critical revision. Unprecedented is the interest shown by all branches of the medical and pharmaceutical professions, and of the trade interests concerned in importing, collecting, manufacturing and handling drugs. Very general is the demand of all these varied interests for representation in the coming convention and on the Committee of Revision, and it is only fair to assume that with a committee of experts selected to represent the best knowledge obtainable from these sources there will result a book of standards that will reflect the advance in medicine and pharmacy and be acceptable as the legal authority.

It must be conceded that the ninth revision must be prepared under conditions not previously existing and that each statement must be carefully weighed as a legal enactment setting forth the truth and must be fair alike to the consumer, prescriber, dispenser, manufacturer and the Government, and protect all of these interests from fraud, impractical standards, errors, unwarranted interference with honest and correct business methods, and improper prosecutions.

The Committe on Revision should be composed of experts representing all these various interests with a fair representation from the Government departments. The personnel of this committee must be jealously guarded and it must be composed of men of unquestioned character, integrity and probity, who cannot be influenced by special interests. With such a committee the very best results can be expected and certainly a political Pharmacopœia prepared under Government domination would not be comparable to such a work.

A Pharmacopœia that represents the views of those best acquainted with all the interest that it conserves should be at once the best and most practical book. In those foreign countries where paternalism is associated with imperialism and the Pharmacopœia is prepared under Government management, there is much criticism of the representative character of the pharmacopœial commission and the impracticability of many parts of the work. No one can deny that the United States Pharmacopœia prepared by a system representative of our free institutions is the peer of any of these foreign works, and in some of its features is decidedly in advance.

Government control would minimize the value of the work of individual study and experimentation and remove the incentive for much of this excellent though gratuitous work, thereby closing many of the avenues that today are concentrating their efforts toward improvements in the Pharmacopœia.

The National Formulary is essentially a guide to the dispensing pharmacist, and to carry out its intended scope and sphere of usefulness it must be necessarily prepared by practical pharmacists. Government control of formulas and methods of manipulation and compounding is a most un-American idea, an exhibition of the worst form of paternalism and smacks strongly of the ridiculous. The measure proposed by Representative Coudrey exhibits in his as well as in other features the lamentable lack of acquaintance with true conditions of medical practice and the trade in drugs that is so often apparent in the halls of legislation.

Equally objectionable is the feature that would forbid the use of [illegible] drugs and chemicals for manufacturing purposes, which would place our manufacturers at a disadvantage in obtaining their raw materials for many of their products, which when completed fully comply with the official requirements. The regular procedure of manufacturers would by this Act be declared "criminal."

Rather a stupendous proposition and an interminable undertaking is the proposed requirement that the United States Government shall in the United States Pharmacopœia "have a complete test for purity and strength of all drugs and chemicals, whether generally used or not." Such a Pharmacopœia would be a unique medley.

While the crudities and inconsistencies of this measure as submitted should condemn it from serious consideration, it behooves the drug interests to be continuously on their guard that some such piece of foolish and impractical legislation be not enacted.

SAFEST IN THE HANDS OF THE PROFESSIONS.

Torald Sollmann, M.D., Member Council on Pharmacy and Chemistry, American Medical Association, Cleveland, Ohio:

I regret that I have not arrived at a fixed opinion regarding the publication of the Pharmacopœia by the Government. The present arrangement, however well it may work in practice, appears to be theoretically incorrect. Congress has practically delegated its law-making function, in this respect, to a commission which is entirely independent of Congress. On the other hand, many of the features of the Pharmacopœia are safest in the hands of the professions, rather than in those of the Government. Possibly the second plan which you mention may be the best. Your question could be answered more specifically, I think, when the function and scope of the Pharmacopœia and National Formulary have been more sharply defined.

TRADE INTERESTS SHOULD NOT INTERVENE.

Dr. L. F. Kebler, Chief, Division of Drugs, Bureau of Chemistry, Department of Agriculture:

Your favor at hand in which you request me to express an opinion as to the desirability of the Government editing and publishing the United States Pharmacopœia and the National Formulary, and in reply desire to state that while I am personally satisfied with the present status of the two publications, it is desirable to state that if dealers interested in products recognized by these two authorities endeavor to influence adversely the standing and high character of these two publications to the degree that they are endeavoring to evade responsibility under the Food and Drugs Act, it is my opinion that the editing and publishing of these two volumes must be removed from the direct influence of trade interests as far as possible.

MANY OBSTACLES IN THE WAY OF CHANGE.

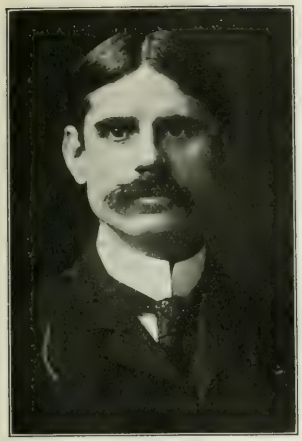
Prof. Charles H. LaWall, Philadelphia College of Pharmacy, Member Committee on National Formulary, A.Ph.A., Philadelphia:

Relative to the Coudrey Bill, amending section 7 of the Food and Drugs Act, I would say that in its present form, if I have seen a correct copy of it, it does not really merit serious consideration, as its framer evidently is not familiar with either of the works in question. It reminds me very much of our Pennsylvania law, which requires preparations to conform to the standards and tests of the National Formulary, when as a matter of fact, the N.F. contains neither standards or tests.

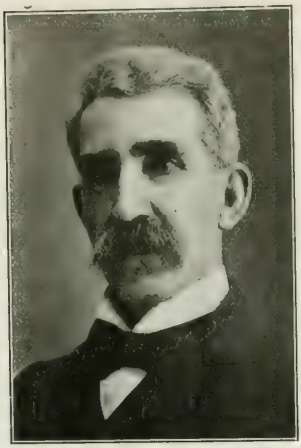
The subject of governmental revision, considered in the abstract, looks very favorable, but there are so many obstacles that I do not see how such a radical change could be considered seriously for the approaching revision.

Dr. Murray Galt Motter, Secretary Pharmacopœial Convention, Washington, D. C.:

A recent Presidential order prevents me from in any way meddling with National legislation. What opinion I may have with reference to Congressional action must be kept in the background.



Prof. H. V. ARNY, Cleveland,
dean Cleveland School of Pharmacy.



Prof. L. E. SAYRE, Lawrence, Kan.,
member of the revision committee.

Prof. I. V. S. STANISLAUS, Phila.,
dean dept. of pharm., Med.-Ch. College.

MIGHT AS WELL EDIT DICTIONARIES.

Prof. H. V. Arny, Dean of the Cleveland School of Pharmacy, Member A.Ph.A. Committee on National Formulary:

Relative to the Coudrey Bill, I beg to express the opinion that it will be a sorry day for pharmacy when our present democratic method by which the Pharmacopœia is revised, is replaced by a commission appointed by the Government, and for this reason I most earnestly hope that the day of Government revision may be long postponed.

The plan of the Government to publish a book of standards independent of the U.S.P. and N.F., which at first blush seems not wholly bad, will in effect mean the ultimate extinction of both the U.S.P. and N.F., for whenever the standard adopted by a Government chemist, differs from those of the Pharmacopœia and N.F., the provisions of the two last works will of course be practically nullified.

As to the rather wide-spread statement that it is essential that the Government should publish the two books used as standards of pharmacy and medicine, because employed to enforce the food law, has no more reason than would be the statement that the Government should publish a dictionary, because from time to time court decisions hang on the meaning of a certain word.

CONDITIONS NOT RIPE FOR FEDERAL CONTROL.

Prof. I. V. Stanley Stanislaus, Ph.G., B.S., Ph.D., Dean Department of Pharmacy, Medico-Chirurgical College, Philadelphia:

In my opinion the time has not yet come for the Government to take up work of this kind; at any rate, the various departments concerned do not at the present time appear to be organized in a manner to satisfactorily carry on the work of the revision. There is no doubt that with the Government resources behind it, the work of the revision could be made more thorough—and it should. There seems to exist an idea in some minds that the U.S.P. and N.F. could not be published as economically by the Government as by private concerns; nothing could be farther from the truth, in my opinion. The bureaus could not only publish the standards as economically as at at the present time, but what is equally important and perhaps more, they could publish them more promptly and frequently.

Since—for above considerations—it seems impracticable to have the Government revise the U.S.P. and N.F., could not some plan of co-operative work between the Government and the practicing physicians and pharmacists be adopted?

With the immense amount of valuable material collected by the various "committees on adulteration and sophistication and drug status" in the various States of the Union, could not one of the Federal bureaus act as a "clearing house" for devising standards and methods of ascertaining or maintaining the same, all based on the above consensus of practical opinions of practical men, from personal contact? It seems logical this could be done, it is found practical in the old world.

Further, is it not true that the Pure Food and Drugs Act of 1906, can be so amended as to recognize other standards, i. e., such as can be formulated for practical commercial purposes by the Bureau of Chemistry—and then the authority of the U.S.P. and the National Formulary would amount to about as much as an icicle on the other side of the River Styx.

While I am of the firm opinion that no Federal department is at the present time in a position to undertake the work of the revision single-handed, we should seek the co-operation of the Government, for be it as it may, in the near future the work of the revision will be done by that authority, for they are there in office, to care for the welfare and well-being of the people.

In conclusion permit me to state that I regard H.R. Bill 13,859 as a crude, ambiguous, careless, illiterate jumble, a thorough exhibition of what the English language should not be, yet, I must draw attention to the fact that it is a sign of the times, and that even though defeated, other bills will be presented which *will* be passed.

COUDREY BILL NOT TO BE TAKEN SERIOUSLY.

L. E. Sayre, Dean, School of Pharmacy, University of Kansas, Lawrence, Member of Committee on Revision of U.S.P.:

I have noticed the somewhat remarkable bill introduced in Congress. It does not seem to say what it means to say, and if it said what it meant it would be a still more remarkable document.

To be brief, I cannot believe that the United States legislative bodies will seriously consider the bill. It may secure some temporary impetus from the promoters who seem to be posing—for public good—we have many striking the attitude of "Reform" just now who have their motives deeply rooted in selfishness.

I cannot take the time to discuss the point, but I wish to say: The Government cannot afford to take a step backward

in the U.S.P. and N.F. standards. It cannot afford to antagonize the pharmaceutical chemists and scientific men who have labored so successfully for them. It cannot afford to adopt an expensive, unscientific method, as compared with the past, for revising these National standards. And it cannot afford to place itself in the position of confiscating a property which belongs to a corporation heretofore favorably recognized by the United States.

SHOULD REVISE U.S.P. AND N.F. AT SAME TIME.

Franklin M. Apple, Ph.G., Former Chairman of Section on Practical Pharmacy and Dispensing of the A.Ph.A., Philadelphia:

I wish to be recorded as favoring the plan heretofore followed in revising and issuing the U.S.P., viz.: it is wise to stick to that which has proven to be meritorious rather than to experiment with an untried plan, the details of which have not been published for careful thought and meditation. The last edition of our U.S.P. is internationally conceded to be the best of pharmacopœias, hence why think of following some new plan of action, unless it be to gratify the ambitions of some party or parties who have not been accorded the notice or authority they crave?

Unquestionably the pharmacists and medical men realize more fully the importance of the Pharmacopœia than any other class of men, hence it is reasonable to presume that they will produce a more practical book than can be compiled by those not so familiar with the subject.

If our National legislators had shown abilities to produce legislation that gave anything like as universal satisfaction to the people as the last Pharmacopœia did to those guided by its contents, a greater respect for their efforts would be manifest than is the case. The time intervening between this date and the time when the next Pharmacopœia should be issued and distributed is entirely too short to think of following any new plan of procedure. "Never swap horses in the middle of the stream" is as true today as it was when this adage was first uttered.

The N.F. and the U.S.P. should be issued at the same time and date, especially so if the views of Professor Oldberg are to be seriously considered—and they should either be revised by the same body of men or by two bodies of men working in close harmony. This will undoubtedly necessitate the A.Ph.A. relinquishing its right to the N.F., but satisfactory and just arrangement can undoubtedly be made for that action. The proposed receipt book could and should be compiled and distributed by the A.Ph.A., which is the only National pharmaceutical association worthy of sponsorship for such a publication.

In conclusion, I wish to state that I think that the interests that have superintended the revising and publication of the U.S.P. have not proven unworthy of the trust reposed in them, hence they should not be replaced by another lot of men who must be viewed more or less as experimenters at this important work.

MUST BE NO POLITICS IN REVISION METHODS.

Philip Asher, M.D., Dean of New Orleans College of Pharmacy, New Orleans, La.:

The pharmacists and drug interests of this country have never been confronted with a question of greater importance than Representative Coudrey's bill introduced in Congress to amend the Pure Food and Drugs Act, authorizing the Government to edit and publish the United States Pharmacopœia.

This question is of such paramount importance that it deserves greater thought and consideration than the few days time given to the writer and should be made a special order of business at the next Pharmacopœial Convention, provided that at that time the bill is still in committee.

If we had been suggested the Government prepare and issue a book of standards for all drugs and their preparations and chemicals, thus superseding the U.S.P. and N.F., such a procedure would not be out of place and would in no wise interfere with the functions of the aforesaid works, but the editing and publishing of the U.S.P. should not pass beyond the control of a revision committee—one free from governmental supervision. The U.S.P. is primarily a publication almost wholly pharmaceutical and which among its compilers rank the medical profession, the greater part of the work is performed by those of pharmaceutical training.

Pharmacists must not lose their individuality. Already too many inroads have been made in this respect. Within the pharmaceutical ranks there are many well qualified to publish a Pharmacopœia of the people and for the people, that governmental aid is unnecessary, except such recognition from Congress that the U.S.P. is a legalized standard.

It is only too well known the annihilation that *politics* has caused in the various pharmaceutical bodies and that boards of pharmacy in some States have been composed of men of political pull and whose qualifications as examiners and guardians of the public welfare are nil, and what is true of State affairs would be even more so in National. The desire for political recognition would in this last condition become even keener, with the result that the cardinal object of this gigantic undertaking would be lost.

The words of the eminent chairman of the present revision committee of the U.S.P. are hardly cold regarding attempts at bribery and would not such rumblings be greater and perhaps in this case upon justifiable grounds, if the publishing of the U.S.P. is placed in political domain?

The revision committee of the Eighth Decennial Revision of the U.S.P. has performed a monumental task, largely a labor of love and which redounds to the glory and progressiveness of American pharmacy. The few errors contained therein are excusable in a work of such magnitude and certainly are not sufficient to detract from its completeness, so what plausible reason can be assigned that it should be placed under Government control?

The revenue derived from its sale cannot be insufficient to meet every demand of those practically interested in its revision. Since the adoption of the Pure Food and Drugs Act the sale of the Pharmacopœia has been greatly increased and it is safe to predict that the next edition will be in still greater demand, not alone from pharmacists and chemists but by the various manufacturers of foodstuffs.

A bulletin issued, let us say, by the Department of Agriculture giving complete tests of descriptions for each drug and preparation would be in keeping with the advancement of the times. This bulletin could even go into more detail of the methods of testing than would be permissable in the U.S.P., especially regarding those, impossible for lack of special apparatus, to be conducted by the average pharmacist. Such a bulletin would serve as a standard in forensic questions, as only such standards would be adopted as have been proven absolutely correct by a competent corps of chemists.

NO OCCASION FOR FEDERAL INTERFERENCE.

L. D. Havenhill, Ph.M., Professor of Pharmaceutical Chemistry, School of Pharmacy, University of Kansas, Lawrence:

I see no occasion for governmental interference with the issuance of the U.S.P. The Food and Drugs Act of June 30, 1906, recognizes the Pharmacopœia official at the time—and it seems to me that it is the prerogative of those who are governed by the provisions of this book to say what it shall contain and when it shall be official—a condition which I believe already exists to a far greater degree than possible under governmental supervision. It will be time enough for the Government to step in when it is evident to the majority of the American people that the medical and pharmaceutical professions of the United States have degenerated to such a degree that they are no longer able to serve them.

At the present time the United States Government has rewarded the worthy efforts of these time-honored professions with its recognition and has placed at their command the one thing that they have needed, the power of enforcement. For it now to deprive them of the right to revise and publish the U.S.P. without showing just cause would indeed be an unusual procedure for the Government, "of the people, by the people and for the people."

S. L. Bailey & Son, Pioneer, Ohio:

Decidedly no. There are enough well developed brains in the fraternity to revise the U.S.P., giving us a much more satisfactory work than we could expect from any board appointed by a Congressional committee.

SAMUEL L. HILTON, Washington, of legislative committee of A.Ph.A.

WM. JAY SCHIEFFELIN, New York, chairman prop. committee, N.W.D.A.

CHARLES H. HUHN, Minneapolis, president of the N.A.R.D.

SHOULD HESITATE TO CHANGE THE REVISERS.

William Jay Schieffelin, President of Schieffelin & Co., New York, Chairman Committee on Proprietary Remedies, National Wholesale Druggists' Association:

In reply to your inquiry regarding my opinion of the Coudrey Bill, I wish to say that I think it premature and very badly drawn. The question is one of such great importance that hasty action would be disastrous.

The high standard attained by our Pharmacopœia is an evidence of the value of the services of the present Revision Committee and should make us hesitate to lose these services.

A measure which would add the authority and the facilities of the Government to the experience of our Revision Committee would be of advantage, but it would be a very different measure from the abrupt bill which we are considering.

GOVERNMENT SHOULD PAY COST OF PRINTING.

Charles H. Huhn, President National Association of Retail Druggists and President American Druggists' Syndicate, Minneapolis:

In my judgment, it would be unwise for the Government to take full control of the editing and publishing of the United States Pharmacopœia, a work which, it is agreed, is the very best of its kind and character in the world, edited for nearly a century by the progressive Pharmacists and Physicians of the Nation. It has, without governmental interposition, attained such a prominent place in the world of Pharmacy and Medicine as a standard for purity and strength of drugs and chemicals, which prompts the thought "Let well enough alone."

While Pharmacopœias of other countries have been edited and published under control of government, they have admittedly not reached the same high standard for scientific and practical purposes, such as the U.S.P. represents. An invidious assumption might therefore be justified, viz., that Federal control of the U.S.P. would be dangerous, and might result in retrogression and general impotency.

The U.S.P. as now edited is the work of love of men representing high and important professions, for the establishing of high and undisputed standards by professional representatives, who prepare and administer medicaments for the preservation of health and the saving of life. No other motive impels the minds and hearts of the revisionists of the U.S.P. Therefore, leave the work of research and test to the professions of Pharmacy, Medicine and Chemistry in peace and harmony, as has been the custom of nearly a hundred years.

If, however, the Federal Government desires to aid and assist in expediting the publication of the U.S.P., then let it suffice that such aid and assistance come in a monetary appropriation for the purpose of hurrying the decennial additions into the hands of the professions, who have most need of the same.

This might be accomplished by adding to the duties of a bureau, already established, the quick assembling of data from the members of the authorized committee on revision by the franking of letters and follow-up letters, to slow members of the committee, by an appropriation by Congress for remunerating the members of the committee so that each may receive compensation for the valuable service rendered. So far and no farther would I acquiesce in Government control of the U.S.P.

As for double standard of strength and purity of drugs and chemicals, I would place myself in direct opposition to the suggestion. "Forget it" and stick by the single standard. If at first it appears wrong, then it can be made right by periodical amendments, and in the meantime, the public good will not suffer.

By way of postscript, let me add that the good public is receiving so much gratuitous service from the pharmacist and physician, that I feel amply justified in the suggestion that the public treasury defray the expense of publication of the U.S.P. to the very cent, and distribute it gratuitously to all who can furnish satisfactory credentials of title to such favor. The Horse Doctors and Agriculturists enjoy such governmental recognition, why not the Physicians and Pharmacists who deal with the health and life of humanity?

OPPOSES STANDARD TO REPLACE U.S.P.

Samuel L. Hilton, Chairman of A.Ph.A. Committee on National and State Legislation, Washington, D. C.:

I have carefully gone over the bill introduced by Congressman Coudrey, providing for the publishing and editing of the "U.S. Pharmacopœia or the National Formulary." While this bill is poorly drawn, is ambiguous and does not provide for an appropriation, which would be absolutely necessary for carrying on this work, it can be amended and corrected in committee before it is reported, provided the committee decides to report the bill favorably.

As to the Government publishing and editing the U.S. Pharmacopœia, I am decidedly opposed to such a move. The interests in this country are so diversified and the field to be covered so large that I believe better results can be obtained

by the present method that has been followed for nearly 100 years than by the Government assuming control, editing and publishing the Pharmacopœia. The Government should be well and largely represented and should co-operate in every way with the medical and pharmaceutical professions to make the coming revision of the U.S.P. the best and the most perfect Pharmacopœia ever published in any country.

If the Government should take control of the U.S.P. and N.F. what department would perform the work? The Department of Agriculture is the best equipped. This department is at present charged with the enforcement of the "Food and Drugs Act," the duties being executive, not legislative nor judicial. Both of these books are the standards for drugs under the provisions of this Act. The Department of Agriculture should not be burdened further, nor do I believe that those who are charged with the enforcing of the standards should do more than assist in preparing them; further it would open the doors for severe criticism by those who are opposed to the enforcement of the Food and Drugs Act.

No other branch of the Government service except the Public Health and Marine Hospital Service is in a position to undertake this task, and I am sure Congress will not be willing to appropriate money sufficient to establish a separate bureau for the purpose of properly carrying on such work. It has been suggested that the results of the revision committee's labors be submitted as rapidly as the various sections of the work are completed to the laboratory of the Public Health and Marine and Hospital Service, for the purpose of trying out all processes, formulas and standards and reporting the results thereof before publication. This branch of the Government service has at present general supervision of the standards for viruses, serums, toxins and analogous products, and prepared the present standard for Antidiphtheric Serum recognized by the U.S.P. VIII and has performed an enormous amount of work on this and other allied subjects. The laboratory is in a position to test all processes, formulas and standards with accuracy and dispatch if it receives an additional appropriation from Congress, thereby reducing the expense incident to Government publication, making the U.S.P. thoroughly representative of Government as well as private interests and establishing standards, processes and formulas that can be relied upon. I believe this to be an excellent suggestion that can be carried out and will be productive of good results. I am sure this bureau would co-operate and all that the Government departments desire is to be represented in the making of the Pharmacopœia.

The editing and publishing of the Pharmacopœia by governments is nothing new except in this country. In most of the foreign countries this plan is followed, but those competent to judge declare that there is not a Pharmacopœia the equal of the U.S. Pharmacopœia. In my judgment this is due to the fact that in this country the views of those most interested, from every quarter, are obtained and these views are carried out by representative men of the medical and pharmaceutical professions as a labor of love, unhampered by politics or any other influences, solely for the purpose of benefiting humanity. The representatives of the medical and pharmaceutical professions are more familiar with the demands and requirements of these standards from a practical standpoint than would be a small committee of Government scientists who would more likely consider the theoretical part only, therefore, I am decidedly opposed to the Government editing and publishing the Pharmacopœia.

In regard to the Government preparing and issuing a book of standards to supersede the U.S.P. and N.F., I am opposed to it. If anything of this kind should be done there would be no further use for these standards and the Government might as well publish the U.S.P. The objections I have just made apply equally well here and with even greater force.

J. Q. Emery, Former President Association of State and National Food and Dairy Departments, Wisconsin State Dairy and Food Commissioner, Madison, Wis.:

Believing as I do that the definitions or standards in the [illegible] should be scientific and not political—that is, formed strictly in accordance with scientific principles and not as a result of political pull—I very strongly favor the present plan of preparing the United States Pharmacopœia to that of turning the matter over to the National Government.

CRIMINAL BRANDING OBJECTIONABLE FEATURE

H. A. B. Dunning, of Hynson, Westcott & Co., Baltimore, Member of A.Ph.A. Committee on National Formulary:

Regarding the desirability of turning the Pharmacopœia and National Formulary over to the United States Government and the Coudrey Bill, I will state that I do not feel prepared to give an opinion on the first proposition until I have heard the matter thoroughly discussed. In regard to the law proposed, I might state that its provisions do not appeal to me. Even if the Pharmacopœia or National Formulary should be given over to the control of the Government, I am not in favor of these books being encumbered with all the miscellaneous drugs and chemicals used in medicine in this country, nor do some of the other suggestions seem wise, as, for instance, branding, as criminal acts, instances when drugs or chemicals of different standards than those of the Pharmacopœia or National Formulary are used.

Regarding the suggestion that the Pharmacopœia or National Formulary and all other formularies be superseded by a book of standards, issued by the United States Government, I cannot see of what value such books as the Pharmacopœia or National Formulary would then be to the interest holding them, unless they were so altered as to become commentaries on the Government book. I am obliged to confess that this subject is new to me and as I am never in favor of radical movements, except in extreme cases, it seems best, to me, that no laws be considered until the pro and con of such measures be thoroughly discussed in current pharmaceutical and medical literature.

IS LEGITIMATE OUTCOME OF PURE DRUGS LAW.

George Merrell, President of the William S. Merrell Co., Cincinnati, Ohio:

We are in accord with the movement to place in the hands of the Government the editing and publishing of the U.S.P. and other works upon which the standard of drugs and chemicals is based. Such a movement, in the judgment of the writer, is the legitimate accompaniment of the Pure Food and Drugs Act. In connection with the proposed bill, however, there should be established a commission, whose function shall be not only to establish an officinal standard, but it should also take into account the practical value of every formula introduced into the U.S.P., or other authorized work, nor should any formula be recognized as officinal unless duly examined and tested, and approved by a commission appointed by the Government. In short, all publications by private individuals or corporations should be eliminated and their encroachment upon the proprietary rights of others disregarded entirely in making a standard work for the guidance of the medical profession and drug trade. Such a commission should have upon it representatives from the kindred professions of medicine and pharmacy, men of high standing, whose judgment would be accepted without question, and whose compensation should be liberal enough to make it possible for them to give all the time necessary to the consideration of every question submitted to it.

NO SOUND ARGUMENT FOR SUGGESTED CHANGE.

F. C. Godbold, Chairman of the Council, American Pharmaceutical Association, New Orleans:

The Pharmacopœia is the common property of the pharmacists and physicians of the country, it is edited and published under their supervision and by members of their professions and it is superior to any book of the kind published anywhere in the entire world. We may be able to improve it, and no doubt will, but while it is recognized as our legal standard by the Government, I do not believe that it could or would be improved if issued by the Government, for the Government bureaus are not made up of pharmacists and physicians having the kind of experience so essential to the preparation of the Pharmacopœia that is possessed by the representatives of these professions who are chosen to serve on the revision committee. I know of no good, sound argument why the Government should attempt to deprive us of what is rightfully ours, and I am strongly opposed to the proposed change.

HENRY C. BLAIR, Phila., president Philadelphia Branch, A.Ph.A.

ERNST O. ENGSTROM, of Pittsfield, Mass.

Dr. JOHN F. HANCOCK, Baltimore, former president of the A.Ph.A.

ADVOCATES DEPARTMENT OF PUBLIC HEALTH.

Henry C. Blair, President Philadelphia Branch, American Pharmaceutical Association:

Certainly the Agricultural Department is not the one to have charge of either the enforcement of drug laws or the making of standards. A Department of Public Health should be established. It should have charge of enforcing drug laws. It should have charge of making and publishing standards. It should be entirely free from politics. It should have an appropriation of funds sufficiently large for doing the work thoroughly. It should have power to secure the services of competent pharmacists, chemists, physicians and others to do the work of making a book of standards for drugs.

Unless the men who make the U.S.P. and N.F. are well paid and held responsible for doing the work in a specified time we cannot have first-class books.

The head of such a department as I have mentioned should be a broad-minded man who knows medicine and pharmacy. If such a man cannot be secured, then one who knows pharmacy from a practical point of view would be best, but above everything else he should be absolutely honest.

Unless such a department is created it would be better to allow our standards to be made by the committees having them in charge at this time.

DOUBTS POSSIBILITY OF ANY IMPROVEMENT.

Ernst O. Engstrom, Pittsfield, Mass.:

The proposed law, "that the Government should edit and publish the U.S.P.," I do not believe should pass. The present method used in formulating, editing and publishing the U.S.P. has produced a book which has no superior and hardly any equal among the foreign Pharmacopœias issued under government control.

Every doctor, pharmacist, manufacturing pharmacist and teacher in schools of medicine and pharmacy who is interested in his calling feels it a personal duty to contribute of his knowledge towards the making of the U.S.P. the best book of its kind in the world. The medical and pharmaceutical press feel more at liberty to offer suggestions and criticism to the present revisors of the U.S.P. than they would to Government appointees. The present revisers being elected by the different delegates (a representative body of nearly all interests) must naturally listen to and consider all suggestions made by their constituents.

The German Empire, which has a number of states using the same "Pharmacopœa Germanica," is the country in Europe which may best be compared with ours. They have constantly added to their number of revisers from different parts of the country and by this action prove the need of a large committee of revision in order to enable them to cover all interests. In fact, although the German Pharmacopœia is printed under government control, they are gradually drawing nearer to our system in editing their Pharmacopœia.

In the smaller countries the few copies actually in demand would cost a great deal more than any private body of men would be willing to pay. Therefore the probability to lose money besides time and labor will naturally deter men of ability from taking up this work and the public being benefited by it, makes it obligatory on the part of their respective governments to take it up. This condition does not exist here, consequently it is better to let well enough alone.

The compensation for each individual contributor to the U.S.P. from a financial standpoint is comparatively small and paid for partly by the honor of being one of the contributors. I fear if the Government should establish a commission a number of so-called experts with political influence would be appointed and the interest now shown by the rank and file would be lacking. We small retailers would have to keep still and accept whatever these learned men gave us.

United States is so large, the interests and conditions governing each portion so different, that free expression of ideas should be encouraged. I doubt if a Government commission large enough to accomplish this end could be established. Unless an improvement over present conditions could be made, which I doubt, the U.S.P. should be edited and published as at present.

ABHORS POSSIBLE POLITICAL ACTION.

Dr. J. F. Hancock, ex-President A.Ph.A., Baltimore:

The Pharmacopœia of the United States, since its first publication in 1820, and in all of its decennial revisions, has been in keeping with the spirit of medical and pharmaceutical progress. The first edition and the revised editions of 1830 and 1840 were the work of physicians in all sections of the United States, except that of 1840, when the co-operation of the colleges of pharmacy was invited and accepted, but the real work of revision and publication belong to the medical profession. In the revision convention of 1850, colleges of pharmacy and other pharmaceutical organizations were requested to send delegates, which they did, and valuable assistance was then given by pharmacists, since which time pharmacists have been conspicuous in revision work, and have

hold important positions in the preparation and issue of the Pharmacopœia.

The work has never been, and is not likely to ever be entirely satisfactory to all concerned, yet each decennial edition has been a credit to American medicine and pharmacy. There is no need of change in the method of revising and publishing the U.S. Pharmacopœia. For the Government of the United States to undertake the revision and publication, as proposed, would be a fatal error, not that the physicians in the service of the Government are not able representatives of their profession, but their sphere of action would not represent the needs of medicine and pharmacy in all of the cities and hamlets of our country. The Pharmacopœia should be both scientific and practical to meet the needs of the profession and all classes of citizenship.

The U.S.P. should be a book of select formulas, that will represent the best interest of medical and pharmaceutical practice in all parts of the United States, with a view to uniformity of strength of potent ingredients and quality of finished product. It is intended primarily for the physician, and secondarily for the pharmacist, as manufacturer and dispenser, in order that the latter may keep in stock, ready for prompt dispensing of the preparations required by the physician in his general practice.

Until recently it was a matter of confidence of the physician in dealing with the manufacturer and dispenser. Now the Government has come to the assistance of those in need of medical treatment, by the enactment of law, compelling a uniform standard of strength and purity, so that both the physician and the patient are protected. This law—the Pure Food and Drugs Law—and the standard for the preparations of the Pharmacopœia and National Formulary, is being duplicated by the Legislatures of the several States.

It is now desirable that the State laws should harmonize with the law of the general Government. This is as far as the Government and State should go in the matter of the Pharmacopœia and National Formulary.

As for the decennial revisions of the Pharmacopœia, the delegates representing the medical colleges, medical associations, the Army, Navy and Marine Service, together with the delegates from colleges of pharmacy and State pharmaceutical associations are, in my judgment, the most representative and capable to discharge the duty of editing the Pharmacopœia of the United States.

As citizens let us give aid in preventing confusion of ideas and complication in legislation; by so doing we will help to perpetuate the integrity and honor of an ideal Government. Let us hope that the American Medical Association and the American Pharmaceutical Association may never enter the arena of partisan politics to demonstrate the prowess of their strength. The lobby in legislative halls is the bane of good government.

GOVERNMENT BOOK OF STANDARDS NOT NEEDED

C. Mahlon Kline, of the Smith, Kline & French Co., Philadelphia:

I beg to acknowledge receipt of your letter referring to a bill which has been introduced in Congress to the effect that the Government should edit and publish the United States Pharmacopœia with the object of establishing one standard for all drugs and chemicals, and asking me to express an opinion on this subject.

If you refer to a bill which has lately been introduced and which is known to us as the Dusal Bill, we do not think it is to be taken seriously and is so impracticable as not to merit discussion.

If, however, you refer to the general plan of having the Government issue a book of standards, I would say that I am heartily opposed to such a change being made.

My reasons for this opposition are that the present method of issuing the Pharmacopœia has been highly satisfactory to all parties concerned and has led to the publication of a book which is considered superior to all other Pharmacopœias and a credit to the country. Why, therefore, should we change from a method which has given such excellent results?

The doctors and pharmacists who perform the work under the present arrangement are men engaged in the active practice of medicine and the dispensing of drugs. They, therefore, know best the requirements of medication and the proper dispensing of drugs in every day use. They are drawn from the whole United States, and therefore represent neither West nor East, North nor South. Should the Government issue this work it would probably be the work of a few men, neither active medicinal practitioners nor druggists engaged in active dispensing, and located in one small part of the United States.

The Government revisers, not depending for a living on the articles which they would standardize, would not be interested in carrying out those economies which we all realize are of great importance to the consumer as well as the producer.

Lastly, I would be opposed to such a step on the ground that there is no occasion for the Government to be called upon to burden itself with work which is already so ably done.

PRESENT METHODS EMINENTLY SATISFACTORY.

Frank G. Ryan, President of Parke, Davis & Co., Detroit, Mich.:

Speaking officially from the view-point of the business interests of our house, it makes not the slightest difference to Parke, Davis & Co. who edits or publishes the Pharmacopœia, provided the work is performed with due skill, knowledge and reason. If the present method of revising the Pharmacopœia decenially is superseded by governmental revision, our interests will not be affected in any way.

Speaking as a citizen and as a pharmacist, I am opposed to the change. The present methods of revision are eminently satisfactory. The work is done by a *corps d'elite*. There is no better talent or higher character in the country. And our Pharmacopœia sustains easily any comparisons that can be made with the pharmacopœias of other lands. Since private enterprise—the enterprise of medical and pharmaceutical societies and colleges—is performing this task with signal diligence, learning, enlightenment and practical grasp, why turn it over to the Government? There is something to be lost: what is to be gained?

There is some weight in the argument that since the Pharmacopœia and the National Formulary now have the force of law they should be revised and published by the Government. But logically, if the Pharmacopœia and the National Formulary be *legislative* in character, Congress and not some bureau of the executive department of the Government should do the revising, because all legislative powers are vested in Congress. But pharmacopœial revision by Congress would be impracticable. The argument is not convincing.

GOVERNMENT CONTROL WOULD BE MISFORTUNE

Fred B. Kilmer, of Johnson & Johnson, New Brunswick, N. J.:

Go where you will on this earth, the United States Pharmacopœia is acknowledged to be the grandest and best of all the pharmacopœias of the world. Its supremacy has been brought about by the united self-sacrificing, painstaking efforts of the representatives of medicine and pharmacy who have given their labors without pecuniary reward, unhampered by any influence except a desire to give the best that is in them for the benefit of the art and science of medicine.

We have only to compare our Pharmacopœia with those produced by "government authority" to see wherein our own Pharmacopœia has the advantage. The taking over of the Pharmacopœia by the Government will mean that all this great resource will be dissipated and the Pharmacopœia will simply become an arbitrary standard. While our Pharmacopœia has its faults, while the system by which it is revised has its drawbacks, it stands out clearly as a representative work.

In the forthcoming revision we do need the assistance and the powerful facilities of the Department of Agriculture, its great corps of experts and laboratories; we need the assistance of the Bureau of the Marine Hospital Service, the medical departments of the Army and Navy, the Customs Service and the Department of State. But these should come in and work side by side with the representatives of medicine and pharmacy.

Our experience with the bureaus of this or any government has taught us that a pharmacopœia or a book of standards issued from such a source will be arbitrary, unsatisfactory and will not represent the life and vigor of our present work. I believe that few manufacturing pharmacists, few thoughtful practitioners of pharmacy or medicine will approve of any

measure which will pass over to the Government the editing of the United States Pharmacopœia or the issuance of a book of standards which will supersede the Pharmacopœia or the National Formulary.

PRESENT REVISION COMMITTEE IS EFFICIENT.

Donald McKesson, of McKesson & Robbins, New York:

We are in receipt of your favor of the 21st instant in regard to the proposed changes in the United States Pharmacopœia, and take pleasure in making a few suggestions in regard to them.

The object of the U.S.P. is to prescribe the standard of drugs in the condition in which they are used in prescriptions or administered to the ultimate consumer. Standards for the crude sources of these articles are not only unnecessary, but hamper the manufacturer and increase the cost of the finished product without raising its value.

In line with this principle many of the standards for crude drugs should be replaced by closely defined standards for extractives, active principles and powdered drugs. The necessity for descriptions of powdered drugs microscopically examined is already well recognized.

Comment on excipients for tablets which are liable to cause decomposition of their active principles should be added where expedient. It is to be hoped that the U.S.P. Revision Committee will accept the recommendation of the various pharmaceutical and drug trade associations to publish the comments on present standards and recommendations for changes that they have before them, in order that they may receive the benefit of the mass of evidence available from those especially fitted by specialized experience to have a more intimate knowledge of individual articles than is possible for the members of the committee to possess.

It is questionable whether it is now advisable to transfer the control of these standards to the Government. The present committee is representative and highly efficient, and more permanent than any Government board which is liable to sudden and complete change under political exigencies.

It is to be recommended also that the present Revision Committee be awarded adequate compensation in order that they be justified to give sufficient of their time and their best attention to the important work in hand.

The N.F., as an official standard, in prescribing the make-up of compounds, hinders progress and improvement. It is only necessary that the ingredients be standard and the label correct and sufficiently descriptive. It is, of course, understood that some few of these compounds, by reason of popular and long usage, should be controlled, and these might be properly introduced into the U.S.P.

Many obsolete and inert articles and such as are not medicinal should be eliminated and such new articles as have been proven efficient and available should be added.

WOULD DESTROY THE USEFULNESS OF U.S.P.

George B. Kauffman, of the Kauffman-Lattimer Co., Columbus, Ohio:

In answer to your request for expression of opinion regarding the proposition that the Government shall take hold of the publication of the United States Pharmacopœia, have to say that in my opinion such a move would in large part destroy the popularity and usefulness of the Pharmacopœia. The present method of revision and publication is such as to enlist the interest and aid of the drug and medical professions throughout the entire country, and the Committee of Revision has the benefit of the widest possible experience.

Should the Government undertake the publication of the Pharmacopœia, the work will doubtless soon become the expression of but few experts who would lack contact with actual trade and practice, and would proceed on strictly scientific lines. It would also offer opportunity for undue influences.

I also hold the same opinion with regard to the proposition that the Government shall issue a book of Standards. The position which the Pharmacopœia has received in law gives it as much authority as it could possibly have, although published directly under the authority of the Government, and there appears to be no advantage to be gained by publication should the Government undertake this work. I feel that it would be a very unfortunate move.

NOT EXPEDIENT NOW TO CHANGE THE PROCESS.

Prof. W. A. Puckner, Ph.G., Chief Secretary, Council on Pharmacy and Chemistry, A.M.A., Chicago:

It is my opinion that eventually the United States Government will take a very active part in the revision of the United States Pharmacopœia. It is also my opinion that at the present time it is best that no radical change be made in the method of its revision. Since the Pharmacopœia has for its sole object the protection of the American people and the promotion of their health it is important that the people, through their representative, the United States Government, should have a very prominent part in its preparation. For this reason the Pharmacopœia will eventually, I think, be issued by, or under, the close supervision of the Government. This control should, I believe, be exercised by the proposed "Department of Health" with the co-operation of the other departments of the Government which are concerned. But I also believe that, until such a department of health, or its equivalent, has been placed on a sound footing, a more acceptable standard can be obtained if the present process of revision is adhered to in the main.

ENTIRELY IMPRACTICAL AND INADEQUATE.

George D. Rosengarten, Vice-President of Powers-Weightman-Rosengarten Company, Philadelphia, Member A.Ph.A. Committee on Standards for Non-Official Drugs:

In our opinion "Bill H.R. 13,859," that has been introduced in Congress to the effect that the Government "should" edit and publish the United States Pharmacopœia, with the object of establishing one standard for all drugs and chemicals, is entirely impractical and inadequate. It is well known that the Pharmacopœial Convention will take place in May, 1910, and immediately thereafter the Revision Committee will take up the question of formulating the Pharmacopœia of 1910. We believe that this work can be done much more effectively by those who at present constitute the convention for the purpose of revising the United States Pharmacopœia, than if it were left to political appointees.

PRESENT DISCUSSION IS OF GREAT VALUE.

Chas. S. Martin, of Nashville, President of the National Wholesale Druggists' Association:

In view of my official position and having appointed a special committee on legislation who will consider the subject of the revision of the Pharmacopœia and an official book of standards under the Pure Food and Drugs Law of the United States, I would prefer not to anticipate their action by expressing my opinion on this subject at the present time. I am very glad to note, however, that you are inviting an expression of the views of representative firms and individuals on this important subject and am confident that same will prove of great value to our committee on legislation, as well as giving important information to members of Congress in legislating on this subject.

DECLARES SENTIMENT FAVORS COUDREY BILL.

H. A. Cary, Secretary-Treasurer Dusal Chemical Co., New York City:

In regard to the amendments introduced by Congressman Coudrey, of St. Louis, on the Food and Drugs Act, I have just received a communication from a physician which reads as follows:

"The question briefly stated is: shall we through sordid interest or indifferent ignorance allow a great wrong to continue without raising our voice for immediate correction of this evil? No one dare deny the necessity of standardization of all drugs. Who can be more competent morally, scientifically and financially to standardize all drugs or agents used as medicaments, than the Federal Government?"

I am pleased to personally know these sentiments are held by physicians and druggists who know the condition of drug traffic and the motive and letter of my amendments.

THEORY & PRACTICE

Determination of the Strength of Glacial Acetic Acid.

P. A. W. Self proposes the following method of determining the strength of glacial acetic acid by titration with alkali as a simple way in which all danger of loss of acid during weighing and titration can be avoided:

Into a tared bulb of thin glass furnished with a capillary opening (conveniently made by drawing out a narrow test tube at an inch or so from its closed end) introduce a convenient quantity of the acid by the well-known expedient of warming the bulb and allowing to cool with the end of the capillary dipped below the surface of the acid. Then seal the capillary and weigh. Next place the bulb in a strong stoppered bottle containing an amount of standard alkali in excess of that required by the acid, stopper the bottle, break the bulb by vigorous shaking, and finally titrate the excess of alkali in the usual way. Working in this way, the author states, there is obviously no danger whatever of loss by volatilization, while the extra time and trouble needed are almost inappreciable. The degree of accuracy which can be obtained is therefore only dependent on the factors common to all volumetric determinations.

Pills of Sodium Cacodylate.

E. O. Rowland, in a paper read before the Edinburgh Chemists' Assistants' and Apprentices' Association, gave the following formula for the preparation of sodium cacodylate in pill form, the pills so made being white, and retaining their shape without going damp. For pills containing ½ grain of sodium cacodylate the quantities are:

Sodium cacodylate	3 grains.
Powdered tragacanth	1 grain.
Powdered sugar	2 grains.
Wheat flour	6 grains.

Divide into 12 pills.

The sugar forms a syrup with the moisture present, and its value is evident if an attempt be made to mass with flour alone. The mixed ingredients are worked vigorously together for a few minutes, and rolled and rounded with a very little French chalk. It seems likely that other deliquescent salts would work well on similar lines.

Toxicity of Aniline Derivatives.

According to Hildebrandt, the toxicity of the toluidines varies with the position of the methyl group. Thus o-toluidine causes the separation in the urine of the coloring matter of the blood, while dimethyl-o-toluidine, which is the most poisonous of all, not only has an action upon the blood, but also causes fatty degeneration of the inner organs, such as the liver. The introduction of one atom of bromine into the *p*-position does not affect the toxicity, but if two atoms of bromine are introduced into the complex, the toxic action of the compound upon the blood is entirely prevented, while its effect in producing fatty degeneration is reduced, though not altogether checked. Dibromodimethyl-o-toluidine is more poisonous than tribromoaniline. It thus appears that a most important factor in the toxicity of aniline derivatives is the presence of the methyl group in the *o*-position *(Journ. Soc. Chem. Ind.)*.

Tincture of Iodine in Kansas.

Prof. L. D. Havenhill, chief of the department of drug analysis, Kansas Board of Health, in reporting the examination of 58 samples of tincture of iodine and other preparations, makes the following summary: "About 74 per cent of these tinctures contain potassium iodide. The maximum quantity of iodine found, calculated for one liter of tincture, is 88 grams; the minimum, 12.7 grams. For potassium iodide, the figures are, respectively, 89 grams and 10.6 grams. About 56 per cent of the tinctures which contain potassium iodide are within 10 per cent of the official requirements in iodine strength." The comment is made that "these results seem to indicate that something besides the Pharmacopœia is necessary to secure uniformity in tincture of iodine."

WOULD PROHIBIT LIQUOR SALES BY DRUGGISTS.

With Use of Alcohol as a Medicine Declining Its Sale in Drug Stores Should be Further Restricted.

BOSTON, Jan. 3.—One of the most radical recommendations regarding legislation on druggists' licenses is contained in the annual report of the Boston Board of License Commissioners. The board recommends that druggists be prohibited from selling liquors in any form except upon a physician's prescription, and that the druggist be permitted to sell only pure alcohol under the present form of regulation. Then the board contends that if such action is not taken by the Legislature, that the fee for druggist's license, which is now $5, be increased to $100.

"The records of the hospitals," says the report, "and the testimony of physicians, together with the admissions of the druggists themselves, show that alcoholic liquors are used with ever decreasing frequency in sickness, and that therefore the necessity for the present form of druggists' licenses no longer exists. Many of the Boston druggists have expressed to the board their dislike of the liquor side of their business and in some cases have consented to sell only on physicians' prescriptions. In suburban districts, where, from the absence of some form of liquor license, the demand for liquor from drug stores is very noticeable, the board has been repeatedly urged by citizens of repute to grant druggists' licenses even where reports made to the board have shown an undue amount of sales; such is the case especially in suburban districts adjoining no-license towns or cities.

"The continuance of the present system is, in the opinion of the board, a distinct hindrance to a permanent improvement of the liquor traffic, inducing as it does contempt for the law and encouraging hypocrisy and deceit. The board earnestly recommends that with the exception of pure alcohol, now so commonly used in sickness, no liquor shall be sold by druggists except on physicians' prescriptions. For the sale of pure alcohol it again recommends a special license with an annual fee not to exceed $10. If it be deemed unwise to restrict druggists in accordance with the board's recommendations, then the board asks that it be allowed to fix the annual fee for druggists' licenses at some sum not exceeding $100."

ERA COURSE IN PHARMACY.

Graduates for December 1, 1909.

Matriculation Number.		*Examination Grade, p. c.*
5673.	D. Preston Cranmer, Baltimore, Md.	98
5929.	R. M. Winters, Santa Barbara, Cal.	98
6020.	John H. Kintner, Easton, Pa.	96
6333.	C. T. Whiddon, Penelope, Texas	98

The above graduates will receive diplomas within a short time. A large and very handsomely engraved diploma, printed on artificial parchment, with the graduate's name engrossed, especially suited for framing, will be furnished to all those who request it for the sum of $2. Those desiring the latter should forward the necessary fee to THE PHARMACEUTICAL ERA.

The Era Course in Pharmacy.

Begin the new year by enrolling as a student in the ERA COURSE IN PHARMACY and use to good advantage time and money which were formerly wasted. The ERA COURSE is a home study course in Pharmacy which is divided into ten parts with recitations and examinations by mail. Thorough instruction is given in General Chemistry, Theoretical and Practical Pharmacy, Botany and Materia Medica. The cost of the course, including a year's subscription to the ERA, is $10. A prospectus will be sent by the publishers of THE PHARMACEUTICAL ERA to any one who applies.

New classes are organized each month and now is an excellent time for students to enroll, because the ERA COURSE can be most profitably and advantageously studied during the long winter evenings.

Without Protest Druggists Give Up Liquor Permits.

BOONE, Iowa, Jan. 3.—Because they have been remiss in filing with the county auditor the necessary requests and signatures the druggists of this place have been enjoined from further selling liquor and have, without a murmur, given up their permits. No fines were assessed, it being plainly evident to the court that there were no intended violations of the law.

Vermont State Ph.A. at Prospect House, Lake Bomoseen, June, 1909.

? QUESTION BOX ?

THE OBJECT of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc. Requests for information are not answered by mail, and ANONYMOUS COMMUNICATIONS WILL RECEIVE NO ATTENTION; neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of The Era, copies of which, if not out of print, may be obtained for 25 cents each.

Elixir of Guarana and Sumbul.

(G. G. P.)—Try the following:

Fluidextract of guarana	3	fl. ounces.
Fluidextract of sumbul	1 1-3	fl. ounces.
Aromatic elixir	3	fl. ounces.
Purified talcum	4	drams.
Compound elixir of taraxacum, enough to make	16	fl. ounces.

Rub the fluidextract of sumbul with the talcum, then add the fluidextract of guarana, aromatic elixir and compound elixir of taraxacum, gradually and in the order named, and under constant trituration. Allow the mixture to stand for 48 hours, and filter. Then add sufficient compound elixir of taraxacum to make the whole measure 16 fl. ounces. Each fl. dram represents about 12 grains of guarana and 5 grains of sumbul.

Elixir Lactated Pepsin with Bismuth.

(G. G. P.)—The Canadian Formulary gives the following formula under the above title:

Pepsin (1 in 3000)	175	grains.
Pancreatin	17½	grains.
Diastase	17½	grains.
Glycerin of bismuth	5	fl. ounces.
Lactic acid	30	minims.
Hydrochloric acid	1	fl. dram.
Glycerin	2	fl. ounces.
Distilled water	5	fl. ounces.
Tincture of cudbear	2	fl. ounces.
Purified talcum	1	fl. ounce.
Aromatic elixir, sufficient to make	40	fl. ounces.

Mix the acids with the glycerin and water, add the pepsin, pancreatin and diastase to the mixture and macerate with frequent agitation until solution is apparently effected. Then add the glycerin of bismuth and tincture of cudbear, and sufficient aromatic elixir to make 40 fl. ounces. Thoroughly incorporate the purified talcum and filter.

Glycerin of bismuth is made as follows:

Bismuth and ammonium citrate	11 oz., 308 gr.
Glycerin	10 fl. ounces.
Strong solution of ammonia	q. s.
Distilled water, sufficient to make	40 fl. ounces.

Triturate the bismuth and ammonium citrate with 8 fl. ounces of distilled water and 3 fl. ounces glycerin, and gradually add to it just enough strong solution of ammonia to dissolve the salt and to produce a neutral solution. Then add the remainder of the glycerin and sufficient distilled water to make 40 fl. ounces.

Encaustic Painting.

(T. F. B.)—According to Ure's Dictionary of Arts and Manufactures, "encaustic painting" is a mode of painting with heated or burnt wax which was practiced by the ancients. The wax, when melted, was mixed with as much color, finely powdered, as it could take up and then the mass was spread on the wall with a hot spatula. When it became cold the designer cut the lines with a cold pointed tool, and other colors were applied and melted into the mass. Many modifications of the process have been employed. Among the moderns, the term has been improperly given to some cements, which have nothing of the encaustic property about them.

As an adjective, the term is used to designate an object which has been colored or painted and having the lines fixed or determined by the agency of heat, as "encaustic tile." Any dictionary should give you a correct definition of the term.

To Tan Small Skins for Rugs.

(H. G. Co.)—We have had no practical experience in tanning and the best we can do to help you out is to give the following method, taken from our files: If the pelt is fresh, scrape off every particle of fleshy and fatty matter on the inside at once. If it is dry, soak it in cold water for a few hours, or until the substance is soft enough to remove, and then proceed in the same manner until all fatty and other matters are removed from the skin. Next, make a paste as follows: Borax, potassium nitrate, and sodium sulphate, equal parts; water sufficient to make a thin paste, and apply it plentifully and evenly to the inside of the pelt. This is best done with a brush, using about 4 ounces to an ordinary sheepskin. Double the pelt on itself, skin side inwards, and put away in a cool place for from 24 to 48 hours, according to the thickness of the pelt. A foxskin will need about one day, while a heavy sheepskin will require two days. Wash off the material with cold water, scrubbing with a brush, and then apply a mixture of 1 part of borax, 2 parts of sodium carbonate, and 4 parts of common soap melted together over a

slow fire. An old tan brush will answer for the application of this mixture. Fold again, and put away as before, for the same length of time. Next, make a solution of 4 parts of alum, 8 parts of sodium chloride, and 2 parts of sodium bicarbonate, in 32 parts of tepid water, and into this put the skin, and leave for from 12 to 24 hours, according to the thickness of the pelt, as before. Finally, rinse off with tepid water, press off surplus water, getting rid of as much as possible, and tack the skin in a shady but warm place to dry. It will then be found perfectly warm and pliable, except, possibly, in the thicker parts around the neck. To make the skin white and pliable throughout, finish off with sand paper and pumice stone. The same result is sometimes claimed by a much shorter process—simply covering the inside with a mixture of common salt, alum, borax and saltpetre in equal parts, folding and putting away in a cool place for a couple of weeks, but the product is not pliable, and very inferior in every way.

Massage Cream With Stearic Acid and Casein.

(J. F. S.)—The following formula has been published under the title of "rolling cream":

Stearic acid	4 ounces.
Glycerin	4 ounces.
Water	16 ounces.
Potassium carbonate	1 dram.
Boric acid	4 drams.
Casein, soluble	1 ounce.
Powdered tragacanth	15 grains.
China clay	3 ounces.
Carmine solution	q. s.
Perfume	q. s.

A similar formula, which contains no casein, is the following:

Stearic acid	30 drams.
Glycerin	15 ounces.
Potassium carbonate	5 drams.
Sodium bicarbonate	1 dram.
Water	30 ounces.

Heat all the ingredients together on a water bath for three hours, then remove from the fire and stir until cool. When nearly cool add any desired perfume in sufficient quantity to give the desired odor.

A number of other formulas were published in the ERA during the past year.

Cement for Porcelain Letters on Glass.

(H. G. Co.)—Here is a formula that has been recommended for fastening porcelain letters on glass:

Crude turpentine, melted and strained	3 parts.
Linseed oil	3 parts.
Copal varnish	15 parts.
Oil of turpentine	2 parts.
Fish glue, dissolved in smallest quantity of water	10 parts.
Precipitated chalk	10 parts.

Carefully melt the turpentine (Canada balsam will answer) and varnishes together, in a large vessel, and over a slow fire (to avoid danger from boiling up), stir, remove from the fire, and add the fish glue and oil of turpentine, stirring until homogeneous, and then stir in the chalk. Clean the surface of the glass, and of the letters if necessary, by the use of ammonia and whiting, and then apply the cement while hot, keeping it so on the water-bath, and holding the letters to place until they have become firmly enough attached to remain in contact of themselves. Do not leave too thick a layer of cement—the thinner the layer, up to a certain degree, the better will be the union.

More About Bebees or California Bees.

C. E. Dawson, M.D. Covington, La., sends the ERA the following communication:

"In answer to the inquiry, 'What are Bebees or California Bees and where may they be obtained,' which appeared in the ERA of December 16, 1909, page 623, I will say that quite a number of farmers in this section have them.

"The beer made by pouring sweetened water in a vessel containing this yeast and allowed to stand until fermentation takes place is known as California beer. The people who use it here do not seem to know that it possesses medicinal properties, but take it in hot weather merely as a cooling beverage.

"I am unacquainted with the origin of bebees, but in the summer of 1881 I took dinner with a farmer living 12 miles from this place, and California beer was served. I liked the beer so well that I took a supply of the yeast home with me and kept the beer for a while, but neglected to feed my 'bees' and hence lost 'seed.' I have never tasted California beer since 1881. I will secure some of the bébées in a few days and in a short time will soon be able to supply individuals with sufficient to give them a start, as the bees multiply rapidly.

"Y. F. Horville, an old farmer living near this place, told me a few days ago that when his mother lost 'seed' she got a fresh start from the kernel of May hawseed (the May haw is a Southern fruit, that ripens about the last of April or the first of May, and is very acid). He says that by taking the kernel from the fresh hawseed, letting it dry and then grinding it to a powder, placing it in a vessel and adding sweetened water, the bébées are soon formed. This was done, Mr. Horville says, when he was a boy and he may have forgotten, as it has been many years since he reached that age. However, I give his explanation for what it is worth."

A. Starkweather, druggist, of Palmer, Ill., referring to the same inquiry, writes under date of December 21, 1909:

"I have before me a clipping from the ERA of August 1, 1907, which gives a description of 'California Beer Seed,' which, I think, if you will republish it, will give something along the line of the information wanted."

The description referred to is as follows:

California "bees" or "beer seed" is the name given to a preparation of beer yeast or to the mother of vinegar (mycoderma aceti), and depending upon the source and mode of manufacture, is said to resemble pearl sago or shreds of gelatin. Another name for it is "California ferment," and it is used with sugar and water for making domestic beer. A correspondent some years ago contributed the following method for preparing it:

To 1 ounce of finely bolted corn meal 4 ounces of sweetened water is added, the containing vessel is placed in a warm place for 48 hours, when the water is drained off, and a pint of fresh sweetened water is added to the sediment remaining in the vessel. Within a few hours' time fermentation begins, small explosions taking place at the bottom of the jar, and as the bubble of air rises rapidly to the surface it carries with it particles of the fine meal which slowly sink to the bottom to be again shot upward by the liberation of gas bubbles. The water may now be drained off, and a half-gallon of sweetened water added to the seed (for the yeast begins now to assume a granular form) will be converted into a delicious beer in 24 hours. The seeds grow rapidly and may be subdivided and neighbors supplied. If wheaten flour is used instead of that from Indian corn, a few more days of renewing the sweetened water is required, but the result is the same, except that the granulus (the seed) are larger.

In an examination of this peculiar ferment made a number of years ago, Dr. C. V. Riley said (ERA, November 1, 1892, page 271): "The action is due to a bacterium and a fungus, the species of which in our American substance have not, as Professor Galloway informs me, been settled definitely. It is similar, if not identical, to the so-called 'ginger beer plant' of Europe, and in this case Marshall Ward, in the Proceedings of the Royal Society (Vol. L. No. 304, London, 1891), determines the organisms involved as Bacterium vermiforme and Sacchararomyces pyroformis. Charles L. Mix, in the Proceedings of the American Academy of Arts and Sciences (Vol. XXVI), speaks of this subject under the following title: 'On a Kephir-like Yeast found in the United States.' He summarizes the European literature concerning the milk ferment of the Caucasus, and concludes that the American ferment is almost, if not quite, identical with the European kephir, in which the bacterium is Dispora caucasica, and the fungus is Saccharomyces cerevisiæ. Beyerinck, in the Centralblatt fur Bacteriologie (Vol. VI, page 44), describes the Saccharomyces as a new species, making it distinct from cervisiæ and giving it the name of 'kefyr.' This name Mix adopts for the American fungus, although this name seems to be provisional. For the present we can do no better than to accept Mix's conclusions."

This is an interesting subject and one which apparently needs further elucidation. We should be glad to hear from any one who has further information to communicate.

Some clerks seem to think that taking a post-graduate course consists of learning to sow wild oats

Members of Massachusetts Ph.A. at Swampscott in June 23-25, 1909.

SELECTED FORMULAS

Petroleum Hair Tonic.

Heavy petroleum	5 ounces.
Solution of ammonia	3 ounces.
Jockey club bouquet	2 ounces.
Tincture of cantharides	8 ounces.
Eau de cologne	3 ounces.
Distilled water to	60 ounces.

Shake well before use.

Cold Cream (French Codex).

Spermaceti	60 grams.
White wax	30 grams.
Almond oil	215 grams.
Rose water	60 grams.
Tincture of benzoin	15 grams.
Otto of rose	10 drops.

Melt the wax and spermaceti in the oil on a water bath, pour into warmed marble mortar and stir until nearly cold; add the otto; then incorporate, a little at a time, the rose-water and tincture of benzoin, previously mixed and strained through linen.

Dentifrice Elixir.

Oil of cinnamon	1 gram.
Oil of star anise	2 grams.
Oil of cloves	2 grams.
Oil of peppermint	8 grams.
Tincture of benzoin	8 grams.
Tincture of guaiacum	8 grams.
Tincture of pyrethrum	8 grams.
Tincture of cochineal	20 grams.
Alcohol, 80 per cent	1000 grams.

Mix and filter after 24 hours.

Worm Powders.

(1)

Powdered scammony resin	2 drams.
Sugar of milk	1 dram.
Calomel	1 dram.
Santonin	1 dram.

Dose, 3 to 6 grains.

(2)

Calomel	12 grains.
Santonin	12 grains.
Powdered jalap	36 grains.

Mix and divide into 12 powders.

Perfuming Book Almanacs.

Any perfume may be used, but the following is good: Coumarin, 10 grains; vanillin, 10 grains; heliotropin, 10 grains; ionone, 10 minims; hyacynthin, 5 minims; essence of musk, 30 minims; otto of rose, 5 minims; absolute alcohol, 1 fl. ounce. Distribute this evenly on sheets of blotting paper; place the sheets in a closed box (a biscuit tin answers well) with the almanacs for 24 hours or so. The perfume is said to be almost inexhaustible. Absorbent cotton may be used to hold the perfume. On placing the perfuming material in the bottom of the box it should be covered with a couple of sheets of dry blotting paper, the almanacs piled loosely on top, the lid of the box securely fixed, and the whole placed in a warm room. A lilac perfume may be made thus: Terpineol, 2 fl. drams; oil of lignaloe, 20 minims; oil of bergamot, 10 minims; heliotropin, 20 grains; alcohol, 2 fl. ounces.

Pansy Cream.

Quince seed	3 drams.
Glycerin	3 ounces.
Boric acid	15 grains.
Carbolic acid	1 dram.
Alcohol	4 ounces.
Glycerite of starch	5 ounces.
Tincture of benzoin	1 dram.
Water, enough to make	40 ounces.

Macerate the quince seed in about a pint of water overnight and strain through muslin without pressure. Dissolve the boric acid and mix the carbolic acid with the glycerin, add the glycerite of starch, and mix with the quince seed mucilage. Add the tincture of benzoin little by little to the remainder of the water, and then mix with the balance of the mixture. Perfume with extract of pansy blossom.

Horse Liniment.

Oil of amber	2 fl. ounces.
Camphor	4 fl. ounces.
Carbolic acid	3 fl. ounces.
Oil of sassafras	4 fl. ounces.
Oil of tar	2 fl. ounces.
Oil of turpentine	2 pints.
Crude petroleum	5 pints.

Mix and dissolve.

Cough Balsam.

Oil of anise	½ fl. ounce.
Oil of thyme	2 fl. drams.
Powdered camphor	½ ounce.
Benzoic acid	½ ounce.
Raw linseed oil	2 fl. ounces.
Alcohol	1 pint.
New Orleans molasses	12 pounds.
Water	4 gallons.

Mix the oils of anise and thyme, and rub up with the camphor until liquefied. Add the benzoic acid to the alcohol, and mix the two solutions, then add the linseed oil. Filter if necessary. Heat the molasses and water together until a homogeneous mixture is obtained, which finally mix with the alcoholic solution.

Paste Grate Polish.

Good Ceylon graphite	25 pounds.
Lampblack	3 pounds.
Common treacle	1 pound.
Soft soap	12 ounces.
Alum	2 ounces.
Water	11 pints.

Dissolve the soap and alum in separate portions of the water. Pass the graphite and lampblack through a fine sieve, and grind with the treacle alum solution and soap solution until a homogeneous paste is formed.

THE QUIZ MASTER

A MONTHLY SERIES OF PRACTICAL AND EDUCATIONAL QUESTIONS FOR DRUG CLERKS AND STUDENTS, WITH THREE CASH PRIZES EACH MONTH FOR THE MOST CORRECT ANSWERS.

THREE PRIZES of $5.00, $3.00 and $2.00 respectively, will be paid each month to the three persons submitting the largest number of correct answers to each monthly series of questions. In the event of a tie for any of the prizes offered, such prize will be equally divided among the successful contestants. This competition is open to all who may desire to compete.

ANSWER BY NUMBERS and write your answers upon letter size paper (8x10 in.), one side only, with your Name and Address at the top of each sheet. Also number your sheets.

ALL ANSWERS for each month's series of questions must be sent at one time, and must be with us not later than the 15th of the following month.

CORRECT ANSWERS to each series of questions and the names of the three contestants who have been awarded the prizes will be published in the Era, after the close of the respective contests.

WE INVITE our readers to send us their questions for publication in this department, particularly questions related to the practical work of drug clerks.

ALL COMMUNICATIONS relating to this department should be kept separate from other correspondence, and addressed to

The Quiz Master
Care The Pharmaceutical Era 90 William St., New York

Correction.

Question No. 41 of the December Series, through a typographical error, was incorrectly stated in the ERA of December 30, 1909, page 691. Contestants will please correct it to read: "What are three vegetable drugs which contain emulsin?"

January Series, 1910.

1—What is an official vegetable drug which is (a) an anthelmintic; (b) a diuretic; (c) an anodyne; (d) a cathartic?

2—What is a tonic?

3—What are the ingredients in compound tincture of gentian?

4—What are the English equivalents for the following Latin contractions: (a) chart.; (b) f.s.a.; (c) garg.; (d) post prand.?

5—What is the official Latin name for (a) carbolic acid; (b) aqua fortis; (c) Donovan's solution; (d) sal benzoin?

6—What is the official average dose of lead acetate, soluble ferric phosphate, solution of magnesium citrate, aromatic spirit of ammonia?

7—Why should soap not be used as a base for suppositories containing metallic salts?

8—What is the botanical source of (a) santonica; (b) stramonium?

9—How many fluidounces at 25° C. in 8 ounces (avoir.) of U.S.P. sulphuric acid? Show work.

10—When pure and fresh what is the color of most volatile oils?

11—What is aloin? What is the appearance of this drug?

12—What are sternutatories? Name four vegetable drugs of this class.

13—What is a salt mouth bottle?

14—What is the advantage in having the name of the patient upon the prescription and the label?

15—In the directions for preparing exsiccated alum the Pharmacopœia says "Place the alum in a tared shallow dish," etc. What is meant by the word "tared"?

16—What is the chemical formula for antimony and potassium tartrate? What is a method for preparing this salt?

17—Why are the doses usually smaller for medicines administered hypodermatically, than the doses of the same medicines introduced into the body by other methods?

18—What is a cerate?

19—What is the per cent by weight of boric acid in a saturated aqueous solution of this acid? Show work.

20—What is your idea of the proper style of label for prescription use? Give reasons.

21—What color changes result from the action of a few drops of concentrated sulphuric acid and a fragment of manganese dioxide upon a sample of strychnine sulphate?

22—What is the solubility in water of (a) red mercuric oxide; (b) calcium chloride; (c) methyl salicylate; (d) sugar?

23—What are two U.S.P. liquids whose odors closely resemble the odor of oil of wintergreen?

24—What is the external therapeutic action of iodine?

25—What is meant by the term "bumping" as applied to boiling liquids?

26—Until the doctor arrives what temporary aid would you give to a person who had fainted?

27—Ether is used in the preparation of what two U.S.P. spirits?

28—What are some other oils than olive oil to which the name sweet oil is sometimes applied?

29—What is briefly the treatment in case of acute poisoning by arsenic?

30—Why is the use of wood alcohol in medicinal preparations prohibited?

31—What simple chemical test will distinguish borax from sodium carbonate?

32—What action does heat have upon lime water?

33—What are plasters as designating a class of official preparations?

34—What are four official drugs which are obtained from the animal kingdom?

35—Where are the Molucca Islands? What are two spices which are chiefly obtained from these islands?

36—How does red mercuric oxide differ in chemical composition from yellow mercuric oxide?

37—What occurs if a piece of metallic zinc is suspended by a string in a strong solution of lead acetate?

38—What is structural botany?

39—What are the chief active medicinal principles in (a) senega; (b) belladonna leaves?

40—How many avoirdupois pounds in eight apothecary pounds? Show work.

41—What is sublimation?

42—What are two official drugs prepared by sublimation?

43—What methods of making tinctures are recognized by the Pharmacopœia?

44—What constituents of a prescription are termed "the basis"?

45—Why is a Wedgwood mortar, the inner surface of which has worn smooth, not suitable for the trituration of drugs?

46—How can the inner surface of a Wedgwood mortar, which has become smooth, again be made rough?

47—What is meant by an amorphous substance?

48—Is it proper to dispense boiled linseed oil on an order calling for linseed oil?

49—Why is methylene blue inconvenient to dispense?

50—Why should thermometers stand for about two years before they are used?

Competitors, Please Notice.

The above fifty questions is the complete series for January, and all who desire to compete for the prizes should see that their answers are received by the Quiz Master not later than February 15. Do not send your answers in parts, but mail them all at one time, and be sure to follow the instructions given at the head of this department. Answers in the handwriting of the competitors are desired, although such answers transcribed on a typewriter will be accepted. Careful penmanship is to be commended and this as well as neatness, order and spelling will be considered in grading the papers and awarding the prizes.

The judges of the November contest of the Quiz Master's

Department have awarded the prizes as follows:

First prize, $5, to Emil G. Souba, Hopkins, Minn.

Second prize, $3, to Elsie Day, Lincoln, Neb.

Third prize, $2, to Weldon E. Tibbetts, Milltown, Me.

Contestants wishing to know the grades which they have made in the November contest may obtain this information on request by sending two cents for postage to the Quiz Master.

THE QUIZ MASTER.

First Prize Winner in Three Contests.

The State of Minnesota has always been noted for the industry and intelligence of its people and it is therefore not surprising that a Minnesota young man, Emil G. Souba, has made the remarkable record of having been awarded first prize by the Quiz Master in three successive contests. Mr. Souba is a representative of the type of young men who are working their way through college, for he tells us that he is paying his college expenses with money saved while he was drawing a salary, and adds that he has used the prize money awarded him by the Quiz Master to purchase books which he needs in his study of pharmacy.

EMIL G. SOUBA.

Mr. Souba graduated from the high school of Hopkins, Minn., in 1906, when but 17 years of age. During the next year he took a commercial course in a Minneapolis business college, receiving his diploma in June, 1907. He then obtained employment in the collection department of the Minneapolis Threshing Machine Company, with which concern he remained until September of the following year, when he resigned his position to enter the College of Pharmacy of the University of Minnesota, where he is now a member of the senior class.

The papers which he has submitted to the Quiz Master represent most careful preparation and indicate that he has been a diligent student during the few years he has been studying pharmacy. No doubt his thorough preliminary education has been an important factor in his rapid advancement since entering college and argues well for the advantages of such an education. Mr. Souba is a young man who will unquestionably be a credit to the profession of pharmacy and will no doubt be heard from again later on.

Questions and Answers, November Series.

1—What is nutmeg? What are the official preparations containing nutmeg?

Nutmeg is the kernel of the ripe seed of Myristica fragrans. Vinegar of opium, aromatic powder, compound tincture of lavender, aromatic tincture of rhubarb, and troches of sodium bicarbonate.

2—What incompatibility exists between most acids and ichthyol?

The product ordinarily known as ichthyol is ammonium ichthyol-sulphonate; when this product is combined with acids the latter unite with the ammonia forming a dark resinous mass consisting of ichthyo-sulphonic acid which is precipitated.

3—What occurs when magnesium carbonate is strongly heated?

When strongly heated, magnesium carbonate is decomposed. Magnesium oxide is formed and carbon dioxide and water are expelled. The decomposition is expressed by the following equation: $(MgCO_3)_4.Mg(OH)_2.5H_2O = 5MgO + 4CO_2 + 6H_2O$.

4—What two official tonic tinctures are not incompatible with preparations of iron?

Tincture or calumba and tincture of quassia.

5—In compounding prescriptions what two classes of substances should be weighed upon counterpoised watch-glasses instead of directly upon the metallic scale pans?

Hygroscopic and corrosive substances.

6—What is the difference between wool-fat and hydrous wool-fat?

Hydrous wool-fat is wool-fat mixed with not more than 30 per cent of water.

7—What is the official Latin name for (a) balsam of fir; (b) yellow jasmine; (c) henbane; (d) mandrake?

(a) Terebinthina canadensis; (b) gelsemium; (c) hyoscyamus; (d) podophyllum.

8—How many cubic centimeters of a liquid can be dispensed in a bottle having a capacity of two fluidounces? Show work.

59.159 + cubic centimeters. 1 Cc. = 16.23 minims. 2 fluidounces = 960 minims. Then $960 \div 16.23 = 59.149 +$ or 59.149 + cubic centimeters.

9—In describing the fineness of a powder, why is it necessary to state the gauge number of the wire of the sieve through which the powder was sifted?

The thickness of the wire affects the size of the meshes; the size of the latter varying indirectly as the diameter of the wire is increased or diminished. It is therefore necessary to state the gauge number of the wire in order to have the meshes uniform.

10—Why is lime water an antidote for oxalic acid and the soluble oxalates?

It forms an insoluble salt of calcium oxalate, which may be removed with the stomach tube.

11—What do the following abbreviations, as used in the Pharmacopœia, indicate: (a) T.S.; (b) V.S.; (c) 2N?

(a) Test solution; (b) volumetric solution; (c) double normal volumetric solution.

12—Why are ultramarine and Prussian blue sometimes found in cane sugar?

They are sometimes added to sugar by refiners to "blue" the sugar for the purpose of concealing the yellowish tint occasioned by insufficient refining.

13—What substances are used in making syrup of calcium lactophosphate?

Precipitated calcium carbonate, lactic acid, phosphoric acid, orange flower water, sugar and water.

14—What temperature does the Pharmacopœia mean by the term "gentle heat"?

Any temperature between 32° and 38° C. (about 90° to 100° F.).

15—What reaction occurs in making compound solution of chlorine, according to the official formula?

Several reactions are possible and the proportion of free chlorine to oxidized chlorine, which may be formed, is variable. The following two equations are the most commonly used to represent the reactions: $KClO_3 + 6HCl = KCl + 3H_2O + 3Cl_2$.

$2KClO_3 + 4HCl = 2KCl + 2ClO_2 + Cl_2 + 2H_2O$.

16—What are stimulants?

Stimulants are medicines which increase functional activity.

17—What are five official substances which may cause an explosion when triturated dry with potassium chlorate?

Sulphur, iodine, calcium hypophosphite, charcoal and sugar.

18—What is "Distilled Extract of Witchhazel"? To what is its therapeutic action due?"

It is the official hamamelis water. To the alcohol contained in it.

19—What impurities may be found in condensed steam from boiler pipes, which is sometimes substituted for distilled water?

Iron and oil.

20—What objection is sometimes made to the use of orris root in tooth powder?

Some authorities claim that particles of the orris root become lodged between the teeth, and the subsequent decomposition of this root may cause the teeth to decay.

21—When prescriptions are written in Latin the names of the ingredients are generally written in the genitive case; under what conditions would it be possible for them to be in the accusative case?

In case the name of the ingredient is the direct object of the verb "take" instead of the preposition "of." Thus a prescription written in Latin for 10 pills of asafœtida would be as follows:

℞ Pilulas asafœtidae No. X.

The English translation is—You take ten pills of asafœtida.

22—Why should special care be taken to have bottles in which hypodermic solutions are dispensed free from all dust or insoluble particles?

Particles of dust or other insoluble matter introduced into the body through the agency of a hypodermic solution would

be a source of irritation and might produce serious or fatal results.

23—What are three important official substances used as ointment bases?

Benzoated lard, petrolatum, and hydrous wool-fat.

24—What means would you employ to disguise the taste of castor oil a dose of which is to be taken immediately by a customer in the store?

Several methods are used for disguising the taste of castor oil. In stores having a soda fountain the oil may be taken floating on the froth of sarsaparilla syrup mixed with carbonated water. Or the oil may be mixed with an equal amount of glycerin and strongly aromatized with a volatile oil.

25—What is the approximate percentage of alcohol by volume in (a) chloroform liniment; (b) aromatic syrup of rhubarb; (c) spirit of camphor; (d) compound tincture of cardamom?

(a) Chloroform liniment, 48 per cent; (b) aromatic syrup of rhubarb, 7.4 per cent; (c) spirit of camphor, 86 per cent; (d) compound tincture of cardamom, 48 per cent.

26—What is the strength of hydrogen dioxide water when freshly prepared? What substance is freshly added to this water to retard decomposition?

About 3 per cent by weight of absolute hydrogen dioxide. Acetanilid.

27—How can stains of ferric chloride frequently be removed from the inside of a bottle?

By rinsing the bottle first with nitric acid, and then with water.

28—What is the average dose for codeine sulphate; salol; compound licorice powder; tincture of belladonna leaves?

Codeine sulphate, ½ grain; salol, 7½ grains; compound licorice powder, 60 grains; tincture of belladonna leaves, 8 minims.

29—What action does tincture of ferric chloride have upon the teeth?

Tincture of iron will corrode and blacken the teeth.

30—What is the difference between spirit of ammonia and ammonia water?

Spirit of ammonia is an alcoholic solution while ammonia water is an aqueous solution of ammonia gas (NH_3). Each solution contains 10 per cent. by weight, of the gas.

31—Licorice is an ingredient in what two official tinctures?

Tincture of aloes and tincture of aloes and myrrh.

32—A druggist wishes to prepare 150 Cc. of one in one thousand solution of mercuric chloride solution by diluting a sufficient quantity of a one in ten solution; how much of the one in ten solution will he use, and how much water? Show work.

Use 1.5 Cc. of the one in ten solution, and 148.5 Cc. of water. If the finished solution will contain 1 part of mercuric chloride in 1000 parts, then $1 \div 1000 = .001$ or .001 grams in 1 Cc. of the finished solution, and $150 \times .001 = .15$ grams in 150 Cc. Since every 10 Cc. of the concentrated solution contains 1 gram of mercuric chloride, it would take as many times 10 Cc. to represent .15 grams of this salt as .15 grams $\div$ 1 = .15. Then $10 \times .15 = 1.5$ or 1.5 Cc. of the concentrated solution. 150 Cc. — 1.5 Cc. = 148.5 Cc. of water to be added.

This problem may also be solved by proportion as follows: 150 : X : : 100 : 1 = .15 grams of mercuric chloride in 150 Cc. of finished solution. Then .15 : X : : 1 : 10 = 1.5 Cc. of concentrated solution necessary. 150 Cc. — 1.5 Cc. = 148.5 Cc. of water to be added.

33—Soap makes a very effective temporary antidote for what class of preparations? How do you explain its antidotal properties?

For mineral acids. Mineral acids decompose the soap and the alkalies contained therein combine with and neutralize the acids. Some soaps contain free alkalies which also combine with acids.

34—Why should digitalis leaves not be kept in stock very long?

Digitalis leaves rapidly deteriorate.

35—What are at least four of the more common impurities sometimes found in sulphuric acid.

Lead, arsenic, nitric and hydrochloric acids.

36—What is the difference between cacao butter and cocoanut oil?

Cacao butter is a fixed oil expressed from the roasted seeds of Theobroma Cacao. Cocoanut oil is a fixed oil obtained from the cocoanut, the fruit of a species of palm, Cocos nucifera.

37—What is the objection to applying flaxseed in the form of a poultice directly to an inflamed surface?

Since flaxseed applied directly is not sterilized it tends to act as a culture medium for bacteria and causes the infection to spread. A piece of sterilized gauze should intervene between the flaxseed and the inflamed surface.

38—Why should plaster of Paris be kept in a dry place?

Plaster of Paris absorbs moisture which causes it to become granular and also to lose the property of hardening with water.

39—What is the objection to using alcohol as a solvent for potassium permanganate?

The alcohol is decomposed by the potassium permanganate, manganese dioxide and monoxide being precipitated and the alcohol oxidized to aldehyde and acetic acid.

40—What occurs when a solution of potassium hydroxide is added to a solution of zinc sulphate?

Potassium hydroxide precipitates zinc as zinc hydroxide, a white precipitate, which is soluble in excess of the alkali forming potassium zincate ($Zn(OK)_2$).

41—What is the fruit of a plant?

The fruit consists of the matured ovary and contents, and may include other organs external to the pistil, but connected with it.

42—What are four tinctures, the strengths of which were reduced in the present Pharmacopœia?

Tinctures of belladonna leaves, kino, lobelia and veratrum.

43—What is formaldehyde? What is the strength of the official solution?

Formaldehyde is a colorless gas obtained by the oxidation of methyl alcohol. Not less than 37 per cent by weight of absolute formaldehyde.

44—When and by whom was chloroform discovered?

Chloroform was discovered by Dr. Guthrie in the United States in 1831, and about the same time by Soubeiran in France and Liebig in Germany.

45—What official water, the base of which is not a volatile oil, is made by trituration with talc?

Camphor water.

46—What is the official Latin names for (a) sulphonal; (b) phenacetin?

(a) Sulphonmethanum; (b) acetphenetidinum.

47—What is the difference in meaning between the term "true weight" and "apparent weight"?

True weight is weight determined in a vacuum, while apparent weight is weight determined in air. The buoyancy of the air interferes to some extent with the correct calculation of the weight of substances weighed in air, and weight so determined does not have a constant value owing to variations in the density or changing conditions of the atmosphere. In ordinary dispensing atmospheric conditions are not considered.

48—What is the objection to dispensing prescriptions in partly filled bottles?

It sometimes gives the impression to the customer that he is getting short measure.

49—What occurs when chrysarobin is shaken with lime water?

A violet to blue coloration is produced.

50—Spirit of camphor contains approximately 86 per cent by volume of absolute alcohol; how would you calculate from this data the approximate amount of U.S.P. alcohol necessary to make one gallon of spirit of camphor? Show work.

7.24 + Pts. U.S.P. alcohol. 128 (fl. ounces in 1 Gal.) $\times$ .86 = 110.08 fl. oz. absolute alcohol in one gallon of 86 per cent alcohol. 100 fl. oz. $\times$ .949 = 94.9 fl. oz. absolute alcohol in 100 fl. oz. of U.S.P. alcohol. 94.9 $\div$ 100 = .949 or .949 fl. oz. of absolute alcohol in 1 fl. oz. of U.S.P. alcohol. 110.08 $\div$ .949 = 115.9 or the number of fl. oz. of U.S.P. alcohol which would contain 110.08 fl. oz. of absolute alcohol. 115.9 $\div$ 16 (fl. oz. in 1 pt.) = 7.24 + or 7.24 + Pt. of U.S.P. alcohol.

This problem can also be solved by proportion as follows: 86 : X : : 94.9 : 1, in which X = .906 gal., the amount of official alcohol necessary. .906 gal. = 7.248 or 7.248 pints (8 the number of pints in 1 gal. $\times$ .906).

Young America's Troubles.

Kind Old Gentleman—"Why, why little man, what is the matter? All those tears?"

Little Boy—"Boo-hoo, just look at me, me muver has bobbled me hair, an' how do I know but nex' thing she'll want to shave me!"

Christmas Window Which Attracted Much Attention in Gridley Ill.

Photograph of a Holiday Window Display Designed by J. Earl Taylor, Ph.G., of the Pharmacy of Dr. J. A. Taylor & Son, Gridley, Ill., Which Proved to be a Magnet in Drawing New Patrons to the Establishment.

ADVERTISING HINTS

SIGN TRANSFERENCE AND WINDOW PAINTING.

Squeegeeing Signs.

Quite frequently the druggist may have highly ornamental show cards advertising toilet and other specialties, which would prove very attractive if placed against the window glass, provided they were on thin paper. In the following will be found description of a simple method for reducing the thickness of show cards and signs, a method not unlike that of squeegeeing photographs. This method should only be used with signs printed or lithographed in permanent colors.

Take the sign or show card and soak it in clean water until thoroughly saturated. While the sign is still wet and limp place it face downwards upon a smooth sheet of glass. Take extreme care to see that the glass is absolutely clean and free from any particle of adhesive matter. Squeegee or rub down the sign upon the glass by going over the back of it with a photograph print or other small roller, or by rubbing with the handle of an all-metal spatula or some other rounded and smooth metal tool. Rub from the center towards the edges and corners so as to force out every particle of air from between the paper and glass.

If the sign is of cardboard or very thick paper, take a sharp, round-pointed blade and split the paper at one corner. At first force the blade only below a small layer of the entire thickness of the paper. Turn up this split corner and peel the paper forward, removing, before it tears, as large a flake as possible from the upper surface of the paper. Repeat the operation, beginning at each of the four corners, peeling off the entire surface of the back of the sign until nearly all but the face coating layer has been removed. Then with a rubber eraser or the ball of the thumb or finger rub down all the inequalities until a smooth and even semi-transparent sheet has been secured. Have at hand a bowl of water and a sponge so that the sign may be kept thoroughly wet at all times. When reduced to the desired thickness, strip from the glass.

Fastening to Window.

Cover the face smoothly with a thin solution of gum tragacanth or cold starch paste. Place the paper against the window and squeegee on to the glass. Immediately after the squeegeeing, paint around the edges of the paper with a thin line of cement, thick paint or glue. This prevents the entrance of air between the paper and the glass and assures permanent, smooth adhesiveness.

Painting Frames.

Transparencies that have been squeegeed to the window may be surrounded with scrolls or frames made with colored water paint, with whiting, water and dry colors, regular mixed paint or with pieces of colored soap. If care is used in selec-

tion of the sides it will make [illegible]
sign itself is [illegible]

Painting Outlines.

It is not a difficult matter to paint a figure or letter directly upon the glass provided one can trace the outlines of the figure or letter thereon. The following is a reliable method of outlining. Procure a tracing wheel such as is used by dressmakers. With this go over all the lines of the picture or sign which you wish to duplicate upon the window. After such treatment every line will be indicated by the small perforations. Place the perforated picture or sign against the glass, face in. Fasten smoothly in position with a few gummed price tickets. Take a can of talcum powder and thoroughly dust the talcum through all the perforations of the figure or sign. Be careful to hold each part of the paper firmly against the glass as it is dusted. Where there is any doubt of the powder having penetrated, rub over the dusted perforations gently with the finger. Remove the paper very carefully and upon the window glass will be found distinct outlines for guidance in painting.

Reduction and Enlargement.

The druggist may often have a picture or fancy sign which he wishes to duplicate upon a glass or other surface in dimensions either less or greater than his pattern. If one desires a 24-inch reproduction from a 12-inch model, proceed as follows: Over the face of the model draw thin lines one-quarter of an inch apart, thus covering it with quarter-inch squares. Take a sheet of paper twice the size of the model and rule it into half-inch squares. It will be easily seen that if each part of a line of the model which lies within a certain quarter-inch square is exactly doubled in proportions within the corresponding half-inch square that the copying of all the lines within their corresponding squares will give a reproduction of the original sign and which is twice its size. On the other hand, to reduce from a model, merely demands a reversal of the measurements of the ruled squares. The novice will be surprised to find how little natural artistic ability is necessary to make a fine copy of a picture or sign by this method. After the copy is made, its outlines may be traced upon the glass with the aid of tracing wheel and powdered talcum, as described.

A Novel All-Night Advertisement.

The foregoing reminds us of a novel piece of advertising done by a Kentucky druggist. He procured a large sheet of plate glass, about three by four feet, and upon it he painted or lettered various advertisements. This piece of glass was kept out of sight during the hours when the store was open, but just before closing it would be placed within the window and braced up so as to press directly against the window glass. An electric light was left burning directly behind the glass and the light, shining through the darkness of the almost deserted business street, made a most noticeable, glaring spot.

The signs were almost invariably painted in red. One of the most striking figures used was a red "devil" as high as the glass. The lettering read, "Try our Lucifer Laxative."

While these signs were actually seen by only those who were out late at night, or rather, by those who were abroad early in the morning, the signs were much talked of. People would go out of their way to see the druggist's latest "night-hawk," and many funny stories were told of the manner in which these startling signs affected those who were under the mellowing influence of the grape. Sometimes a flash-light was used in connection with the signs to increase their effectiveness.

Strip Glass Signs.

Writing of the movable glass in the window brings to mind the clever uses to which a Washington druggist puts a strip of glass which is about ten inches wide and three feet long. To one side of this strip he fastens "cut-out" letters to make such announcement as he may desire and then backs the letters with paper of different colors. The letters are white in color, the central section of the glass, about 18 inches, being backed with crimson paper, the ends being backed with black paper. The next day, without changing the lettering, he may reverse the backing colors; making the center of black and the ends of red or he may change the colors, making the center of purple and the ends of orange. Generally this strip sign is lettered and backed so as to make the colors harmonize with the color scheme of the window trim or of the goods exhibited. Sometimes it is suspended close to the window [illegible] from the window ceiling or placed upon an easel. The ingenuity of the druggist and his chief clerk seems to put that strip of glass to an endless variety of uses.

CHEMISTRY BUILDING OPENED AT ANN ARBOR.

University of Michigan Adds Former Students to the Faculty and Prescott Club Holds Meeting.

ANN ARBOR, Jan. 3.—On account of the chaotic condition of both the old and new chemistry buildings, the first meeting of the Prescott Club was not held until the Friday previous to the holiday vacation, at which time the doors of the new building were thrown open. The feature of the evening's programme was an address delivered by Prof. Wilbur L. Scoville, of Parke, Davis & Co.'s research laboratory at Detroit, and formerly professor at the Massachusetts College of Pharmacy. Professor Scoville talked on the little things in pharmacy not noticed by the average pharmacist, but which are nevertheless a great convenience to the customer. He illustrated his remarks with a number of small bottles and boxes and gave numerous instances where such things had proved a great aid in business.

The Prescott Club was organized in 1908 and proved a great success during its initial year. It has for its purpose the general improvement of the school and to further this idea the programme of the meetings usually includes an address by an out-of-town speaker and short talks on current topics of pharmaceutical interest by several of the members. To make the occasion one of sociability, a spread always follows in the latter part of the evening. The club's membership is open to all pharmacy students in the university.

Fern L. Shannon, B.S., '09, was recently elected instructor in theoretical pharmacy, and Kenneth W. Tracy, Ph.C., '08, appointed assistant in pharmacognosy to Dr. J. O. Schlotterbeck.

The December dance given by the students of the School of Pharmacy proved a great success. The hall was handsomely decorated in yellow and blue.

New Standard Certificate of Death.

Beginning with January 1, 1910, the New York State Department of Health requires the use of the recently Revised United States Standard Certificate of Death. This form has been approved by the United States Census Bureau, and by the American Public Health Association, and came into general use in a large number of States on January 1. The adoption of a uniform certificate is expected to greatly facilitate the study and comparison of mortality statistics. No additional questions are asked, except that fuller details of occupation are requested. Upon the back of the certificate are paragraphs giving detailed instructions as to the sort of information required in the statement of occupation and in the statement of cause of death.

Taking a Mean Advantage of Johnny.

Johnny—"Mamma, I just hate that cod liver oil, and I'm not going to take any more."

Mother—"Why, my dear, the bottle is only half gone, you must not stop now."

Johnny—"If I am a good boy and take it without any fuss, will you promise, I needn't take any more when the bottle is empty?"

Mother—"All right, my son."

Johnny takes oil industriously three times a day for three months without discovering that his bottle is being constantly replenished from another one hidden away on the top closet shelf.

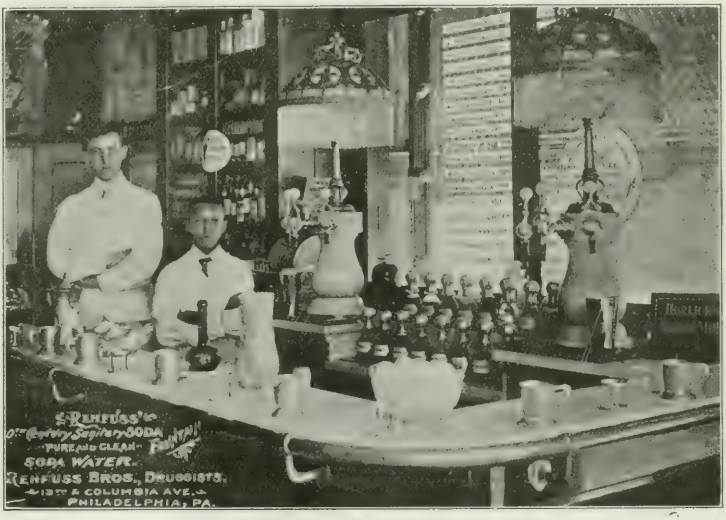
Keep Busy, But Do Not Hustle Too Hard.

Samuel N. Wickersham, the Pittsburg druggist who is 92 years old and in the best of condition for a man of his years, ascribes his good health and present activity to his having kept busy, according to an exchange, which comments as follows: "But constant activity doesn't have that good effect in all cases, as the records of our sanitariums show that those institutions are full of people who are there because they kept too busy. It isn't well for even the hustling American to overdo himself, and in fact any one who has passed the three score and ten milestone had better lie back and take it easy."

The SODA FOUNTAIN and CANDY COUNTER

Blizzard in Philadelphia Gives Rushing Trade to Hot Soda Dispensers.

During the blizzard which raged in Philadelphia on Christmas and the following day and which resulted in almost the complete tie-up of the city's transportation facilities, drug stores equipped with hot soda apparatus did a rushing business and incidently were life-saving stations for thousands of storm-bound pedestrians. Scores of drug stores kept open all night for the benefit of the unfortunates who waited for hours for cars or for some other means of transportation to their homes and while waiting found food and drink at the soda fountain.



One of the druggists who found the facilities of his fountain taxed to their utmost in order to supply the wants of belated citizens was Charles Rehfuss, whose store is located at the corner of 13th street and Columbia avenue. The snow storm which started in the morning and continued without interruption until noon the following day, covered the streets to the depth of 22 inches, soon halted the street car as well as the train service. Thousands were obliged to walk to their homes or waited for hours on street corners in the hope that a car would eventually come along.

To these weary, cold and hungry pedestrians, the sight of the brilliantly lighted drug store with its handsome fountain, promised warmth and refreshment and, in Mr. Rehfuss' case, the principal end of the business done during the evening was that about the soda counters. Hot chocolate, bouillon and broth were the favorites, although not a few ordered cold drinks. Short work was made of the crackers which were set out with each order and not a few munched candy while they waited for the storm to abate or for some means of reaching their homes. And it was not all a cold, business proposition either, for about midnight an aged woman was carried into the store by two stalwart policemen. She had been found almost unconscious in the snow a short distance away. Hot drinks soon revived her, however, and when she was able to give her name and address, it was found that she lived but a short distance away.

There were several instances of this kind and many a druggist played the Good Samaritan on Christmas night. Among those who sought shelter at the drug store of Smyser & Scott, at Germantown and Chelten avenues, was a woman with a three-months old baby. Both were quite exhausted by the long and fruitless wait for a car. Hot malted milk for mother and baby soon put the little one to sleep and when friends arrived with a sleigh in response to a telephone message, both were able to continue their journey.

Never before, in all probability, did hot soda figure so prominently in an emergency as it did during this storm in Philadelphia where, according to all reports, the effects were most severe.

FORMULAS!

In this department will be found each month a number of soda fountain formulas in addition to the complete and varied assortment published every month in The Soda Fountain, which journal contains much other information of value to druggists who own and operate fountains, serve lunches or sell confectionery.—Editor Era.

Through the courtesy of the Hawaiian Pineapple Growers' Association of New York, the ERA is given permission to print the following formulas which were submitted in the recent prize competition offered by the association through the advertising columns of *The Soda Fountain*. Three prizes were awarded, viz., $25, $15 and $10, these amounts going to the respective authors of the first three formulas printed below:

Hawaiian Pineapple Kiss.

Take three 12-ounce glassfuls of fresh purple grapes and one 12-ounce glassful of granulated sugar. Boil the sugar and grapes together until they make a heavy syrup and then strain through a colander to remove the seeds and skins, the syrup being used as a "grape dressing."

Then take a cone of Hawaiian pineapple ice cream (if necessary, supply your ice cream manufacturer with Hawaiian pineapple to make the cream), put it into a large silver or glass sundae dish, pour around the bottom of the ice cream cone ¾ of an ounce of the above fresh grape dressing, sprinkle 2 teaspoonfuls of ground or chopped walnuts over the top of the ice cream, and over the walnuts put a ladleful of crushed Hawaiian pineapple; then top off with a tablespoonful of whipped cream, a little shredded cocoanut and a whole cherry, and serve, placing a saucer under the sundae dish and a small

spoon alongside of the saucer. Also serve the customer with a glassful of ice water.

Hawaiian Pineapple Delight.

Take a 4 ounce sherbet glass, and in the bottom of each place a red cherry; then add a small dipperful (some) of orange ice with a liberal amount of grated pineapple, then a sprinkle of nuts and two more cherries, placing the latter so that they will rest against the side of the glass; then add a dipperful of half vanilla and pistachio ice cream, and place a red cherry on top; put two pineapple sugar crisps on each side of the cherry.

Belle Hawaiia (a Pineapple Sundae).

Into a tall 8-ounce goblet put one No. 16 dipperful of chocolate ice cream, over which pour a small ladleful of crushed or grated Hawaiian pineapple. Then put a No. 16 dipperful of vanilla ice cream on the pineapple and add a spoonful of marshmallow. Top off with a cube of pineapple which should be cut from thick, luscious slices of Hawaiian pineapple. By following the plan of not mixing any other fruits or strong flavored syrup with this sundae the delicious taste and delicate flavor of the pineapple will be retained.

Hawaiian Parfait.

Take an ordinary mixing glass and put into it 1 disherful of vanilla ice cream and 1 disherful of smooth pineapple ice; add 1 fruit ladleful of grated Hawaiian pineapple and a fruit ladleful of whipped cream. Then with a mixing spoon proceed to frappe the mixture well together. Put the frappéd mixture into a fancy 10-ounce stem glass and top with a little whipped cream and a maraschino cherry. Serve in a flat dish with spoon and wafers on the side.

Fruit Salad Ice.

Hawaiian pineapple, grated; maraschino cherries, angelique, green, cut into small squares, of each, equal parts; mix and, if necessary, dilute with equal parts of cherry and pineapple syrup. Serve over a cone of ice cream and top with whipped cream and a maraschino cherry.

Pineapple Dream.

Put one small ladleful of ice cream in a sundae dish and pour over it 1 ladleful of Hawaiian crushed pineapple; then over this sprinkle 1 teaspoonful of chopped pecans, top off with whipped cream and sprinkle with powdered sweet chocolate. Charge 10 cents.

Nancy Brown Sundae.

Place one layer of Hawaiian sliced pineapple on a cup or plate and over it put one eight-to-the-quart scoopful of pineapple sherbet and vanilla ice cream together; around the base of the cone in the form of a triangle lay three slices of angel food cake. Top off with whipped cream and a cherry. Sells for 20 cents, is a repeater, and has been the hit of the season.

[NOTE.—In the January number of *The Soda Fountain* additional formulas in this series will be printed.—ED.]

SOME CONTRIBUTED AND SELECTED FORMULAS.

Cleopatra.

Orgeat syrup, 2 ounces; cream, ½ ounce; yolk of 1 egg; shaved ice, ¼ glass; carbonated water, enough to fill 12-ounce glass.

Raspberry Lemonade Syrup.

Raspberry juice, 500 parts; cherry juice, 50 parts; sugar, 900 parts; citric acid, 20 parts. Boil the juices and sugar together to make a syrup, carefully removing the foam and impurities. Dissolve the citric acid in sufficient water, and add the solution to the syrup.

Texas Fruit Punch.

Put a large cake of ice in a punch bowl and add the juice of 3 lemons and 3 oranges, 2 quarts of claret syrup, 1 quart of champagne syrup and half an ounce of fruit acid; then add to the mixture thin slices of 1 orange and 1 lemon. Use a ladle and serve 2 ounces in a phosphate glass, filling with carbonated water.

Lemon Cream.

Beat up well the whites of 3 eggs and the yolk of one, and add them and sugar together; add the juice of 2 large lemons or 3 small ones, half a cup of water and half a pound of loaf sugar powdered fine. Mix these smaller thoroughly and then add a quart of whipping cream (sweet) the same way; when warm, put in the rind of 1 lemon, peeled very thin. When it thickens well, remove the lemon peel, and take the cream off the fire. On no account must it be allowed to boil. Serve in custard cups, or glasses.

Frozen Fruits.

Take the ripest of raspberries, currants or strawberries, as desired; press the fruit through a hair sieve into an earthen crock. To every 5 pounds of pulp, add 2½ pounds of sugar, 1 quart of water and the juice of 2 lemons or oranges. Freeze in the same maner as you would ice cream, and when frozen, put it at once into porcelain lined cans, or some earthen vessel, well packed in ice and salt.

Hot Cocoa.

Cocoa, 8 ounces; cornstarch, 1 ounce; sugar, 5 pounds; water, 5 pints. Dissolve the cornstarch in water brought to a boil and add the cocoa previously mixed with the sugar. Place 1 ounce of the mixture in a cup, fill with hot water and top off with whipped cream.

Tomato Bouillon.

Use 1 ounce of tomato bouillon (any good brand) in a 7-ounce cup of hot water, season with celery salt and serve. By adding a small amount of rich, sweet cream a tomato puree is made.

Lady Fingers.

Sugar, 1 pound; flour, ¾ pound; butter, 6 ounces; whites of 10 eggs. Beat the egg whites, add the sugar and then the other ingredients. Flavor with vanilla and a little almond essence. Dust with powdered sugar.

Rainbow Sundae.

Take an 8-ounce short stem cocktail glass and pack it with vanilla ice cream up to within a quarter inch of the top. Now take a pointed soda spoon and from down the inside of the glass take out a spoonful of ice cream on three different sides. Into the cavities thus made pour claret syrup in one, pineapple syrup in the second and mint syrup in the third. Then over all put a small ladleful of crushed cherry fruit and top off with a maraschino cherry. Serve on a flat dish with spoon and two wafers.

1909 BIG SODA FOUNTAIN YEAR IN CHICAGO.

More New Ideas in Beverages Than ever Before and December Breaks the Record for Ice Cream.

CHICAGO, Jan. 1.—The new year of 1910 is here. That of 1909 is but a memory, yet one most pleasing and prosperous to the soda fountain owners of Chicago. During its life many new ideas were introduced, all of which proved successful to the many patrons of Chicago's confectioneries and drug stores where fountains are installed. But with the coming of the new year the soda dispensers of the city are imbued with the spirit of excelling in their line of trade that of the previous year and are already busy concocting new and toothsome delicacies.

The Yuletide season found the stores full to overflowing with holiday shoppers, and although candy was very much in demand, the hot soda, chocolate, malted milk and other hot drinks did not lack in favor, and the artists behind the marble slabs were kept busy fixing up the palatable dishes. Everything served had a tinge of Christmastide, if it were not the name it was a suggestion of the Kris Kringle holiday in the way of mistletoe and holly wafers, or something equally as attractive and in harmony with the spirit of this season. The shops were gayly decorated in Christmas fashion, and from the fine displays shown and the expressions from the patrons, the boys must feel well repaid for their efforts in this line.

During the month of December more ice cream and ices were served than in the same month during any previous year in Chicago. At some of the fountains as much as 20 and 25 gallons were sold daily, an exceptional record for the cold season that has been prevalent in the city of late. These dishes were named with appropriate regard to the occasion and found much favor among the patrons.

Reconstructing North Dakota A.C. Laboratory.

E. F. Ladd food commissioner and State chemist, has been very busy lately making plans and perfecting arrangements for a new laboratory to replace the one recently burned at the North Dakota Agricultural College and Experiment Station.

FINE NEW PHARMACY FOR GEORGE B. EVANS.

Fountain Will Have Conspicuous Position—Druggist an Enthusiast for Good Soda Water.

Conservative business men in Philadelphia are commenting favorably upon the announcement that George B. Evans, one of the most prominent retail druggists in that city, is preparing to open a new store at 1219 to 1223 Market street. Like his other four stores in the center of the city, a handsome soda fountain of the latest type will occupy a prominent position in the new place. Mr. Evans is often referred to as "the department store druggist," owing to the similarity of his business system to the methods of the large department stores.

In perhaps no department has his success been more conspicuous than his soda fountains. "Evans' Soda" has become so popular that a score of competitors in the neighborhood, in some instances, the owners of grocery, department and confectionery stores and even restaurants, have hastened to follow in his footsteps and install modern apparatus.

But Mr. Evans declares that his business at his fountains is steadily increasing and he has no hesitation in saying that outside of the direct profit, he considers his fountains among the best mediums for attracting trade to his store. And now he proposes to establish a store at a location which many declare is passed by more people than any one spot in Philadelphia in the course of a day. In addition to being in the very heart of the business section, it is midway between the Pennsylvania and the Reading Railroad terminals and within a stone's throw of City Hall. On the opposite side of Market street, just above Tenth, is another of the Evans' stores, while just around the corner, at 1106 Chestnut street, is a second.

GEORGE B. EVANS, of Philadelphia.

Trade conditions vary at these stores, although they are so close together, and while the majority of the 13,000 persons who have "charge" accounts deal at the Chestnut street store and the bulk of the business done in Market street is with the persons from the country and the suburbs who come in for one day's shopping, Mr. Evans has found that when it comes to good soda water, it is all cash and what suits one suits all. For this reason, the fountain in the proposed new store, to be opened shortly after the first of the year upon the completion of alterations, will occupy a conspicuous position that it may contribute in the development of the new establishment just as it has done with the stores already established.

Mr. Evans at present conducts stores at 1106 Chestnut street, 17th and Chestnut streets, Eighth and Arch streets and 1010 Market street. The opening of the new place will be followed by the closing of the store at Eighth and Arch streets. In the vicinity of the latter, the neighborhood which was formerly largely occupied by retail stores, is steadily giving way to wholesale and manufacturing establishments.

Pure Food Show to Be Held in Milwaukee.

Milwaukee's pure food show, to be held under the auspices of manufacturers and dealers, will be opened at the city's new $500,000 Auditorium some time late in March or early in April. A recent meeting of merchants, manufacturers, druggists and others interested in pure food products, decided upon the time of holding the show and completed various arrangements. There will be lectures and music and many features to provide instruction and entertainment.

Nebraska Doctors Who Dispense Must Label Bottles.

The Food and Drug Commissioner of Nebraska has ruled that physicians are as much bound by the terms of the Food and Drugs Act as are pharmacists. Consequently a physician who dispenses his own medicines must equally observe the labelling requirements, and must, for instance, state the presence of cocaine, alcohol, morphine, acetanilid, etc., on any medicine which he prepares and hands to his patients.

SOME POINTS IN THE SERVING OF EGG DRINKS.

St. Louis Dispenser Furnishes Hints That Will Be Appreciated by Soda Fountain Operators.

Will Kavanaugh, who recently went to St. Louis and found a place at the Wolff-Wilson fountain, one of the most popular in that city, believes the chance for immediate success lies in the egg drinks. "There ought to be more of them drunk," he says, "and I think that one reason they are not more in demand is the dispenser's fault.

"One great fault with the egg drinks of today is a lack of common sense in the preparation. A dispenser is inclined to follow his idea of the formula given him and never look at the result.

"Take the malted milks set on the counter. How many of them do not leave a lot of uninviting dregs in the glass? It is a case of more of the powder than the carbonated water will 'take up.' This may not look important in itself, but I believe that it is just as important to give the customer a pleasant impression of his drink at the end as it is at first sight. The size of the glass at this fountain is likely not to be the same as the size of the glass at that one. Hence, the amount of powder should be changed. No customer likes to see a lot of dregs in a glass, besides the drinker is likely to think too little carbonated water or milk was used and that he is not getting his full drink. Another item that is to be considered, is the cost of the powder so used. Any up-to-date proprietor insists that the fountain must turn a profit and likely the dispenser's wages will fit the profit. If the dispenser can save $1 a week by putting just the right amount of powder in the glass and get 25 cents of that, he is doing something for himself.

"For myself, I try to watch that all of the time and keep just on the edge of the dregs so that I know that the customer is getting a full rich drink. This can easily be carried too far and 'thin' the drink served, which will cut the trade in a hurry.

"Again, there is the left-over in the shaker. The ideal way is not to have any 'left-over,' but if there is, the best thing to do is to throw it away. I do not believe any customer likes to see the tools sitting on the counter while he or she is drinking. The same care that is required to even the amount of powder to dissolve or the amount of syrup to sweeten the drink, will regulate the amount of carbonated water necessary to fill the glass to a tablespoonful. With that amount left, it is not hard to make a bluff at pouring it all in the glass and when that is done, the customer is satisfied. A dispenser who permits himself to have a lot of left-over will soon find that he is using half enough again for each drink or that he is serving something at two-thirds strength, either of which methods is wasteful and does not draw the least trade.

"The person who comes to the counter and buys a glass of drink expects a glass full. If you are going to give more, cut the price and advertise it and go after the trade that appreciates it.

"I never had any trouble with eggs," said Mr. Kavanaugh. "I was taught to break them in sight of the customer, and if a 'mistake' occurs, I put the glass into the cleaning water at once and then set it aside for further attention. I take another glass and another egg and get busy.

"Should a customer complain of a drink after it is prepared, there is no need of argument. Only two things remain to be done. One is to put up a new drink and keep the customer, the other is to insist the egg is good, save the price of that drink and lose a customer. I always took the former. I never lose a chance to mention to an egg customer in a passing way about 'getting eggs direct from the farm each morning.' It helps to give the impression of freshness, you know.

"Chocolate is another thing that is likely to be permitted to

run to dregs. Every one knows that the coffee drinker objects to 'grounds' in the cup, although they were considered a necessary evil a few years ago. I have not been able to convince myself that a discriminating public likes 'chocolate grounds' any more than he or she does the coffee sort."

GROWING POPULARITY OF CANDY IN BIG CITIES

Philadelphia an Example of the Effects of Legislation That Gives the People Pure Confectionery.

In addition to being one of the largest candy manufacturing centers in the world, Philadelphia, as the result of statistics taken during the recent holiday season, has also proven to be one of the largest consumers of sweets. In fact, the modest Quakers, it has been figured, consumes during the holiday period, 125,000 pounds of candy each 24 hours. This is about one-third of the local output in that period and as all previous records were broken during the past season, the fact is very strongly emphasized that the many safeguards thrown about the manufacture of confectionery by city, State and Federal legislation, has served to make candy more popular with all classes.

According to the estimate of two leading confectionery manufacturers of the Quaker City, beginning December 1 and running up until Christmas eve, there were 1000 barrels of sugar made into candy in Philadelphia each day. This was equal to 365,000 pounds, while among the principal accessories were approximately 100 cases of chocolate of 100 pounds each; 3000 pounds of walnuts and about the same amount of peanuts, almonds and pecans with a proportionate amount of cocoanuts. Of the latter, about 20,000,000 were brought into the port during the year 1909, of which about 5,000,000 were used in Philadelphia, many of them for Christmas goods. Flavoring extracts was another of the important ingredients.

The placing of these sweets upon the market was the work of 25 regular candy manufacturers other than the candy-making departments of the large department stores and the small retailers; 150 jobbers and more than 2500 retail dealers, not including the hundreds of small stores where confectionery is only one of the lines handled in a comparatively small way.

Record-Breaking Year for Fountain Industry.

While only a general estimate of the amount of soda water consumed in Philadelphia during the holiday season and the entire year could be gained, manufacturers of fountains and of syrups and supplies declared that not only were there more fountains in operation than any previous year but that old fountains were making way for new and more convenient apparatus, while the old custom of closing up the fountain during the winter months was now almost a thing of the past.

In fact, in the allied confectionery and soda water business, 1909 is regarded as a record-breaking year by manufacturers and dealers of Philadelphia. Of the score of big candy shops along Chestnut and Market streets, in the shopping section, almost without exception, the soda fountain is to be found occupying the most prominent portion of the store with the candy counters extending from it.

HEGEMAN CO. BUYS NEW BECKER-ICELESS.

Splendid Fountain Installed in Corporation's Pharmacy in Largest Apartment House in the World.

The residents of the largest apartment house in New York City—and that means the largest in the world—are now being served with delicious sodas and other fountain dainties right in their own building. This apartment house, the Belnord, is twelve stories in height and occupies the entire block between 86th and 87th streets and Amsterdam avenue and Broadway. The building itself is a model of architectural beauty and its service and appointments are the finest in New York.

Hegeman & Co.'s Belnord store is one of the handsomest in the city and not the least of its attractions is their magnificent 30-foot Becker-Iceless. The fountain was designed and built on special lines throughout, and aside from the unique attraction of the great apartment house, itself, a visit to Hegeman's elegant store and a study of the artistic lines of the apparatus will well repay any lover of the beautiful in soda fountain construction.

AGED DRUGGIST AN EARLY FOUNTAIN OWNER.

Reached Ripe Old Age of 90 and Held Philadelphia Record for Continuous Service in Retail Trade.

Alonzo W. Parsons, for 65 years engaged in the retail drug business in Philadelphia and one of the first owners of a soda fountain in that city, died on December 30 at the age of 90 years. Of old Revolutionary stock, Mr. Parsons, when a young man, served a term on the old Missouri, the first steam-propelled American war vessel, but early in the forties he forsook the Navy for the more peaceable calling of the pharmacist and in 1844, soon after being graduated from the Philadelphia College of Pharmacy, he started business.

At the time of his death he carried on the drug business at Franklin and Callowhill streets. His record for continuous service in the retail business has never been excelled in Philadelphia. He was the owner and for many years operated one of the first soda fountains manufactured by the late Charles Lippincott. It is the only one of this antique type known to be in existence and was recently presented to A. H. & F. H. Lippincott, Inc., Philadelphia, who now have it on exhibition in the window of their factory.

Ludwig Mond, Ph.D., Chemist and Scientist, Dead.

Dr. Ludwig Mond, noted scientist and chemist, who died recently in London, was born in Cassel, Germany, in 1839. He gained his early education at the Polytechnic School in that city, and later studied under Kolbe in Marburg. In 1864 he settled in England, where he perfected his process for the recovery of sulphur from alkali waste. Nine years later, Dr. Mond and J. P. Brunner, M.P., established works for the manufacture of an alkali by the Solvay process.

Many of Dr. Mond's scientific achievements have proved of commercial importance. Notable were his process for the manufacture of chlorine by the ammonia soda process and his efforts to recover the largest amount possible of ammonia from the burning of fuel in gas producers. He was a member of many scientific societies and in 1888 was president of the Society of Chemical Industry. In 1895 he visited this country at the time of the society's annual meeting held that year in New York City.

In 1866 Dr. Mond married his cousin, Miss Friederika Loenthal, and had two sons, Robert Ludwig and Alfred Moritz. By his will, Dr. Mond directs his trustees, after his wife's death, to pay $250,000 to the Royal Society, and $250,000 to Heidelberg University, both for endowment and research in natural science and for allied purposes.

Death of Thomas Doliber's Wife.

BOSTON, Jan. 3.—Mrs. Ada Ripley Doliber, wife of Thomas Doliber, president of the Mellin's Food Company of North America, died today at her home in Brookline, aged 55 years. She was the daughter of the late Charles H. Heath, of Brookline, and was married to Mr. Doliber in 1876. Beside her husband, she leaves two daughters, Mrs. Henry R. Hedge, of Brookline, and Mrs. W. A. Robinson, of New Bedford. Mrs. Doliber was much interested in philanthropy, and was president of the South End Day Nursery of Boston. She was also secretary of Hannah Goddard Chapter, D.A.R., of Brookline.

Obituary Notes.

—GEORGE D. BORTON, a prominent pharmacist of Camden, is dead, aged 62 years, of apoplexy. In addition to his activity in pharmaceutical affairs, Mr. Borton was a member of the New Jersey Legislature in 1883, being recognized as a leader of the Democratic party. President Cleveland appointed him Assistant Collector of Customs at the port of Philadelphia and subsequently he was clerk of the District Court. He was equally prominent as a Mason. A widow and one son survive.

—BENNETT L. SMEDLEY, for many years a prominent pharmacist of Philadelphia, but who relinquished that profession and became active in politics, is dead of apoplexy, aged 70 years. He was graduated from the Philadelphia College of Pharmacy in 1862. In the early eighties he served on the old Pharmaceutical Examining Board of the city and County of Philadelphia.

—THOMAS BRAUN, one of the pioneer pharmacists of Chicago, died recently at his home.

MOSTLY PERSONAL

Prof. Chandler to Retire, After Years of Activity.

The very recent announcement that the resignation of Chas. F. Chandler, A.M., Ph.D., M.D., LL.D., D.Sc., from the department of chemistry of Columbia University has been accepted to take effect June 30, 1911, and that his resignation as professor of organic chemistry in the College of Pharmacy of the City of New York, if which institution he is a vice-president, is now under consideration, has proved a shock to the students and faculty of the university and its affiliation that will not soon be alleviated. So long has Professor Chandler been a member of Columbia University's faculty that it will be hard indeed to realize this connection will soon be at an end. In 1864 he was invited, at the suggestion of Charles A. Joy, then professor of general chemistry at Columbia, to come to New York City and take part in the formation of the School of Applied Science, now known as the Columbia University School of Mines. He accepted this offer and was assigned to the department of chemistry. Since that time he has served the university and the City of New York with distinction.

PROFESSOR CHARLES F. CHANDLER, portrait presented to Columbia University in April, 1905, to commemorate the completion of forty years of service.

Charles Frederick Chandler was born at the residence of his grandfather, Nathaniel Chandler, in Lancaster, Mass., December 6, 1836. His paternal ancestors were descended from Wm. Chandler, who came from England in 1637 and settled in Roxbury, Mass. As the boy grew up he attended lectures on scientific subjects, among others those by Agassiz. In 1853 he entered the Lawrence Scientific School of Harvard, having previously graduated from the New Bedford high school and completed a year's private study of the classics. At Harvard he received instruction from Horsford, Agassiz and Josiah P. Cooke, each a master in his chosen department of science. This instruction was followed by a course in the University of Goettingen, where he studied chemistry under Woehler, the pupil of Berzelius, and where, in 1856, he received the degree of doctor of philosophy for his researches in mineralogical chemistry. From Goettingen he went to Berlin and became the private assistant of Rose, studying also physics under Dove, applied chemistry under Magnus and mineralogy under Gustav Rose.

In 1857 he returned to the United States and was invited by Professor Joy, first to become his assistant at Union College, and later, as was stated above, become head of the chemistry department of the Columbia School of Mines. Without salary he began the delivery of the lectures on qualitative analysis, stoichiometry, quantitative analysis, applied chemistry and geology. In 1865 he received the title of professor of analytical and applied chemistry and became dean of the scientific factulty. Some years later, upon the reorganization of the school, the chair of general chemistry was given to him, and in 1872 he became adjunct professor of chemistry and medical jurisprudence in the College of Physicians and Surgeons, succeeding four years later to the full professorship.

Soon after Professor Chandler's advent to New York City he was asked to assist in the development of the College of Pharmacy of the City of New York, and in 1866 he became professor of organic chemistry in that institution, giving one or two lectures a week during the college term. In the same year he was invited by the Metropolitan Board of Health to make studies of sanitary questions affecting the health of New York City, and so satisfactory did his work prove that the office of Chemist to the Board of Health was created especially for him. In this capacity his work has been of the utmost importance and his examination of the milk and food supply of New York City resulted in enormous benefits to the community. His masterly investigations, however, of the water supply of the leading cities of the country, have perhaps won for him the greatest distinction. In 1873 he received the honorary degree of M.D. from the University of New York, and that of LL.D. from Union College about the same time.

In 1870 Professor Chandler and his brother, Prof. William H. Chandler, of Lehigh University, began the publication of the *American Chemist*, a journal which, due probably to lack of proper financial support, continued for only four or five years. The initial step toward the formation of the American Chemical Society was made by the *American Chemist* when it published the proceedings of the celebration of the anniversary of Priestley's discovery of oxygen.

When the first New York State Board of Health was established in 1879, Professor Chandler was made a member and became chairman of the sanitary committee.

Professor Chandler is a life member of the Society of Chemical Industry of which he served as president in 1899. He is also life member of the chemical societies of Paris and Berlin, is a member of the National Academy of Sciences, fellow of the N. Y. Academy of Sciences, American Association for Advancement of Science, and American Philosophical Society.

Professor Chandler possesses a direct and vigorous style of delivery and a happy faculty of pleasing his hearers that has made the students enrolled in his university courses look forward with impatience to his next lecture. It is needless to say this his permanent absence from the lecture room and the laboratory will be a source of constant regret to those who were so fortunate as to work with him.

—MISS EVANS MONTGOMERY, who has acquired the Malone drug store in Larkspur, Cal., went to that town with high recommendations recently and was cordially welcomed. She is a graduate of the University of Oklahoma, and has an experience as a pharmacist extending over a period of 14 years. Before going to Larkspur she was identified with the Anglo Pharmacy with Dr. Keenan, San Francisco.

—JOHN FARRELL, druggist of Cameron, W. Va., was the victim of a holiday accident which resulted in the amputation of one of his feet. Mr. Farrell was cast for the role of Santa Claus at a Christmas celebration at the home of relatives in Littleton and when boarding a moving train to go there accidently slipped and fell partly under the wheels. He was taken to a hospital at Wheeling and given the necessary surgical attention.

—DR. H. M. WHELPLEY, dean of the St. Louis College of Pharmacy, was a recent victim of the grip.

—L. T. CHABOT, drug clerk at Burnham's pharmacy, New Auburn, Me., left recently for a two weeks' vacation in California.

—A. B. WOOLSEY, of Woolsey & Stewart, druggists, Oswego, N. Y., was a caller on old friends in the Metropolis a few days ago.

—S. T. DOUGLAS, salesman for Eli Lilly & Co. in this city, has returned from his home in Indiana, where he spent the holidays.

—S. J. CLARK, formerly druggist at Cornwall-on-the-Hudson, N. Y., is now spending the winter with his family at Tampa, Fla.

—THE ALFRED VOGELER DRUG COMPANY, of Cincinnati, O., celebrated the 50th anniversay of its entry into the wholesale drug field on January 1.

—W. H. NEWTON, of Milford, Conn., salesman for Eli Lilly & Co., spent New Year's day with friends in Flatbush, Brooklyn Borough, New York.

—A. G. SHOWER, who has been representing Meyer Bros. Drug Co. in the Northwest, has been transferred to the sponge

department of the company and his territory will be general, including the Pacific coast.

—W. H. MEYERS, of Scranton, Pa., representative of Eli Lilly & Co., at Philadelphia, Pennsylvania, together with his wife, spent the holidays in this city.

—FREDERICK K. STEARNS, president of Frederick Stearns & Co., manufacturing pharmacists, of Detroit, Mich., was a visitor in New York during the holidays.

—N. NICHOLAS, until very recently head of the correspondence department of Parke, Davis & Co.'s New York office, has left this position to enter the fire insurance business.

—FREDERICK F. ATTE, New York, recently contributed $50,000 to the Lowell, Mass., General Hospital, his benefactions to that institution now amounting to $200,000.

—DR. E. R. LAENEC, head of the department of experimental medicine of Parke, Davis & Co., Detroit, Mich., was a visitor at the New York branch during the past week.

—DR. FRANK M. READE, Richmond, Va., member of the city council, has been appointed by the Medical Society of Virginia as a representative to the Pharmacopœial Convention.

—W. H. SHEFFE, one of the leading druggists of Charlottesville Va., has prchased a fine country place near-by at Red Hill and in the future will devote a part of his time to farming.

—C. GOTTLOB KOLB, of the firm of Schering & Glatz, this city, has retired from active business and the concern will be continued under the same name by the remaining partner, Carl F. Stiefel.

—A. M. HOPPER and wife have returned from their honeymoon spent in Gary, Ind., and Indianapolis. Mr. Hopper will resume his duties as representative of Eli Lilly & Co. in lower Manhattan.

—R. T. GIBBS, who represents the Meyer Bros. Drug Co. in Texas, spent most of his holidays in bed in St. Louis, having been a victim of malaria during a business visit. He has returned to his home at Monroe, La., and will resume work shortly.

—JOSEPH T. W. COBLE, a graduate of the Buffalo College of Pharmacy, '05, and some time with Druggist F. M. Weaver, Oklahoma City, Okla., has been elected dean of the faculty of tue department of pharmacy, Epworth University, in the same city.

—PROF. JOHN URI LLOYD acted as toastmaster of the New England Society's annual banquet at the Business Men's Club in Cincinnati recently. Professor Lloyd is president, and at the election of officers, following the dinner, was elected as one of the members of the executive committee.

—F. P. BAILEY, of F. P. Bailey Drug Co., Inc., Zanesville, Ohio, recently celebrated his 50th year as a practicing pharmacist. With the exception of 12 years spent in Sandusky, Mr. Bailey's business life has been spent in Zanesville, and at the present time he is proprietor of one of the most profitable drug stores in southeastern Ohio.

—C. L. DUFF, of Clay City, Ill., who has been working the Illinois route of Charles H. Jenner for the J. S. Merrell Drug Company during Mr. Jenner's long illness, has been assigned to the 'Frisco railroad territory in Missouri for that company. Mr. Jenner is again looking after his own territory and seems in excellent health after a nervous attack.

—GEORGE F. POST, of Chanango Forks, N. Y., chairman of the publicity committee of the Commercial Travelers' Auxiliary of the New York State Pharmaceutical Association, on January 1 became associated with the J. Hungerford Smith Company, of Rochester, after having been for about five years a representative of Borden's Malted Milk Company, New York.

—FELIX HIRSEMAN, former president of the German Apothecaries Society, New York, who, with Mrs. Hirseman, is traveling in the South, writes from St. Augustine, Fla., that he is enjoying the balmy weather of that region and at the same time contrasting his experiences with those of his former colleagues in the Metropolis, who are tramping around in the snow.

—MISS HAZEL GALLAGHER, daughter of Mr. and Mrs. John C. Gallagher, of Jersey City, spent the holidays in Washington, D. C., as the guest of Mr. and Mrs. J. Leyden White. She was also entertained by Mr. and Mrs. S. L. Hilton, and was greeted by a number of the younger set of Washington drug circles on January 2, at the apartment of Mr. and Mrs. White.

—REPRESENTATIVES of Parke, Davis & Co. who visited the New York office during the holidays were: Joseph Litster, O. P. Ross, J. E. Rogers, A. D. Howell, C. C. Mitchell and H. B. Putnam, of New York State; A. J. Staudt, W. Vought, W. B. Hamaker, B. Cooling, H. T. Mundorf and J. C. Pennell, of Philadelphia; W. P. Rich and Charles F. Kelly, of New Jersey; G. L. Buell and Thomas F. Heffneren, Massachusetts; E. F. Gardner, Rhode Island; A. G. Hostetter, Pennsylvania, and C. G. Maynard, Vermont.

—FRANK T. GREEN, for many years professor of chemistry in the California College of Pharmacy, and also professor of chemistry in the Department of Medicine of the University of California, has been elected dean of the former institution, to succeed the late William M. Searby. Professor Green has been actively identified with the development of the mineral resources of California.

—GEORGE N. CROFT, who has been representing Lippincott, of Philadelphia, in Atlanta since September 1, 1909, has resigned and will hereafter represent the American Soda Fountain Company in connection with George T. Smith. Mr. Croft represented the American Soda Fountain Company in the Atlanta territory for a number of years prior to September 1, 1909, and is well and favorably known to the trade.

—SINCLAIR JACOBS, son of Joseph Jacobs, Atlanta, Ga., was recently elected vice-president of Jacobs' Pharmacy. Sinclair Jacobs is a recent graduate of the Philadelphia College of Pharmacy and by a singular coincidence won the Sadtler medal which was captured by his father 30 years previously. Joseph Jacobs will continue as president of the pharmacy. Charles A. Smith was elected secretary and general manager.

Sanitol's Ex-President Surprises an Archbishop.

ST. LOUIS, Jan. 2.—Archbishop J. J. Glennon, who recently celebrated his silver jubilee, today learned that several boxes sent him during the celebration contained pictures valued at approximately $25,000. The pictures, 144 in all, are copies of Tissot's Bible studies of New Testament characters, and were presented by Herman C. G. Luyties, a millionaire chemist. The Old Testament pictures in the same series recently were purchased by Jacob H. Schiff, of New York, for $32,000, and presented to the Astor Library. The boxes had been stored in the basement of the archiepiscopal residence without opening.—*Philadelphia Public Ledger.*

Merrell Forces Hold "Family Dinner."

ST. LOUIS, Jan. 3.—The "family dinner" of the J. S. Merrell Drug Company took place at the Southern Hotel December 28 and Col. C. P. Walbridge, president of the company, presided. The guests were department managers and salesmen and of these 41 were present and regrets from several detained at the last moment were read. There was no set programme and "shop talk" from all who had anything to offer for the "good of the order" was expected. Without assigned topics, there was enough talking to pass the evening pleasantly.

New York Branch, A.Ph.A.

The third annual meeting of the New York branch of the A.Ph.A. will be held Monday evening, January 10, at 8.30, in the New York College of Pharmacy building, 115 West 68th street, Manhattan. The following programme will be carried out: "Camphor Liniment, Pharmacally and Legally Considered," by George A. Ferguson; "The Essential Oils of the U.S.P.," by Paul Jeancard and Conrad Latie (abstract of English translation by C. A. Mayo); "A Note on the Assay of Opium," by E. L. Patch (to be read by the secretary).

Manhattan Judge Upholds State Board.

Assemblyman Conklin, attorney for Alfred Schletter, 2226 Pitkins avenue, and Charles K. Benjamin, 294 Brook avenue, demurred in the cases being prosecuted against the latter by the New York State Board of Pharmacy, claiming that the board had no legal right to sue and that it had no legal existence. Both sides submitted briefs to Justice Blake, of the Municipal Court, Manhattan. Mr. Conklin's demurrers were overruled and $5 costs charged in each case.

Brooklyn Druggist Held on Board's Complaint.

Charles Rubin, a druggist, of 64 Hamilton avenue, Brooklyn Borough, was charged in the Borough Street Court recently before Magistrate Tighe with selling adulterated drugs. The charge was made by Chief Inspector of the State Board of Pharmacy Thomas Rogers, who declared his assistant had twice bought adulterated goods from the druggist. The accused was held for examination.

Injunction Suit Over a $250,000 Order Demand by Mr. Liggett.

Big New York and Boston Company Goes to Court to Enforce Its Right to the Exclusive Sale of Rexall Remedies—Some Interesting Inside History Revealed.

EDWARD D. CAHOON,
first president of the
United Drug Co.

Former Attorney-General of New Jersey Secures Injunction to Prevent President of United Drug Company From Cutting off the Supplies of the Wm. B. Riker & Son Co., of Manhattan and Brooklyn, and the Jaynes Drug Company, of Boston—Some Very Tart Correspondence Entered on the Court Records in Trenton—First President's Story of the Formation of the Big Co-operative Drug Combination Tells a Tale of Vicissitudes and Powerful Help Given by Present Complainant Through Liberal Purchases of Goods, Endorsement of Credit and in Various Other Ways—Basis of Formation was Co-operation and Exclusive Right to Sell Goods.

LOUIS K. LIGGETT,
present president of the
United Drug Co.

TRENTON, N. J., Jan. 3.—An action which involves the fundamental principles of co-operative business organizations and seeks to test the legality of an attempt to compel a member to sell products of the value of $250,000 within the calendar year 1910 has been begun in this State and the papers have been placed on file in the Chancery Office here. A preliminary injunction, recommended by Vice-Chancellor James E. Howell, has been approved by Chancellor Mahlon Pitney, the return day being set for Tuesday, January 11, at the chambers of the vice-chancellor in Newark.

Former Attorney-General Robert H. McCarter, of New Jersey, one of the leaders of the bar in this State, made the motion on behalf of the drug firm of William B. Riker & Son Co., operating ten drug stores in Manhattan Borough and six in Brooklyn Borough, New York City, as well as eight in Boston, Mass. Associated with Mr. McCarter is Albert E. Seibert, of New York City, who has been prominently identified with drug trade legal affairs in the metropolis and formerly attorney for the United Drug Company.

Blanket Injunction Restrains Rexall Officers.

The defendant is the famous Rexall co-operative drug company, legally designated as the United Drug Company, with headquarters in Boston, but incorporated under the laws of New Jersey, which brings it within the jurisdiction of the Chancery Court of this State. The order of injunction restrains the Rexall concern, "its officers, employees, attorneys and agents," from "selling, giving or furnishing, at wholesale, retail or otherwise, any article manufactured and sold by it, to any individual, firm or corporation, or joint stock association or company," in Manhattan, Brooklyn or Boston, "so long as and while the defendants shall fail to sell such goods" to the Riker stores "for prices and on terms and conditions uniform with the prices, terms and conditions made to the other stockholders of the defendant."

Story of the Origin and Development of Rexall.

The complaint is voluminous. It gives a lot of interesting history of the formation of the Rexall co-operative association. After stating the fact of the incorporation of the United Drug Company in New Jersey in November, 1902, the complaint says:

The United Drug Company is, and ever since its organization has been, operated as a co-operative concern, the distinguishing and constant features of its policy having been that the articles manufactured and sold by it have been sold exclusively to its own stockholders at uniform prices, and on uniform terms, and that not more than one of its stockholders has been at any time located in any one city or town. Its stockholders are nearly all retail druggists, located in all, or nearly all, of the cities and towns of any considerable size of the United States, excepting the Southern States, and such druggist stockholders are regarded and referred to in the publications and literature of the defendant, as agents for the sale of the articles manufactured and sold by it. For agency purposes, the United Drug Company has always treated the Boroughs of Manhattan and Brooklyn, in the City of New York, as separate and distinct cities or towns.

Branching Out Into Many Side Lines.

The United Drug Company has, by dint of careful and shrewd management, built up and developed an enormous business, prosecuted in the manner hereinabove set out, and consisting generally of the manufacture and sale of medicines and specifics of almost every known variety, the manufacture and sale of candies, perfumery, and many other articles not strictly drugs, but, from a business standpoint so related thereto as that they constitute suitable merchandise for a drug store; that in the manufacture and sale of much of the product of the defendant, it has used trade marks or trade names, such as "Rexall," "Liggett's," "Saturday," "Harmony," and others, which have acquired, and now enjoy a great reputation in the trade, which the defendant by shrewd and judicious advertising, has stimulated and promoted so that the goods manufactured and sold by the defendant have acquired a high character, and are much sought after by the purchasing public, and the right to purchase the same from the defendant, and to be its agent in any city or town is a valuable one largely sought after by retail druggists, and such right is a valuable asset of any retail drug business, the possessors thereof practically enjoying the right to acquire from the defendant at manufacturers' prices, all of the articles manufactured and sold by the defendant, and to sell the same at considerable profit, and yet keep within the limits of the prices of the general retail trade.

Your orator and other stockholders and agents of the defendant have displayed, and are accustomed to advertise and display in their stores the fact that they are selling the goods with the trade names and trade marks of the defendant, and such fact is not only a drawing card to purchasers of these goods, but experience shows that customers attracted to the stores which enjoy the privilege of selling the defendant's goods, not only purchase the goods manufactured and sold by the defendant, but also make other purchases of other goods which such stores have on hand, with the result of great profit to such stores.

Riker Company an Original Stockholder.

The complaint sets forth that at the formation of the United Drug Company the Riker Company paid cash for 40

shares of stock, which it still owns, together with 40 shares then issued to the Jaynes Drug Company, of Boston, and 40 shares then issued to the Boston Drug Company, Ltd., of Brooklyn, making 120 shares of original stock which the Riker Company now holds. The complaint then quotes the following by-law adopted by the stockholders of the United Drug Company November 15, 1906:

"As long as any individual firm, or corporation remains the owner of at least one share of the common capital stock, and fully keeps and performs all his or its agreements with the company, such individual, firm, or corporation shall retain, as far as this company can control the matter, the exclusive sale within the territorial limits of his or its city or town, if he or it so desires, of all the articles manufactured and sold by this company."

Commenting on the by-law the complaint says:

Such by-laws or one of practically similar import and effect, has been in force ever since the organization of the United Drug Company, and one expressed the purpose and plan under which the United Drug Company was formed, promoted and organized and in accordance with which it has from the date it commenced business to the present time, conducted and carried on its business.

The Riker Company sets out that it has complied with all the requirements of ownership of stock, agency activity, etc., having purchased and sold large quantities of Rexall goods, but that in December, 1909, the United Drug Company notified the Riker Company that unless the latter would guarantee the purchase of $250,000 worth of goods in 1910 the agency would terminate. Regarding this the complaint says:

The defendant has no right to cease selling your orators goods manufactured and sold by it in the three said localities, nor has it any right to attach any such conditions as are set out in such notice, either as to the amount of the required purchases by your orators of the defendant, or the method in which your orators shall conduct and carry on their said business. No condition as to the quantities of goods to be annually purchased is exacted by the defendant of its other stockholders and agents, and all of such stockholders and agents have a right to expect and require uniform and similar treatment from the defendant.

Cause of Suit as Told in Affidavits.

Accompanying the complaint several affidavits were presented to the Chancellor. One is by Alfred H. Cosden, president of the Riker corporation. He testifies in effect as follows:

Since Wm. B. Riker & Son Co. became the agent in Manhattan for the sale of the articles manufactured and sold by the defendant, the relations of the complainants and the defendant have been solely that of purchasers on the part of the complainants and seller on the part of the defendant and there never has been any agreement between the complainants and the defendant nor any obligation as purchaser, stockholder or otherwise resting on the complainants or either of them which has not been fully and fairly kept, performed and discharged.

The only question at any time has arisen between the parties has been as to the quantity of goods purchased by the complainants from the defendant. On this one point the defendant claimed that the complainants should purchase $75,000 of the defendant's products during 1909, and an extended correspondence, too bulky to set herein, ensued between the president of the defendant and myself, he insisting that the complainants should purchase that amount of goods and I denying on behalf of the complainants that any obligation to take the goods existed, and finally, still maintaining that no legal obligation existed, I wrote him that the complainants would adopt his view of the matter, and accordingly offered to place with the defendant an order sufficient to bring the complainants' purchases for the year (1909) up to the amount of $75,000.

Ready to Place an Order for More Than $20,000.

President Cosden then submits this letter offering to order enough to make up any deficiency:

Dec. 3, 1909.

Louis K. Liggett, United Drug Co., Boston, Mass.

Dear Mr. Liggett: Referring to my letter of the 18th ultimo, acknowledged by you under date of the 20th ultimo, but to which as yet no reply has reached me, I write you regarding our purchases from you during the current year.

In July last you wrote me that in the first six months of this year, our purchases from you were at the rate of $51,456.46 for the year. It is my understanding that the five following months, making up eleven months of the year, have not brought up the rate for the year to $75,000. We have done and are desirous of doing everything that could be reasonably asked of us in the circumstances, whether under legal obligations or not. In this spirit, I write to advise you that we are ready to place an order with you for the whole difference remaining between our total purchases to the 30th ultimo and the amount of $75,000, toward which we have been earnestly striving that is to say, we will take from you this month whatever quantity of goods may be required according to your records to make our total purchases for New York, Brooklyn, and Boston for the year the sum of $75,000. We are now making up the detail for the order, and upon advice from you as to the total amount to be covered, the order will be promptly sent forward.

Awaiting your prompt advice, yours very truly,

WM. B. RIKER & SON CO.
by A. H. COSDEN, President

President Liggett Demands a $250,000 Guarantee.

Mr. Cosden's affidavit next quotes a letter from President Liggett, of the Rexall Company, dated December 10, in which he offers the alternative of a $250,000 guarantee or "get out" of the company. This is an extract:

We wish to inform you that before this order is placed we deem it fair that you should know that this company will not renew its 1909 contract for the year 1910, except that you guarantee a bona fide business to us, at our selling prices to you, of $250,000 for the year 1910, and the further agreement on your part not to sell our goods in any cities other than New York, Boston and Brooklyn, and then only to your retail customers.

Should you not see your way clear to make such an agreement with us we are willing on January 1, or before that date, to purchase from you the shares of United Drug Company stock which now appear on its books as being owned by your company or companies, and pay you therefor the book value of said shares.

President Cosden answered this ultimatum in a characteristic manner in the following brief note dated December 16:

Our right to buy and sell your goods does not depend upon any arrangement made with reference to the present year [1909] and is not affected thereby. We shall expect your company to fulfill its legal obligations to this company during the year 1910 and thereafter.

Replying to another letter of a routine nature Mr. Cosden, on December 18, wrote as follows to Mr. Liggett:

We do not regard the statement contained in your letter of the 10th instant of your intentions with reference to this company for 1910 as in any way affecting your obligation to sell your goods to this company. As a stockholder of your company, this company is entitled to the exclusive right to deal in your goods in this city, and we repeat that we shall look to your company to fully perform its legal obligations to this company during the year 1910 and thereafter.

Mr. Cosden, in his affidavit, tells of the advertising that the Riker Company has done to increase the public knowledge of Rexall goods and in addition to the distribution of booklets, samples, etc., all of which was done without expense to the company, the Rikers gave window displays to the Rexall goods which were worth more than $300 a week, as the company could command that figure for its windows.

EARLY HISTORY OF THE REXALL ENTERPRISE.

First President Tells How Object of Present Attack Gave Strength of Its Support to the Company.

Affidavits also are submitted made by Edward D. Cahoon, treasurer of the Riker Company; Edward O. Ladd, assistant treasurer of the Jaynes Drug Company, of Boston; Jerome A. Crane, Manhattan manager; Harry W. Weed, Brooklyn manager, and John S. Alley, manager of the Jaynes Drug Company, of Boston. With the exception of Mr. Cahoon's affidavit they are of formal character. Mr. Cahoon, as first president of the United Drug Company, throws some interesting sidelights on the struggles that attended the formation of the Rexall co-operative enterprise. Mr. Cahoon has been connected with the Riker corporation since it was organized in 1892. He was one of the incorporators of the United Drug Company, in November, 1902. His affidavit tells the story:

At the first meeting of the board of directors of the United Drug Co. I was elected president and continued as president down to October, 1904. Said corporation was projected as a co-operative manufacturing concern, with the object of enabling retail druggists who should become members of the concern by purchase of its stock to make greater and additional profits on the drugs and patent medicines handled and sold by them.

To this end it was fundamentally designed on the organization of said co-operative concern that none of the products of said concern should be sold to other than its own stockholders and that not more than one stockholder of said concern should be located in any one city or town.

By this means it was planned to enhance the relative importance in each city or town, and it was also planned that each stockholder of such concern should, through the working of such fundamental design and plan, in addition to making a retailer's profit on the sale of such products, also make a manufacturer's profit thereon through his participation as stockholder in the manufacturing profits of such co-operative concern.

A further and fundamental feature of such co-operative concern was that all the stockholders should be furnished the products of such concern at uniform prices and on uniform terms. In pursuance of the plan of organization of said concern its stock has been sold to retail druggists located in most of the cities and towns of consequence throughout the United States, excepting in the Southern States, and the said concern consequently has a large number of stockholders who are distributed over a large area. • • •

How Rikers Helped the New Concern.

Prior to the organization of the defendant I attended a great many meetings of those interested in the proposed corporation,

(Continued on Page 64)

Newly Elected Officers of the New York State Board of Pharmacy.

JOHN HURLEY, Little Falls, elected president.

Dr. GEO. C. DIEKMAN, Manhattan, elected second vice-president.

S. A. GROVE, Buffalo, elected first vice-president.

ALBANY, N. Y., Jan. 3.—The business transacted by the New York State Board of Pharmacy at its annual meeting held today was almost entirely of a routine character. Two new members took their seats on the reorganization of the board, these being Dr. William C. Anderson, who succeeds Frederic P. Tuthill, of Brooklyn, and Lee W. Miller, of Niagara Falls, who succeeds Herbert M. Groves, of Jamestown. Warren L. Bradt, of Albany, who has long been the secretary and treasurer of the board, was also sworn in as a member from the Middle section to succeed himself.

The board elected these officers: President, John Hurley, of Little Falls; first vice-president, S. A. Grove, of Buffalo; second vice-president, George C. Diekman, of New York; secretary-treasurer, Warren L. Bradt, of Albany. The officers of the several branches are as follows: Eastern—Chairman, Clarence O. Bigelow, 106 Sixth avenue, New York City; secretary, Joseph Weinstein, 115 West 68th street, New York City; Middle—Chairman, Byron M. Hyde, 202 Main street, East Rochester; secretary, Warren L. Bradt, Eagle and Howard streets, Albany; Western—Chairman, James A. Lockie, 415 White Building, Buffalo; secretary, Geo. Reimann, 405 Genesee street, Buffalo.

President William Muir, in his annual report, stated that 1909 had been a momentous year in the history of the board and this was caused mainly by the recommendation of the Governor in his annual message to the Legislature last January to the effect that the laws regulating the board be revised. Various conferences had been held in which representatives of the board took part, but none of the bills which were drafted and introduced into the Legislature was enacted. President Muir spoke highly of the work of the National Syllabus Committee and the benefit that is to be derived from it will become more apparent and appreciated as time goes on. Dr. Henry L. Taylor, of the Department of Education, was complimented for his labor on behalf of the syllabus committee in compiling statistics of the history of pharmacy since its beginning in the State, and a recommendation was made that his report, read at the annual meeting of the State association at Richfield Springs last June, be printed in the minutes of the board.

In closing his report, President Muir said that experience had demonstrated that the present statute was practical, effective and workable, and with a few amendments the law might be called ideal. "Under its administration much more has been accomplished in this State than in any other State in the Union to eradicate evil, correct error and to advance the standard of pharmacy with beneficent results to our citizens."

Secretary Bradt's report showed the total number of store certificates issued to be as follows: Pharmacies, 4452; drug stores, 41; permits, 723. The number of apprentices registered was 250, of whom 12 were females.

During the year the Eastern Branch examined 238 applicants, of whom 180 were granted pharmacists' licenses and 23 druggists' licenses. The Middle Branch examined 97 applicants, 37 of whom passed as pharmacists and 28 as druggists. The Western Branch examined 126 applicants, 42 of whom passed as pharmacists and 52 as druggists. The total number of licenses granted by all branches of the board during the year was 362, 12 of which were issued to women.

The committee on inspection, complaints and prosecutions reported that during 1909 visits had been made to 5259 pharmacies, 496 general stores and 364 towns and cities. During the year 2524 samples and 113 prescriptions were collected from pharmacists and others doing business within the territory of the Eastern Branch and 425 samples were collected from pharmacists within the jurisdiction of the Middle Branch, or 2716 in all. Of 2438 samples analyzed which had been collected in the Eastern section, 186, or 7.64 per cent, were found not to comply with the standard. As compared with the 1908 report, this shows a decrease of 2.3 per cent. Of the 278 samples from the territory of the Middle Branch, 57, or 20.41 per cent, were found not standard, an increase of 6.62 per cent over the preceding year. This increase of deficient samples from the Middle section was explained by the fact that all samples collected during the year had been taken mainly from stores suspected of handling adulterated drugs. As a whole, the report showed that there had been during the year a marked decrease in the sales of adulterated drugs within the State, and this was attributed by the board to the more rigid inspections under the law.

CONFERENCE OVER PROPOSED PHARMACY BILL.

Long Discussion Over Power of Appointment and Number of Members of Board—No Continuous Tenure.

At the hearing of the legislative committee of the New York State Pharmaceutical Association held in the rooms of the Board of Trade, 203 Broadway, Manhattan, December 30, all the new matter in the proposed amended pharmacy law was read and thoroughly discussed. Thomas Stoddart, president of the association and chairman of the committee, explained that the bill had been reconstructed by Senator Henry W. Hill, of Buffalo, according to the instructions laid down at the former conference held at the Hotel Belmont. Numerous changes were made in the draft presented, one of the most im-

portant of these being that relating to the appointing of members of the Board of Pharmacy.

As read, the bill provided that after August 1, 1910, the board shall consist of five examiners, two of whom shall be residents of New York City. As changed, the board shall consist of nine examiners, four of whom shall be residents of New York City. Further provisions, the changes in which are in parentheses, are that "at the first annual meeting of the association, after this Act takes effect, there shall be 15 (27) licensed pharmacists nominated by ballot whose names shall be submitted to the Governor (Regents), immediately thereafter, from which number the Governor (Regents) may (shall or must) appoint five (9) of the nominees, who shall constitute the board of pharmacy, and whose term of office shall begin August 1, 1910, one (three) of whom shall hold office for a term of one year, one (three) for a term of two years, one (three) for a term of three years, and so on, the fifth for a term of five years. The successor of the member whose term of office shall have expired, shall be appointed for a term of 5 (3) years. A vacancy in the office of any member, caused otherwise than by expiration of term, shall be filled by the Governor (Regents) for the unexpired term of such member. Thereafter, at each annual meeting of the New York Ph.A., 5 (9) licensed pharmacists shall be nominated by ballot, whose names shall be submitted to the Governor (Regents) from which number the Governor (Regents) may appoint one of the nominees to suceed the member whose term of office expires on the following July 31. Members of the State Board of Pharmacy shall be ineligible for reappointment for one year after the expiration of their respective terms of service." This last provision was stricken out, as was that requiring that the secretary of the board be a graduate in pharmacy.

The placing of the power to appoint members of the Board of Pharmacy and the restriction of this power to a certain number of nominees and to a certain locality proved the bone of contention. The consensus of opinion was that it would be far better to have the members of the board appointed by the Board of Regents, a permanent body, rather than by the Governor, who only holds office for two years, thereby keeping pharmacy as much as possible out of the hands of politicians.

Ulrich Wiesendanger said he thought the Governor wouldn't stand for the appointment of members by any other than himself. A. S. Downing, first assistant commissioner of the Department of Education, replied to this by stating that the Governor told him recently it didn't matter to him who appointed the Board of Pharmacy so long as it was appointed in the right manner. Mr. Downing said that his department didn't want to appoint the board, but would accept the responsibility if the bill became law. He also said that the Governor didn't care if the Brown Bill was altered so as to place the power of appointment with the Regents. As to the insertion of the word "must" or "shall" in place of "may" in the clause "the Governor may appoint 9 of the nominees," he knew that both the Governor and the Regents would object to such a restriction. If from 27 licensed pharmacists out of an association membership of perhaps 1400, 9 nominees must be appointed as members of the Board of Pharmacy, it was almost a certainty that 5 or 6 of the nominations would be compromises. The Governor or Regents would want the best men on the Board of Pharmacy and might desire to go outside of the 27 men nominated.

Mr. Downing drew attention to the fact that if the Regents appointed the Board of Pharmacy the ultimate responsibility would be shifted to the Board of Regents. Rules drawn by the former body would be submitted to the Regents and if not suitable could be returned for modification. It was quite likely, he added, that the Governor would have something to say in his message in regard to the pharmacy law.

Dr. W. C. Anderson, of the Brooklyn College of Pharmacy, favored placing pharmacy as far as possible under the Regents. The prerequisite law was the first step in this direction. He also favored an unrestricted power of appointment.

The provision requiring $2 annual registration fee was strongly condemned on the ground that the principle was wrong. Lawyers, doctors and other professional men paid a much lower annual fee. To some of those present it appeared in the light of a tax on honest men to enforce the law against dishonest men.

The bill provides that inspectors be licensed pharmacists and on this point there was considerable difference of opinion. Dr. Mayo, Dr. W. C. Anderson, Prof. Rusby and H. A. Herold did not think it necessary that all inspectors should be licensed, basing their arguments on the ground that a licensed pharmacist will not always sell to a licensed pharmacist, that an inspector with such qualifications would gain the ill-will of the retail trade and would be too well known to gather samples for analysis. Also that a licensed man might have favorites. Dr. Rusby said that he knew many inspectors and the best among them were not licensed pharmacists. In defense of the bill's provision were Commissioner Downing, President Stoddart and a number of others. C. H. Hitchcock proposed that the Rhode Island law be followed in this case. This law provides that the inspectors be licensed pharmacists and that such other assistants as are necessary be appointed.

The section regarding working hours and sleeping apartments was condemned by several as beneath the dignity of the profession; a pharmacist could sell his time and services as he pleased. Dr. Rusby expressed himself of the opinion that pharmacists should only work for a certain length of time, as their work had to do with the lives of those to whom they sold medicines and to prepare such medicines required a fit condition of health.

That part of the bill relating to adulterations received considerable criticism, Dr. Rusby claiming that if it went into effect as worded, New York State would be flooded with adulterated drugs, and F. E. Holliday asserted that it would mean the entire relabeling of drugs on hand.

Objections were raised to that part bearing on violations. Mr. Wiesendanger said violations were covered in three different ways in the bill, one of these classing a violation as a misdemeanor. The bill will be modified so as to bring violations under the head of misdemeanor, thus making it a State affair. The poison schedules were criticized as being antiquated and requiring revision.

OBJECTIONS TO N. Y. BOARD NOT SUSTAINED.

Attorney-General Says Bellinger Can Test Constitutional Question in His Supreme Court Appeal.

Much interest was manifested by the druggists of New York City in the announcement in the ERA of December 30 that Attorney-General O'Malley had denied the application made by Melvin E. Bellinger, a Brooklyn druggist who was recently penalized in $50 for permitting an unregistered clerk to sell medicines, asking for leave to bring action against the New York State Board of Pharmacy, claiming that the members of the present board are usurpers, intruders and unlawful holders of public office. All the members of the board were cited to appear before the attorney-general and a hearing was granted by the latter on December 8. Robert S. Conklin appeared as attorney for Bellinger, Henry A. Petersen for the Eastern branch of the board and Harold D. Alexander for the Middle and Western branches.

At the hearing, Mr. Conklin contended that there was nowhere on file in any public office the certificate of election of the present incumbents of the board, showing that they were members of the board. He also claimed that the law was unconstitutional in view of the fact that no definite course was specified as to manner and mode of election.

The respondents showed that the oath of office of each member had been filed with the Secretary of State at Albany and also explained to the Attorney-General as to how elections were conducted. It was argued that the Board of Pharmacy had a right to make rules and by-laws pursuant to the pharmacy law to provide the form of election.

Attorney-General O'Malley, on December 28, decided that it would not be expedient to allow an action or proceeding to be brought at this time on behalf of the people against the Board of Pharmacy to oust and displace the members of such board, and that the application of Bellinger to bring such action or proceeding be denied. The Attorney-General rendered this decision, claiming that Bellinger could himself raise the constitutional question in his case pending in the Supreme Court before the appellate division, second department. He expressed no opinion on the arguments advanced by the attorneys of either Bellinger or the board.

Assemblyman Conklin, when asked by an ERA representative for his opinion of the Attorney-General's decision, said he thought the opinion spoke for itself. The decision took neither side of the case, merely stating that it was deemed inexpedient at the present time to allow action to be brought.

3,000 Scientists Attend Two Great Meetings in Boston.

American Chemical Society Inaugurates New Division of Pharmaceutical Chemistry and Professor Stevens, of the University of Michigan, is Elected as the First Chairman—Boston Pharmacists Dine Professor Remington More Than a Thousand Papers on Pertinent Questions.

BOSTON, Jan. 3.—In the week which has just closed Boston entertained the greatest number of scientific men in its history. Over 3000 delegates registered during the six week days as attendants at the annual meetings of the American Chemical Society and of the American Association for the Advancement of Science. Meetings were held in Boston and Cambridge, in 36 different sections, and the total number of papers presented exceeded 1000.

A feature of special interest to pharmacists was the formation of a division of pharmaceutical chemistry of the A.C.S. which was effected on Thursday with the election of the following officers: Prof. A. B. Stevens, of the University of Michigan, Ann Arbor, Mich., chairman; J. M. Francis, Detroit, Mich., vice-chairman; Dr. B. L. Murray, of New York City, secretary; Prof. J. P. Remington, of Philadelphia, and Prof. Edward Kramers, of Madison, Wis., executive committee.

The officers which the American Chemical Society elected for the ensuing year are: President, W. D. Bancroft, Cornell; councillors-at-large, A. D. Little, Leo H. Baekeland and Dr. W. L. Dudley, Vanderbilt University; directors (two years), A. D. Little and E. G. Lowe; secretary, Prof. Charles L. Parsons, New Hampshire State College; treasurer, A. P. Hallock, New York City; librarian, Daniel D. Berolzheimer, New York City.

Prof. Nichelson, of Chicago, Elected President.

Prof. A. A. Nichelson, of the University of Chicago, was chosen president of the American Association for the Advancement of Science. These were elected vice-presidents: Mathematics, E. H. Moore, University of Chicago; physics, E. B. Rose, Bureau of Standards, Washington, D. C.; chemistry, G. B. Frankforter, University of Minnesota; mechanical science and engineering, A. Lawrence Rocth, Boston; geology and geography, J. M. Clarke, State geologist, Albany; zoology, J. Reighard, University of Michigan; botany, R. A. Harper, University of Wisconsin; anthropology and psychology, R. B. Dixon, Harvard; social science, T. E. Burton, Cleveland, Ohio; physiology, F. G. Novy, University of Michigan; education, A. Ross Hill, president of the University of Missouri. L. O. Howard, of the Smithsonian Institute, was elected permanent secretary; Prof. F. E. Clements, of the University of Minnesota, general secretary; Prof. J. E. Zeleny, University of Minnesota, secretary of the council. Fred C. Croxton, Washington, D. C., was elected secretary of the social and economic science section. It was voted to hold the next convention at Minneapolis and St. Paul.

Boston Pharmacists Dine Prof. Remington.

A dinner was given on Tuesday to Prof. Remington at the Boston City Club, and plates were set for 40. In the company were the leading men of the State and city in pharmacy and the trade, both wholesale and retail. The illness of President C. Herbert Packard, of the New England section of the American Pharmaceutical Association, was a matter of much regret, and in his absence the honor of presiding fell to John G. Godding. Beside Professor Remington, other guests were Dr. Harvey W. Wiley, of Washington; Professor Parsons, of the chemistry department of the New Hampshire State College; ex-President William F. Sawyer, of the Massachusetts College of Pharmacy; Professor Rosengarten, of Philadelphia; Professor Hartman, Ernest O. Engstrom, president of the Massachusetts State Board of Registration in Pharmacy, and Professor Nickerson, former professor of botany in the Massachusetts College of Pharmacy.

Professor Remington spoke about the work of decennial revision of the U.S.P. Dr. Wiley said a few words on the National Pure Food and Drugs Law. Other speakers were: Ernest O. Engstrom, Professor Parsons, W. F. Sawyer, Professor Nickerson, Treasurer Godding and Irving P. Gammon.

Others present were: Charles H. Davis, D. O. Wolff, C. F. Nixon, A. A. Burnham, W. C. Durkee, W. H. Puffer, W. S. Briary, J. Arthur Bean, H. F. Hawthorn, H. Heinritz, F. S. Schmidt, Charles F. Ripley, John Sawyer, William S. Flint, Peter J. McConnie, Fred L. Carter, W. H. Glover, F. O. Guild, E. L. Patch, E. L. Patch, Jr., Max Cramer, Dr. Perry, H. J. Brunnell, W. W. Bartlett, W. F. Sawyer, J. F. Finneran, Dr. J. W. Baird, L. D. Drury, Prof. E. H. La Pierre, C. A. Stover, L. A. Thompson, Prof. J. O. Jordan, F. F. Ernst, Dr. Frank Piper and A. Newton.

Fifty Per Cent of U.S.P. Deals With Chemistry.

In speaking of the revision of the U.S.P. before a section of the American Chemical Society on Wednesday, Professor Remington said:

"In Washington in May 1900, the United States Pharmacopœia Committee met to revise the book, and the American Chemical Society was extended an invitation to send delegates to the convention at the next decennial meeting, May, 1910. This was merely a lucky thought because at that time the Food and Drugs Act had not been passed and the work had not assumed the importance that it now has. At that time the Pharmacopœia was merely a reference book for such manufacturers as cared to use it. If their goods were above standard they advertised the fact, if they were below they ignored it. The law passed in 1906 requires all food and drugs to be up to the U.S.P. standard or to state on the label wherein they fall below. The result is to make the book of the most importance as the universal standard throughout the country."

Mr. Remington's careful study of the last Pharmacopœia showed that more than 50 per cent of the work dealt with pure chemistry, which gave a clear idea of the amount of work to be done by the chemists. He appealed to the members of the society to take up this matter, and said in closing: "While the health of the American Nation touches her very existence, may I not plead that the American Chemical Society rise to the importance of the subject and give its best labors and members to the service of making the next revision of the United States Pharmacopœia the best in the world."

Appeal to Chemists to Aid Revision.

"Chemists of the country should vitally interest themselves in the revision of the U.S. Pharmacopœia, which is the official Government classification of the standard qualities for drugs and chemicals. The health of the American nation touches her very existence and this health largely depends on the correctness of the book without which the food and drugs laws are useless. The book is not known to many of the general public, but its importance cannot be over-estimated and unless the chemists of the country rise to give their best endeavors for the much needed revision the danger to the public through misdirected legislation of drug regulation will be appalling."

George D. Rosengarten, of New York, chairman of the delegates from the American Chemical Society to the American Association for the Advancement of Science, took advanced ground in declaring that "the medical profession should be sole arbiters in the matter of selecting medicines to be added to the Pharmacopœia, as well as those which should be deleted."

"Will Make All Drugs Artificially."

Predicting that soon all drugs and medicines will be made artificially, C. Loring Jackson, presented an interesting paper on "The Constitution of Curcumine." The speaker described his experiments concerning the coloring matter of various herbs and other medicinals.

Mr. Jackson said: "Some investigations have previously been made on the substance curcumine, the coloring matter of the herb turmeric, commonly employed in analytical work, but no careful study of its constitution has ever been made by other investigators. After more than a year of work on this compound an iodine compound was finally isolated which was heretofore unknown to chemists, and it was possible by analysis of this compound to assign a formula to curcumine. Although the use of this particular substance is entirely technical, the investigation offers a new opening for the manufacture of artificial drugs, and, as Professor Whitney said in commenting upon the paper, it is for this reason of the utmost

[illegible] as well as drugs and medicines will be made artificially."

President Wilson R. Weaver, of the society, in commenting on the paper, during the general discussion that followed, said that these experiments [illegible] a new opening for the manufacture of artificial drugs.

Chemical Compound vs. Mechanical Mixture.

Louis Kahlenberg, retiring vice-president of the division of chemistry of American Association for Advancement of Science at Harvard University, spoke on "The Past, and Future of the Study of Solutions," saying in part:

"There is experimental proof against the ionic theory, the latest modern triumph of chemistry. The fact that the act of solution is really a chemical and not a physical phenomenon has been lost sight of by many of the able investigators of the dilute school. This serious mistake is worse than worthless, as it is misleading. A solution is a chemical compound of variable composition and not a mechanical mixture. We can no more attempt to answer the question why certain solutions conduct electricity and others do not than we can say why metal conducts and a bar of sulphur does not. These solution theories are not tenable as an explanation of the experimental phenomena observed or as a working hypothesis. If two solids, antimony-trichloride and camphor, be mixed together, they form a syrupy liquid. The same is true of antimony-trichloride and chloral-hydrate. But if cane sugar is used instead of camphor or chloral-hydrate, no liquid is formed. The question of why this is true is an idle one. Why does carbon burn and platinum not? We can only say it is because of the specific nature of the substances themselves. An electrolyte is the same as any other solution except that it conducts an electric current. We are entirely ignorant of the reason of this conduction."

Will Revolutionize Shipment of Fruits.

F. B. Carpenter, of Richmond, Va., at the meeting of the American Chemical Society, created considerable surprise by his recital of the great advance made in ripening fruit and bringing buds into bloom prematurely by the use of chemicals.

"Experiments have just been completed at the Arizona Agricultural Station," said Mr. Carpenter, "by which buds have been brought into full blossom for commercial purposes weeks before their natural time by the use of chemicals and the ripening of fruits has been hastened in the same way. It is believed that this process will result in shipping green fruits and ripening them on their arrival at their destination not only without loss but in a better condition as a food than when shipped in a ripe or half-ripe state.

"There are several fruits, such as dates, which hitherto it has been impossible to ship except in a preserved condition, that will now be as available to all the world in their natural states as bananas are today."

At the well attended general meeting on the third day of the convention of the American Chemical Society, papers were read by many of the leaders of chemical thought in the country, and a report of the international committee on atomic weights was presented by F. W. Clark, of the committee.

Value of Chemistry as College Course.

That chemistry, unlike the classics, deals fundamentally with the life of a living people, was the keynote struck by Dr. Lyman C. Newell, professor of chemistry at Boston University, in his address before the convention on "The Function of Chemistry in College Education." Dr. Newell said in part:

"The attitude of recent books and articles dealing with problems of the American colleges is pessimistic, capricious and whimsical. In vivid contrast to these rather destructive criticisms stand the chivalrous addresses of the men who recently have been inducted into the presidential chairs of the colleges.

"A general course in chemistry furnishes a peculiarly serviceable kind of information, its fabric of facts being a comparatively modern product. Unlike the classics and much history, chemistry takes the student not much farther back than the times of his grandfather. It deals with the life of a living people, and has a vital share in the large questions of sanitation and conservation, as well as of the physical welfare of all.

"The guiding principle underlying a general course of chemistry in a large institution is personal supervision. The lecture hall, class room, and laboratory cannot run themselves, nor can good results be expected from a minimum of personal presence. A small amount of teacher cannot transform a large amount of student."

Seeking the Source of Color.

The cause of color was discussed by Richard S. Curtiss, of the University of Illinois, in the section of organic chemistry, saying: "If we consider optical results in the light of recent ideas of the constitution of atoms, we must seek the final cause of color in a disturbance of the equilibrium of electrons within the atoms. Such a disturbed equilibrium might produce or affect ether vibrations of the order of those which produce color. Every appearance or change of color of a compound in salt formation is to be ascribed to molecular arrangement. A colored substance is one which has absorbed ether vibrations of a certain definite wave length. An eye of greater sensitiveness than ours would seek color in such substances as benzene, whose absorption bands in the ultra-violet are only discernible by their effect on the photographic plate."

EARLY HISTORY OF THE REXALL ENTERPRISE.

(Continued from Page 60)

probably fifteen or twenty in number, one of said meetings being held in Chicago and the remainder in the City of New York, and the complainant, Wm. B. Riker & Son Co., incurred considerable expense for traveling and entertainment in connection with such meetings.

When the defendant was preparing to manufacture, the complainant, Wm. B. Riker & Son Co., gave to it a great many valuable formulae for recognized remedies having a large sale. When the defendant was ready to sell goods the complainant, Wm. B. Riker & Son Co., ordered freely and laid in and kept up a large stock of its goods and in a number of instances paid for the goods in advance of their delivery in order to assist the defendant financially.

When the defendant commenced manufacturing it was in a building in Boston leased by the defendant from a corporation having its headquarters in the City of New York, and at the time negotiations for such lease were in progress said corporation applied to the complainant, Wm. B. Riker & Son Co., for information as to the standing and credit of the defendant and finally made the lease largely in reliance upon the fact that the complainant, Wm. B. Riker & Son Co., was interested in the defendant and that I was the president of the defendant. Thereafter the officers of the complainant, Wm. B. Riker & Son Co., many times were applied to for information as to the credit and financial responsibility of the defendant and many houses in the drug trade specially stated that they would sell goods to the defendant on credit only because of the interest of the complainant, Wm. B. Riker & Son Co., in the defendant and of my connection with the defendant as director and president.

Scope of Business Now Has Wide Range.

The articles made and sold by the defendant cover a considerable range. Originally the defendant was exclusively a drug manufacturing concern, but as its stockholders multiplied and its opportunities for marketing its products increased it added new lines, so that now it furnishes to its stockholders not only a complete line of medicinal remedies, made on approved formulae, but also numerous preparations for external application, other articles now commonly handled by retail drug stores. The candy, perfume and many other articles are sold under a number of trade names and trade marks, such as "Liggett's," "Saturday" and "Harmony," but all the medical remedies and some other articles are sold under the trade mark "Rexall."

All the products of the defendant are of high quality and have ready sales and the "Rexall" remedies in particular have a wide and favorable reputation and a great demand for them exists. Because of the quality and reputation of and the demand for the articles made and sold by the defendant and because the formulae on which many of said articles are made are secret and unknown to the complainants and the exclusive property of the defendant, the right to handle said articles has been valuable to the complainants and they are desirous of retaining said right and exercising the same to the utmost.

N.Y.R.D.A. Celebrates Birth of 1910 in Royal Fashion.

The banquet and dance held on New Year's Eve at Westminster Hall, 75 Lenox avenue, by the New York Retail Druggists' Association, was a tremendous success. Dancing began at 8.30 o'clock and continued until within fifteen minutes of the New Year. At this time, members and guests, 240 in number, took their places at the tables, but were hardly seated when all lights in the building were extinguished for three minutes or more. The uproar which followed was terrific and did not cease until the serving of the banquet. All attempts at speechmaking were drowned in cries of "Happy New Year! Leave it till next year." Dancing was resumed after the banquet and continued until 4 o'clock, but even at that hour the merrymakers were reluctant to leave for home.

Dr. Polk, his son, and Miss Lewin kindly consented to entertain the members and their guests and their efforts gained much applause. Dr. Polk and Miss Lewin sang, and Mr. Polk, who is an accomplished violinist, rendered a solo.

DIAMOND DYES

The Best Kind of Advertising

Selling Diamond Dyes is the best kind of advertising for your store.

For it not only brings new customers into your store, but gives you a chance to satisfy them—to tie them to you.

For Diamond Dyes never fail. They always give the most satisfactory results, and make satisfied customers.

Have a complete assortment of colors on hand, and get the full benefit of our national advertising campaign.

HERE IS THE TRUTH ABOUT DIAMOND DYES

It is a chemical impossibility to color Silk and Wool (animal material) and Cotton and Linen (vegetable material) equally as well with the same dye.

Any DYE Chemist will tell you this fact. Of course it sounds easier to trust to luck and use one dye for both. But remember, an economy is not real economy unless it is successful. Do not be misled by imitations of Diamond Dyes.

Recommend Diamond Dyes to Your Customers
They Will Thank You for It

WELLS & RICHARDSON CO., BURLINGTON, VT.

THE DRUG MARKETS

YEAR CLOSES WITH FEW PRICE CHANGES.

Orders Light But Indications Very Favorable for an Active Market Later On—Menthol Higher.

CHANGES SINCE LAST REPORT.

A—Asafetida, extra select	lb.	.90	— 1.00
Good, fair	lb.	.70	— .80
C—Blue Mass	lb.	.55	— .60
Powdered	lb.	.60	— .65
A—Buchu Leaves, short	lb.	.75	— .80
Powdered	lb.	.80	— .85
C—Dover's Powder	lb.	1.60	— 1.70
A—Homatropin, Alk.	gr.	.35	— .40
C—Iron Phosphate, gran., 1-lb. bots.	lb.	.55	— .60
C—Iron Pyrophosphate, scales	lb.	.52	— .57
A—Menthol, cryst.	lb.	3.25	— 3.50
A—Oil Cubebs	lb.	3.25	— 3.50
A—Potassium Glycerophosphate	oz.	.16	— .20
A—Sodium Glycerophosphate	oz.	.16	— .20
N—Sulphonmethane, U.S.P.	lb.	3.75	— 3.85
	oz.		— .32
N—Sulphonethylmethane, U.S.P.	lb.	6.25	— 6.35
	oz.		— .45
N—Thymol Iodide, U.S.P.	lb.		— 4.00
	oz.		— .35

NOTE—A, advanced; D, declined; C, correction; N, new.

See page 86 for Price List Changes and page 88 and following pages for Prices Current.

NEW YORK, Jan. 3.—The wholesale trade in drugs and chemicals is very quiet, owing to the tendency to order light at the turn of the year which, with many pharmacists, is the annual inventory season. It is too early in the month to say just what will happen, but the indications are all very favorable for an active market later on. The perplexing uncertainties of the tariff situation of last year are absent from the conditions which confront the buyer just beginning the new year, and he can now go ahead placing his orders reasonably sure that the business interests of the country will enjoy a certain measure of immunity from early change. Of the staple drugs, opium is reported dull, with quotations nominally unchanged. Quinine remains quiet but steady. Cubebs are firm with the consuming demand apparently lighter than on the date of our last report. Menthol continues in good demand and is higher. Quince seed is still steadily held. There is also a moderate export inquiry reported for American root drugs.

OPIUM—The market is quiet without any change in value. In Smyrna the market is reported quite active with sales amounting to 130 cases for the week ending December 10, and the opinion there is that higher prices must rule later on. The arrivals in Smyrna for the week ending on the date just mentioned amount to 1781 cases, against 1941 cases at the same period last year. The stock in all the primary markets since 1906 at the beginning of December is reported as follows: 1906, 2655 cases; 1907, 2556 cases; 1908, 3060 cases; 1909, 1015 cases. A cablegram from Smyrna on Friday last would make the spot desert cost here $5.90 per pound, and jobbers are quoting usual druggists' quality at $6.10@$6.25 for natural, $7.10@$7.25 for granulated and $7.10@$7.25 for U.S.P. powdered.

QUININE SULPHATE—A fairly good demand is noticed at regular prices for lots as wanted, but there is no particular inquiry for large amounts. The last Amsterdam sale of Amsterdam bread of cinchona bark off at 10.80 florins, a price about the same as that of the previous sale. The bark shipments for the first half of December were comparatively small, being only 520,000 pounds. The bark auctions to be held in that market during the present year have been scheduled as follows: January 13, February 17, March 24, April 28, May (no sale), June 2, July 14, August 25, September 29, October (no sale), November 3 and December 8. The demand for bark has been active, the prices which prevailed at the sale held in Amsterdam on December 9 being about 4 per cent higher than those which were obtained at the previous sale, and notwithstanding the offerings were light, nearly the whole amount was sold. The quantity to be offered at the auctions scheduled for this month and next will very likely be smaller, and if an active demand for quinine should set in, a firmer and possibly higher market must be looked for. In this market manufacturers' prices are steadily maintained on the basis of 14c. for bulk in 100-oz. tins.

QUINCE SEED—This article has been very scarce for some time and rather off grade. A duty of 10 cents per pound is exacted on importations and a recent shipment of handsome red French seed is offered in quantity lots at $1.10 per pound. For small parcels $1.50@$1.60 per pound is asked.

ASAFETIDA—Remains unchanged, although values are firm for standard grades. The imports are not large and stocks in foreign markets are reported low. Indications point to continued high prices. Jobbers quote extra select at 90c.@$1.00 per pound, and good to fair quality at 70@80c. per pound.

JUNIPER BERRIES—Primary markets report an active demand and great scarcity of good quality. Prices remain unchanged at 9@11c. per pound.

MENTHOL—Strong cables on Friday from primary markets have caused jobbers to mark up quotations to $3.25@$3.50 per pound and the general situation seems to indicate still higher prices.

ERGOT OF RYE—Both Russian and Spanish of good quality are reported to be in fair supply with prices ranging from 55@60c., as to quantity.

BUCHU LEAVES—Short variety is extremely scarce and firm at 75@80c. for the small lots available. The first arrival of new crop reported in London on December 29 consisted only of about 2000 pounds and no further parcels are offered from Cape Town. Long buchu is also stronger in sympathy with price quotations for short.

BAY RUM—The market is firmer, but without any change in value. The tendency, however, is upward and higher prices are not improbable. In barrel lots it is quoted at $1.50 per gallon, and all other sizes are on this basis.

LACTUCARIUM—The quantity of German produced this year has not been large. Primary markets are very firm and with a good demand the tendency is upward.

BLUE MASS—A slight advance is reported, 55@60c. per pound being quoted. Powdered, 60@65c. per pound.

HOMATROPIN—A revision of quotations has been effected, 35@40c. per grain being quoted for the alkaloid.

OIL CUBEBS—Owing to scarcity of berries oil of cubebs is considerably higher, $3.25@$3.50 per pound being asked.

EUPHORBIA PILULIFERA—Is in very short supply on the spot and quotations have been advanced to 30@38c. per pound.

LINSEED OIL—Owing to high prices consumers of linseed oil are holding off and consequently demand is light. Values are firm, however, jobbers still quoting 73@83c. per gallon for raw and 75@85c. for boiled. Flaxseed markets rule very strong with a good demand for seed from mills.

SHELLAC—The market retains a fairly steady tone, owing to the firm condition of the primary sources of supply. Heavy shipments are looked for during the next few months and there is a good prospect of a strong consumptive demand.

DIGITALIS LEAVES—Still continue scarce with none offered from abroad. For prime quality 40@50c. per pound is asked.

MESSINA OILS—Dull markets are reported, but there is no selling pressure and prices are without quotable change. Lemon, orange and bergamot are cabled very firm in the Messina market.

STAR ANISE SEED—Is in moderate consuming demand, and moving in a jobbing way at 33@38c. per pound, as to quality and quantity.

KAVA KAVA—Stocks are small and prices high. According to advices received from primary markets a few days ago, no fresh purchases can possibly arrive for several months.

COPAIBA BALSAM—South American is firmer and quotations for the better grades of pure have been advanced by importers. Jobbers quote 55@60c. per pound. Central American is scarce and the demand active, but prices remain unchanged at previous quotations.

SULPHONMETHANE—This pharmacopœial product, for which there is considerable demand, is now quoted by jobbers at $3.75@$3.85 per pound and 32c. per ounce.

SULPHONETHYLMETHANE—This product is also being prescribed and can be obtained at $6.25@$6.35 per pound; single ounces, 45c.

The Up-To-Date Post Card Specialist

INCREASES HIS PROFITS BY ORDERING

VIEW CARDS FROM EXPERTS

NEW DOMESTIC POST CARD FACTORY

With the additional facilities afforded by our New Local Post Card Factory, our equipment is made still better than ever before.

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Enables us to follow more closely than others the color scheme furnished by customers with their photographs.

We Make Delivery at Time Agreed Upon

We do not publish a larger quantity than your order calls for and then offer the excess quantity to your competitors at a lower price than you have paid.

For several years we have given the publishing of View Post Cards close and exhaustive study and are now the

Largest Publishers of View Cards in the U. S. and Canada

and therefore believe that no other firm is in a position to make a more attractive offer than we.

PRICE FROM

$6.00

Per 1000 and Upward

Orders placed now will be filled in ample time for your Spring Trade.

If interested, write us: we will at once forward you, without cost, our booklet with a full line of samples and all needed information, so that you will know exactly WHAT TO DO, HOW TO DO IT, and what we will do for you.

We make many different styles of View Cards, including Black and White, Hand-Colored, Blue, Green and Brown, in 500 of a subject and upward.

Best Grade in Colors, 6 to 10 shades—including our exclusive styles, Octochrome, Newvochrome, Mezzochrome and Sextochrome, in 1000 of a subject and upward.

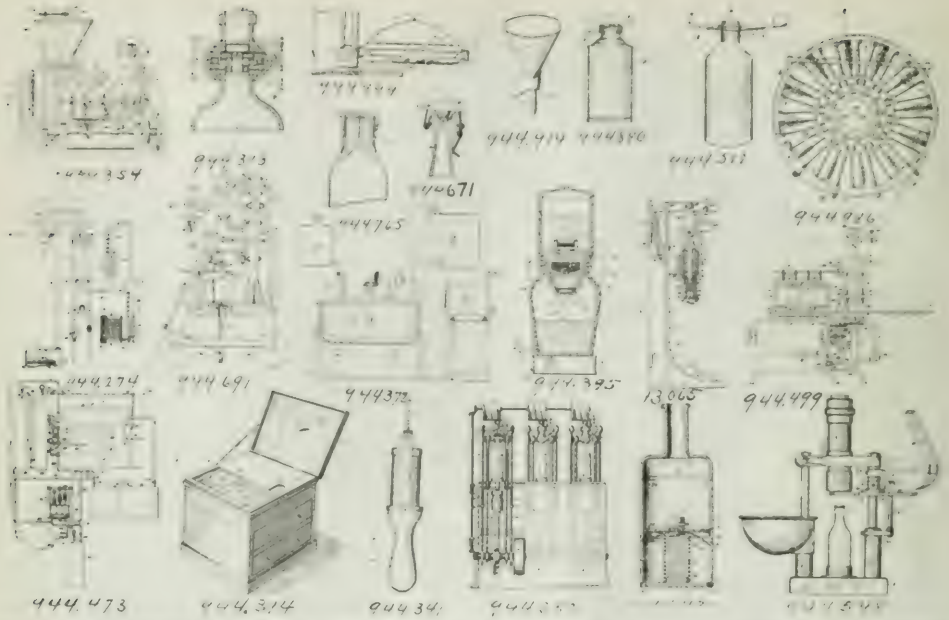
Shall we send our Catalogue of Fancy Post Cards?

Remember, EXPERT SERVICE, BEST QUALITY WORK, PROMPT DELIVERY, CLOSE PRICES, A SQUARE DEAL

THE AMERICAN NEWS COMPANY

9-15 PARK PLACE **Post Card Dept., Desk C** **NEW YORK CITY**

PATENTS, TRADE MARKS, ETC.



PATENTS.

Granted December 28, 1909.

944,274—Ernest H. Peabody, New York, N. Y. Automatic gas [illegible] apparatus.

944,313—Jacob H. Brown, New York, N. Y., assignor of one-tenth to Jacob Markewich, New York, N. Y. Non-refillable receptacle for fluids.

944,314—Charles Bunch, Johnson City, Tenn., assignor of one-half to Walter Wells, Baltimore, Md. Means to facilitate the application of paste to labels.

944,341—Moses Marx and James L. Rude, Denver, Colo. Powder holder and shaker.

944,352—Henry A. Allwardt, Detroit, Mich., assignor of one-half to William J. Stapleton, Detroit, Mich. Bottle filling and crowning machine.

944,354—Charles H. Ayars, Salem, N. J., assignor to Ayars Machine Company, Salem, N. J., a corporation of New Jersey. Can-filling machine.

944,372—Martin Mugdan, Nuremberg, Germany, assignor to the firm of Consortium für Elektrochemische Industrie G. M. B. H., Nuremberg, Germany. Process of preparing organic compounds containing the acetyl group.

944,395—Guido J. Wiggenhorn, Los Angeles, Cal. Water [illegible].

944,439—Jeremiah J. Hourihan, Troy, N. Y. Non-refillable bottle.

944,473—George von Ach, Newark, N. J. Apparatus for making oxygen.

944,499—Paul Polnisch, Philadelphia, Pa., assignor to Wm. C. Schwebel, Philadelphia, Pa. Bottle-washing machine.

944,512—William Schroeder, Dubuque, Iowa. Device for locking corks in bottles.

944,548—Lemuel R. Freyer, Sacramento, Cal. Crown cork feeding [illegible].

944,671—Franz Gerhard, Traben-Trarbach, Germany. Bottle [illegible].

944,691—Albert Philippoteaux, Rheims, France. Machine for making glass bottles and like articles.

944,738—Windeler Loose, Bremen, Germany. Medicament for diseases of the mucous membrane.

944,765—Jules Bengue, Paris, France. Stoppering for bottles intended to contain volatile liquids.

944,890—Emil Meyers, Weissensee, near Berlin, Germany. Receptacle with sprinkler-hole in a cap.

944,914—John F. Rugg, Ottumwa, Iowa. Funnel.

944,957—Rudolf Eberhard, Munich, Germany. Water-glass compound and process of making the same.

944,986—Anders A. Pindstofte, Frederiksberg, near Copenhagen, Denmark. Bottle-cleaning machine.

944,994—Godfried Laube and Hattie R. Laube, Santa Monica, Cal.; said Godfried Laube assignor to George N. Bartlett, Los Angeles, Cal. Sticky fly-paper holder.

REISSUE.

13,065—Thomas J. Levey, Washington, D. C., assignor, by direct and mesne assignments, to the International Cap & Sealing Machine Co., a corporation of Maryland. Bottle [illegible]ping machine.

TRADE MARKS.

Published December 28, 1909.

41,539—Mrs. Nettie Harrison Co., San Francisco, Cal. Class 6. Face powders and creams, face bleaches, toilet waters, etc.

41,811—G. H. Mullen, Guyandotte, W. Va. Class 6. Medicinal oil.

43,008—Ameen F. Haddad, New York, N. Y. Class 6. Perfumery, face powder, toilet water, etc.

43,009—Ameen F. Haddad, New York, N. Y. Class 6. Perfumery.

44,593—Daniel A. Casella, New York, N. Y. Class 6. Capsules containing medicine for venereal troubles.

44,713—Narcisse Caron & Co., Methuen, Mass. Class 6. Remedies for the relief of rheumatism, lame back, pain in the chest and side, etc.

(Continued on Page 70.

Copyright 1909 TRADE MARK or PATENT, with 64 page Booklet on LEGAL TRADE-MARKS, PROTECTIVE PATENTS and FOOD AND DRUGS ACT, sent for 25 cents.
G. H. DAVIS, Attorney, 908 G St., N.W., Washington, D. C.

$100,000 IS OFFERED FOR DISCOVERY OF A CONSUMPTION CURE

Added impetus has been given the hunt of noted scientists and physicians in all parts of the world for a cure for tuberculosis by the announcement that a prominent Yale Alumnus has offered a prize of $100,000 to the first person who discovers a cure for the victims of the great white plague.

The $100,000 prize has been placed in the hands of trustees. These men, together with some twenty prominent physicians, will compose the jury or commission which is to decide the merits of the cures submitted.

It is understood that the commission will meet four times a year in New York City and pass upon the cures that are submitted for the prize. These remedies have numerous tests, all of which are set down in the rules regarding the offer, and it must take a two-thirds vote of all the jury to award the prize.

In order to prevent the commission being bothered with bogus remedies, one of the conditions is that remedies must have been in use for at least five years, and that there must be testimonials from authoritative persons that cures of tuberculosis have been made with it.—*From Philadelphia North American, Nov. 23, 1909.*

Eckman's Alterative may be obtained from jobbers.

Write us for special local newspaper offer over dealer's name.

Many of the principal druggists throughout the United States are now running the advertising and report excellent results. Sales, in many instances, show a gain of several hundred per cent.

PROOF

for Eckman's Alterative

Not claims, not theory, but actual evidence of cured people shows what this wonderful remedy will do.

Better than experiment, better than theory, is the actual evidence of people who have been given up by reputable physicians, and who have been restored to health through the use of

Eckman's Alterative

Not alone ordinary throat and lung trouble, but cases that have been pronounced actually tuberculosis (consumption) by authorities have yielded to the extraordinary virtues of this remedy, which is gaining world-wide attention.

HERE IS EVIDENCE:

Philadelphia, Jan. 28, 1909.

Gentlemen: About 10 years ago I began to be troubled with a cough. This gradually became worse, until it annoyed me so much I could not sleep, together with night sweats and pains in my chest. I commenced to worry, as I was losing my appetite and had become so thin and weak I could not attend to my household duties, so I consulted a physician, who pronounced my disease Tuberculosis or Consumption. Not being satisfied, I was examined by the physicians of the Polyclinic Hospital, and they also pronounced my disease Consumption. My sputum was examined and found to contain Bacillus. I was then advised by the physicians to go to a Consumption Hospital, and by taking good care of myself might live a year. While making preparations to go to this hospital my nephew called to see me and would not allow me to go until I tried a remedy he had heard of,—Eckman's Alterative. As I had given up hope of getting well, I allowed him to get it for me, as it might be a temporary relief. This was about nine years ago when I commenced taking the Alterative. Before I had taken the medicine three weeks I had marked relief; night sweats ceased, pain in breast relieved, cough became loose and easy, fever left me and I commenced getting well until my health became normal. I have been in excellent health now over eight years, and I am completely cured.

(Signed)
(Mrs.) MARY WASSON,
225 S. 4th Street,
Colwyn (Darby), Pa.

Philadelphia, Aug. 15, 1909.

Gentlemen: Replying to your request for particulars of my sickness several years ago, I was sick about a year and a half before I heard of Eckman's Alterative. My trouble began with a cold and affected the lower part of my left lung. I had cough at night and fever, but not in the day time. The trouble was so deep-seated that it penetrated my side and affected breast and side from near my shoulder to the lower end of the lung. Altogether I had sixteen different openings that discharged. Not all of these came at once, perhaps three or four was the most at any one time. I was examined by several doctors who said I had consumption and while they didn't tell me it was hopeless, they said so to other members of my family. I was so discouraged about myself that I wouldn't have kept on with the Alterative had not my aunt kept me at it.

While there was improvement, still I didn't get well right away; but after a while I got better rapidly. I don't remember how much medicine I took, but I took it for over a year perhaps as much as eighteen months, and since then I have never needed or taken any medicine and have no sign of the old trouble, except the scars, which I do not expect will ever leave me.

I am in perfect health now, and have been for eleven years, or since taking your remedy for Tuberculosis. (Signed)

(Mrs.) FRANCES ROHLAND CRANE.
4242 Pennsgrove street,
Philadelphia, Pa.

Amenia, N. Y., July 9, 1908.

Gentlemen: On February 9, 1908, I came to Amenia from Rochester, N. Y., suffering with Tuberculosis. My Rochester physician gave me one month to live if I continued in my work. I was having terrible night sweats and midday chills, and was also losing flesh rapidly, having been reduced to 135 lbs., against 155 lbs., my average weight. I coughed and raised continually every night, and became so weak that walking but a few feet exhausted me greatly. Our family physician in Amenia gave me but little encouragement after a complete examination. I began taking Eckman's Alterative immediately. The night sweats disappeared in a few days, as did the mid-day chills, and I began soon to desire food, whereas I had no appetite for months before. Instead of raising all night long, I found that the Alterative caused me to raise in the morning, thus affording me a good healthful night's sleep. The amount raised increased at first, but soon became less, and now I have not the least symptom of Tuberculosis. My health is good and my lungs are strong and sound, and I am again weighing 155 lbs. I attribute my present healthy condition to Eckman's Alterative and feel certain that had it not been for this remedy I would not be alive today.

Sincerely yours,
E. H. COWLES,
Care of Rev. J. J. Cowles,
Park Manse,
Amenia, N. Y.

ECKMAN MANUFACTURING CO.

Market and Sixth Sts. PHILADELPHIA, PA.

BUSINESS RECORD

Changes in Ownership, New Drug Stores, Incorporations, Fires and Other Commercial Matters of Interest to Wholesale and Retail Merchants.

Supplement to The Era Druggists' Directory.

CALIFORNIA—Los Angeles—J. A. Hasselman, 5440 Central avenue, has sold his stock to Wm. Dougherty.

COLORADO—Manitou—S. W. Wright, recently deceased, has been succeeded by Dr. B. B. Creighton.

FLORIDA—Lakeland—M. M. Boswell & Co. have been succeeded by Central Pharmacy; W. R. Groover and F. D. Bryan, proprietors.

GEORGIA—ATHENS—Power Drug Co.; R. B. Haywards has sold his interest in the firm to F. C. Power; style of firm will remain the same.

IDAHO—PARMA—J. McIntosh has been suceeded by C. E. Wyman.

ILLINOIS—Ogden—Wm. McKinley has been succeeded by W. W. Sherman.

IOWA—BELLEVUE—Chas. Dierkes, Son & Co., have been succeeded by the Bellevue Pharmacy.

Chelsea—M. J. Shea's store was succeeded by Leeds Bros.

Des Moines—Lloyd Coon Drug Co. will open a new store at Locust and Walker streets early in January.—Leon Pierson, Ninth and School streets, has been succeeded by John G. Wohlgemuth.

OSAGE—Kane Bros. have dissolved partnership. W. P. Kane will continue the business alone.

RENBURG—City Drug Store, it is reported, store destroyed by fire.

WASHINGTON—F. L. Stolte has been succeeded by the Ross Drug Co.; D. J. Ross, proprietor.

KANSAS—MUSCOTAH—W. D. Beven & Co., it is reported, store damaged by fire.

PAOLA—Geo. H. Hall has been succeeded by the Humphrey Drug Co.

WINFIELD—W. H. Somermier has sold his store to A. K. Snyder.

MICHIGAN—BATH—Fred J. Glass, it is reported, store damaged by fire.

MISSOURI—SALEM—Salem Drug Co., reported store damaged by fire.

NEBRASKA—FREMONT—Otto Pohl Drug Co., reported store damaged by fire.

NEW YORK—BROOKLYN—F. Clendinning, 1745 Flatbush avenue; new store.

Buffalo—Max Hanchett, 457 Broadway, has been succeeded by J. W. Fletcher Drug Co.—H. V. Rosa, 295 Genesee street, has been succeeded by Wm. Dietschler.

GLOVERSVILLE—Evan M. Davis, 139 North Main street, has been succeeded by N. D. Phillips.

LESTERSHIRE—Geo. R. Story has moved his store to Endicott, N. Y.

NORTH DAKOTA—GARDNER—Geo. R. Cook, it is reported, store destroyed by fire.

OHIO—AKRON—Sellwood-Vogler Drug Co., 122 Main street, have been succeeded by the Harper Drug Co.

CINCINNATI—Albert G. Fromme, 343 Eastern avenue, has been succeeded by John H. Messemer.

Cleveland—A. J. Maurer, Euclid avenue, opposite Noble Road, will open a new store about January 1.

ZANESVILLE—Chester A. Baird, Main and Fifth streets, has purchased stock and fixtures of the Andrews Pharmacy, and moved into Main and Fifth streets location with former stock, discontinuing the store at 524 Main street.

OREGON—RICHLAND—Aitken & Co. have been succeeded by Chas. E. Barber.

PENNSYLVANIA—CARLISLE—J. E. Seebold, 28 South Hanover street, has been succeeded by Eckels Drug Store.

Chester—Frank J. Parrish has sold an interest in his business to Edwin L. Study; style of the new firm will be Study & Parrish.

PHILADELPHIA—Progressive Pharmacy, 7910 South Seventh street, have moved their store to Sixth and Fitzwater streets.—Landis Drug Co., 11th and Bainbridge streets, have been succeeded by A. M. Shiffer.—C. F. Myers, Fifth and Cumberland streets, has been succeeded by D. H. Reighter.—Nicholas & Wiser, Third and Washington streets, have been succeeded by S. Nicholas, M.D.

SHENANDOAH—Wasleys Pharmacy, 106 North Main street, reported store damaged by fire.

SOUTH GREENSBURG—South Greensburg Drug Store; new store; F. F. Marsh, proprietor.

TEXAS—NAVASOTA—Quinn Drug Co. has been succeeded by the T. E. Bowen Co.

WISCONSIN—MILWAUKEE—E. M. Krembs, 21st and National avenues; new store.

New London—Trayser & Co., it is reported, store damaged by fire.

TRADE MARKS.

(Continued From Page 68.)

44,909—J. D. Riedel Aktiengesellschaft, Berlin, Germany. Class 6. A remedy for rheumatism and grippe.

45,001—Foster Dack Co., Council Bluffs, Iowa, and Chicago, Ill. Class 6. Ointment.

45,313—International Cork Company, Brooklyn, N. Y. Class 50. Bottle stoppers.

45,317—Brooklyn Bottle Stopper Co., Brooklyn, N. Y. Class 50. Bottle stoppers.

45,318—Emma J. Wilson, Zanesville, Ohio. Class 6. Remedies for rheumatism, neuralgia, sore muscles, enlarged and stiff joints, etc.

45,482—Morgenstern & Co., New York, N. Y. Class 6. Medicinal preparations used as and in the form of suppositories.

45,539—Joseph Emile Heroux, Woonsocket, R. I. Class 6. Medicinal wine.

45,720—Edwin Cudlipp, New York, N. Y. Class 6. Dental creams.

45,816—Jeremiah W. Strausbaugh, Strasburg, Va. Class 6. Remedy for gapes, cholera and roup in poultry and for cholera morbus and cramps in human beings.

45,822—The Zymole Company, New York, N. Y. Class 6. A remedy for colds and la grippe.

45,859—Badische Anilin & Soda Fabrik, Ludwigshafen-on-the-Rhine, Germany. Class 6. Chemicals used in reducing, discharging and bleaching.

A New Edition of the Era Key to the U.S.P.

The latest edition of this important and valuable pocket companion has just been completed. It embodies all the additions to and the latest corrections in the U.S. Pharmacopeia, 8th Rev., hence is strictly up to date, authoritative and reliable. Since its first production this condensed manual has proved its value to an ever increasing circle of users among physicians, pharmacists and students. Conveniently arranged for quick reference, it embodies all the information regarding official simples and preparations necessary for prescribing or compounding. The physician finds it an efficient office and bedside companion, the pharmacist gives it prominent place upon the prescription desk. Made to fit handily in the vest pocket, it is offered in two styles of binding, at prices so reasonable that every druggist can well afford to procure it for his own use and, in quantity at a special price, to distribute liberally among his prescribing physicians. For this latter use the Era Key is supplied with the druggist's card printed on the front cover, as an advertisement. It is worth while to read the advertisement in this issue and to write for special quantity prices.

Good Live Copy for Promoting the Drug Business.

The druggist alive to his opportunities is an active advertiser in the promotion of his business. He is especially appreciative of all suggestions, hints and other aids to render his advertisement snappy and full of pulling power. He therefore will find of great service the book of 100 drug store advertisements for newspapers, circulars, show cards, etc., offered (in this issue) by G. C. Roberts, Farmington, N. H. Five cents is surely little enough for a piece of good, live copy, 100 for five dollars.

Some men pay their organization dues as if the money was glued to their fingers and had to be pried off.

FORWARD!

That an aggressive "forward" policy is appreciated by our customers all over the world, has again been demonstrated to us through the fact that our 1909 business was considerably the largest of all our 55 years of existence.

The institutional spirit of 'doing things right" which permeates our organization, and which has made Stearns Quality mean the highest standard of excellence in manufacturing pharmacy, guarantees to our patrons a promptness of service and liberality of treatment that explains their loyalty to us.

The best token of our appreciation is to be found in our fixed purpose to render even better service during 1910.

FREDERICK STEARNS & CO.
DETROIT, MICH., U.S.A.

WINDSOR, CANADA LONDON, ENG. NEW YORK CITY

SUPRACAPSULIN

Solution 1-1000

A superior solution of the Active Principle of the SUPRARENAL GLAND. *Permanency Guaranteed.* It is right in every respect—Absolutely Aseptic.

RELIABLE AT ALL TIMES

When you use **Supracapsulin** you get the expected results. Specify "CUDAHY'S" on your prescription.

THYROID U.S.P.
Powdered
Tablets—3 and 5 grs.

OVARIAN
Powdered
Tablets—5 grs.

Samples and literature on request.

THE CUDAHY PACKING CO.

NEW YORK
BOSTON

PHARMACEUTICAL DEPT.
SOUTH OMAHA, NEB.

CHICAGO
SAN FRANCISCO

BUSINESS NOTICES

Adrenalin in a New Package.

In addition to the ampoule vials in which it has hitherto been supplied, Adrenalin Chloride Solution is now being marketed in hermetically sealed glass containers of 1 cubic centimeter capacity. "Adrenalin Ampoule" is the name given to designate the new package, and the solution is of the strength of 1 to 10,000 (one part Adrenalin chloride to 10,000 parts physiologic salt solution). In their announcement of the ampoule Parke, Davis & Co. have this to say:

"Adrenalin Chloride Solution has become a necessity in medical and surgical practice. The most powerful of astringents and hemostatics, it lends itself to many practical uses and at little risk of injury in reasonably careful hands. Since the time of its introduction it has been marketed in ounce vials, and of the strength of 1:1000. Experience has shown, however, that a weaker solution is much more frequently required than the "full strength"; and while it is generally an easy matter to dilute with water or normal saline solution, in certain emergencies an already fully diluted preparation is to be preferred. While the danger of deterioration from occasionally opening a vial containing a solution of Adrenalin Chloride is not great, still, in consideration of the fact that a dose is needed now and then for hypodermatic injection, it is believed that the small hermetically sealed package will be welcomed because of its greater convenience and security."

As will be apparent from the foregoing, the Adrenalin Ampoule is intended for hypodermic use. It should be of great value in such emergencies as shock, collapse, hemorrhage, asthma, etc., or where prompt heart-stimulation is desired.

Price Protection for the Retail Trade.

Retail druggists who seek the restoration and maintenance of full prices on proprietary articles, and practically every druggist has that desire, will study with keen interest the announcement of A. S. Hinds, Portland, Me., in this issue, of his plan for the protection of prices on the celebrated Hinds' Honey and Almond Cream. While not perfect, this plan appears as near perfection as any yet offered. It is practically on a one-price-for-all basis, while conserving the rights and privileges of both jobbers and retailers. There is no contract to sign, the safeguard against violation being the integrity of the dealer and the desire to increase profits. The plan in its entirety and detail is presented in the new price list of A. S. Hinds, dated January 1, and effective January 15, 1910, a copy of which has been mailed to every member of the drug trade. If a copy has failed to reach you be sure to write for one. With a system of liberal discounts on purchases and with a Special Cash Rebate for maintaining prices among the trade and to consumers, the plan needs only that co-operation afforded by the druggist's own business interest to make it a great success. It is not without precedent, as such a plan has been used successfully in other instances.

Ammonol Chemical Co.'s Products.

Ammonol, an antipyretic and analgesic, with its numerous preparations; Nutrolactis, a galactagogue for nursing mothers; Gal-e-tone, a general tonic; Piperazine-Midy, uric acid solvent; and the Pasteur Sero-Vaccins are products emphasized in a combination advertisement appearing in this issue. Inquiries addressed to the Ammonol Chemical Company or to any other of the firms mentioned in the advertisement, will bring all desired information regarding the nature and uses of the products named, prices, etc. The demand for them is steadily growing, fostered by intelligent and ethical advertising to the medical profession. A call for any of these articles should not find the druggist's store shelves bare of stock.

Chemicals of Attested Merit.

The agitation for chemicals of standard purity necessarily concerns every druggist and the pharmaceutical profession in general have exerted wide influence toward the enactment of Federal and State laws bearing on the subject. It is an aphorism that "reliable chemicals are necessary for definite therapeutic results," and in this connection we direct the attention of our readers to the products of the Powers Weightman-Rosengarten Company, manufacturing chemists, which for many years have received the preference of leading physicians, pharmacists and manufacturers, because of their purity, uniformity and general excellence. The goods of this well-known company can be obtained from all jobbers at prices no higher than those ruling for the brands of other reputable manufacturers.

Gray's Ointment Has Ninety Years' Record.

The history of Gray's Ointment, manufactured by W. F. Gray & Co., Nashville, Tenn., affords a striking demonstration of success won solely by merit and word-of-mouth advertising. Until the past year newspaper or journal advertising has never been employed. Back in 1820 Dr. W. W. Gray, in Raleigh, N. C., first made this ointment, which is therefore, perhaps, the oldest ointment on the market. He was succeeded by his son, W. F. Gray, also a doctor, in 1850, and upon the latter's death a year ago, the business descended to his children. Ninety years' record, in the same family, passing through three generations. Gray's Ointment is recommended for all external diseases, its exceptional value and curative qualities being well attested by the host of cures which are to be attributed to it. The announcement in this issue and an inquiry to the manufacturers will afford additional and specific information. Druggists interested in handling a ready-seller of this nature will do well to write for details.

California Fig Syrup Co.'s Special Free Goods Offer.

The California Fig Syrup Co. desire widespread publication of the fact that the time limit on their Special Free Goods Offer has been extended from January 1 to May 10, 1910. The details of this offer are presented in their advertisement in this issue. The attractiveness and liberality of the proposition have appealed with special force to the retail trade, and the ready acceptance of it by so many druggists has compelled the time extension to enable all enterprising retailers to take advantage of it. This is one of those opportunities nowadays presented to druggists to increase their profits and increase their sales at the same time. Syrup of Figs and Elixir of Senna is a standard, regular seller everywhere, and the liberal discounts, the free goods, and the special advertising offered by the company constitute an inducement to the shrewd buyer that he is quick to recognize and accept. The druggist who is awake to his opportunities reads the advertisements regularly in search of just such opportunities.

Sale of Bath Cabinets Increased by Advertising.

The Robinson Manufacturing Company, of Toledo, Ohio, manufacturers of bath cabinets of various descriptions, co-operate liberally by local newspaper advertising with their druggist customers. Particulars are to be found in their advertisement in this issue. They report as a result of their newspaper work many good-sized orders from localities where, as yet, none of this special advertising has been done, showing thus its cumulative and expansive effect beyond local limits. They are at present advertising very extensively through the West, a few days ago closing contracts with 100 additional newspapers. Aside from this co-operation, they supply the druggist with a fine line of advertising matter, lithographs, counter display cards, a small model of a cabinet to display on the counter, circulars for the mail and for customers, and, in short, all the printed matter a druggist can reasonably use to advantage.

Valentines of Every Kind for Every Taste.

Valentines and druggists are almost synonymous, for unquestionably the druggist sells a preponderating majority of the valentines annually disposed of. There are styles and fashions and fads and an old stock will not move; everything must be new and fresh and up-to-date. The affection and sentiment which usually inspire valentine sending are fresh and ever new, so must be the evidence thereof. Therefore the druggist who wants to be prepared for February 14, 1910, must place his order for valentines now and see that he gets the right kind of goods. The American News Company, New York, can supply every taste and desire with the most up-to-date productions, and at most alluring prices. Write for the comprehensive and fully illustrated catalogue which describes and prices all manner of valentines, from the penny comics to the high-priced elaborate mechanical effects. Their advertisement is elsewhere in this issue.

Our Free Samples—a revelation.

The most delightful way to make a bouillon, and the only way which entails no opening of cans, digging into messy jars, or fussing with vegetables, spices or seasoning is to use

"STEERO"

Bouillon Cubes

Place one cube in a cup, pour on boiling water and stir—**instantaneously** you have a cup of the richest, most savory and most delicately seasoned bouillon.

Steero Bouillon Cubes are made from beef and all the vegetables, spices and seasoning recommended by expert chefs. They are immensely popular in Germany, where they originated.

Send for Free Samples

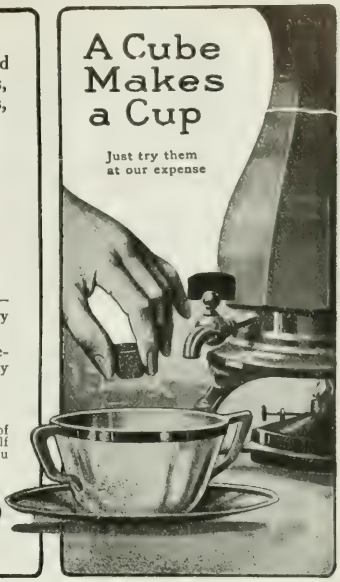
No description of Steero Bouillon Cubes can convey an idea of their convenience, quickness or quality. Cost only two and a half cents per cup. All these are proved by the samples we send you free.

Write us a postal and let the samples introduce to you the most delicious bouillon made.

Distributed and Guaranteed by

Schieffelin & Co., 178 William St., New York

Made by American Kitchen Products Company



For Winter Trade

Use L. & F. Products

There Are None Better
We Name a Few Leaders

EXTRACT WITCH HAZEL
PYRAMID COCOA
RUSSIAN PARAFFIN OIL
COD LIVER OIL
CAMPHOR ICE
COCOA BUTTER
OIL ROSE (VIRGIN)

EMULSION COD LIVER OIL
WHITE PINE EXPECTORANT
OLD GLORY COLD CREAM
ADEPS LANAE
WILLSON'S ZINC OXIDE
FLORAL WATERS

We are Headquarters for High Grade Botanicals
New Crops Now Available. Inquiries Solicited

LEHN & FINK New York

BUSINESS NOTICES

Grand Rapids Show Cases Sell Goods.

Goods well displayed are half sold. Hence the particular care given by progressive merchants to the equipment of their salesrooms with the most efficient of show cases, the kind that gives the best display. The requisites in such a case are good material, reliable construction, convenience in use, and the proper means for the exhibition of the goods to the best advantage. The Grand Rapids Show Case Company have won a most enviable reputation for cases of highest excellence, in styles to suit all tastes. They have recently largely increased their factory facilities and are better prepared than ever before to build and quickly deliver a single case or a complete store outfit in any desired style and finish. They solicit an opportunity to bid on any contemplated order, and will be pleased to send their descriptive catalogue to all dealers who will write for it.

Standard American Watches and Jewelry.

Many a druggist cudgels his brain to decide upon profitable side lines. He cannot stick solely to pharmacy and drug handling, for under present conditions he is compelled to be a general merchant. His calling is two-fold in character: he must prosecute both professional work and ordinary business merchandising. Therefore the proposition set forth in our advertising pages by Rogers, Thurman & Co. will appeal to him with special force, namely, to install a department for the sale of standard American watches and solid gold and gold filled jewelry. The terms and provisions of this proposition are such as make it safe and bring it within the means and power of any dealer, and are set forth in detail in their advertisement and in the handsome and valuable catalogue which they will send free to any inquirer. It may pay you to investigate this opportunity.

Star Rubber Co.'s Specialties.

The Star Rubber Company, Akron, Ohio, specialize in druggists' rubber goods, offering a line embodying new ideas which commend it at once to dealers and their customers. The Star Seamless Water Bottles are the only seamless bottles ever made. They are cast whole, and are even and smooth throughout. In syringes, combinations, gloves, nipples, in fact all rubber sundries, the Star brands are distinctive. Upon request they will send catalogue and a free copy of "The Blood of Venus," a thrilling little romance, handsomely bound and illustrated, designed for distribution to the people by the dealer as a trade winner.

MacKellar's Powdered Willow Charcoal.

Wood Charcoal is a most important pharmaceutical commodity, employed as a clarifying and purifying agent, and it is likewise of considerable medicinal utility. There is charcoal and charcoal, however, and a poor article is worse than useless for any purpose; the best only will satisfy. MacKellar's Powdered Willow Charcoal costs no more than inferior qualities, but the user of it can rest assured that he has the best obtainable. It is offered in pound packages, guaranteed, and bearing the maker's stamp of identity and purity. Specify MacKellar's when ordering.

Elite Cloth Cleaning Pad.

The B. L. Williams Manufacturing Company, Inc., are advertising in this issue the Elite Cloth Cleaning Pad, a device which conveniently and quickly removes all manner of stains from all manner of fabrics. It is put up in attractive style, one dozen on a show card, and by reason of this display is a ready seller. The pad itself and the show cards are protected by patent and registration. Obtainable from all jobbers.

Appropriate Fountain Service Equipment.

Daintiness in serving is a prime factor in the success of the soda fountain. Both hot and cold beverages assume a finer taste better when served in appropriate ware, and the customer will come again. No matter how excellent the drink itself, if it be served in a sloppy manner in glass or cup of common ware and unattractive appearance, the ultimate failure of that fountain is sure. The Rockford Silver Plate Company, Rockford, Ill., make a line of appropriate service equipment especially suited to the needs of the better class of soda fountain patronage. By using the coupon in their advertisement their complete descriptive price list may be obtained. Something of their wares is needed by every dispenser of hot soda this winter and of cold soda next summer.

Mortar Signs for Druggists a Good Investment.

The Rotary Sign Company, 14 East 42d street, New York City, offer the druggist a brilliant, attractive sign that is particularly appropriate to his business. It is in the shape of a mortar, its lettering showing silver by day and fire by night, lighted by electricity at a cost of but one cent an hour. It can be seen for blocks, and such is its nature that it compels and holds attention, guiding customers to the store. What the possessor of one of these signs thinks of it is told below.

Braintree, Mass. *Campello, Mass.*

CHAS. R. HILLBERG & CO.
PHARMACISTS.

Rotary Sign Co., N. Y. City:

Gentlemen:—We consider your sign a fine investment. It more than paid for itself the first month in increased business. Yours truly, CHAS. R. HILLBERG & CO.

National Colortype Co.'s Colored Post Cards.

Post cards of American manufacture are now being used in preference to the imported European cards. The National Colortype Company, of Cincinnati, Ohio, have in particular made great strides in the perfection of colored cards, devoting many years to experimentation and the improvement of processes, particularly for the production of high-grade, hand-colored cards. To such an extent have these improvements been effected that they are now able to deliver orders in from two or three weeks, in contrast to the four to six months required to procure foreign cards. They will be pleased to send a sample set of post cards to any inquirer who will mention the ERA.

Eckman's Alterative Unquestionably Excellent.

The Eckman Manufacturing Company, of Philadelphia, present correspondence in their advestisement in this issue corroborative of their claim that Eckman's Alterative exerts directly curative effects in the treatment, not alone of ordinary throat and lung troubles, but in cases that have been pronounced actual tuberculosis. Their advertisement presents also the prize offer of $100,000 for a consumption cure, and the inference is that Eckman's Alterative should stand a good chance to secure this award. The advertisement is interesting reading, and the preparation exploited is unquestionably excellent.

Supracapsulin of Guaranteed Permanence.

Supracapsulin is a superior solution of the active principle of the suprarenal gland, of guaranteed permanence, absolutely aseptic, reliable at all times, in strength 1:1000. It is manufactured by The Cudahy Packing Company (Pharmaceutical Department), South Omaha, Neb., who likewise supply Thyroid, U.S.P., powder and tablets, and Ovarian, powder and tablets. "Cudahy's" should be specified on physicians' prescriptions and druggists' trade orders. Samples and literature supplied on request by the manufacturers.

Watch Repairing for Druggists.

Certainly a new and novel idea is that presented in the advertisement of the United Watch Company, Madison and Market streets, Chicago, Ill., in this issue. They will repair any watch, regardless of its condition, at a cost not below 50 cents and not above 95 cents. This enables the druggist who has a watch and jewelry department to get his repair work done at a great saving of money, time and trouble. An inquiry for information will bring full details, also their complete catalogue, ready February 1.

Arc Light Starts Ceiling Blaze.

STANLEY, Wis., Dec. 27.—Fire was narrowly averted in the Wolf drug store at Thorp, near here, recently, when an overheated arc light started a blaze on the ceiling. The damage was light.

CAREFULLY PREPARED PHARMACEUTICALS

PHARMACEUTICAL SPECIALTIES

ASK FOR OUR PRICES

HENRY K. WAMPOLE & COMPANY

—Incorporated—

Manufacturing Pharmacists, Philadelphia, U. S. A.

NOTE THE FINISH OF OUR GOODS

PRIVATE FORMULA WORK

BUYER'S LABEL PREPARATIONS

Many Thousands of Dollars Worth of Good Trade is Coming Your Way

150,000 complimentary orders on you for "Medium" Saline Laxative (see form below) are going to the medical profession right now and *you'd better watch out.*

TO SAVE YOUR TIME AND OURS

[Exact size of this card. Be sure you get the right one.]

Assuming that you would like a sample of this preparation for personal (family) use, if you will take or send this card to your druggist he will do the rest, returning the receipted card to us when we will replace his stock without charge for goods or delivery.

RECEIPT: I have received the bottle of Abbott's Saline Laxative, exact size of this card, from

Druggist.....

Dr......

Town.....*State*.....

Doctor: Take a few early-morning doses yourself (a good heaping cap-full) and then you'll know all about it.

If you are pleased with the goods, kindly specify "Abbott's" on your prescriptions. Three sizes (this is medium). Usual Sales prices: 25c., 50c., $1.00

NOTE:- Druggists will return cards to us monthly for convenience of shipping in quantity, and we will replace goods at once.

The Abbott Alkaloidal Co.
Ravenswood, Chicago

We've written you all details in advance of this. If you have failed to receive, or have misplaced our letter, write us at once.

CO-OPERATE, PUSH IT ALONG AND YOU'LL GET REPEAT CASH ORDERS TO BEAT THE BAND.

Dispensed at regular (usual) prices, these goods will net you over 50 per cent. Replaced goods will be sent direct or through your jobber as we elect—no expense to you. Send your cards here to Chicago, once a month as suggested, or at your convenience as they accumulate, and we will do the rest.

IF YOU HAVEN'T OUR TRADE PRICE LIST GIVING YOU THE DETAILS OF OUR FULL LINE WRITE US AND SAY SO.

The Abbott Alkaloidal Company

Home Office and Laboratories, Ravenswood, Chicago

NEW YORK ST. LOUIS TORONTO, CANADA SEATTLE LOS ANGELES LONDON, ENGLAND SAN FRANCISCO

A Great Convenience for Soda Fountain Patrons.

Customers do not like to stand when drinking soda beverages, but are compelled to do so because there is little room in the store for chairs and tables. In such case the adjustable table, pictured and described in our advertising pages by the Combination Display Table & Adjustable Fixture Co., most certainly meets the emergency satisfactorily. They are quickly set up, occupy little space, make available many an odd corner, and please the patrons. The cuts (in the advertisement) show the construction of the tables, while the illustration accompanying this notice affords graphic proof of their utility, convenience and practical value. They are made in various styles and of various materials, and are ornaments to any store.

Cocaine Law to Be Amended So City Will Get Fines.

CHICAGO, Jan. 3.—At the suggestion of the Department of Health, the committee on health recently recommended that the municipal code relating to the sale of cocaine and other drugs be amended to agree with the State law. Under the present system prosecutions must be begun under the State law in order to secure convictions, and the State gets the fines. If prosecutions can be begun under the city ordinance the city will get the fines.

Coffin & Price Succeed Ladd & Coffin.

Ladd & Coffin, the well known manufacturers of Lundborg's perfumes and other toilet specialties, 24 Barclay street, New York, has been succeeded by Coffin & Price, the transfer having been effected to date from January 1. John B. Ladd, the sole owner of the business of Ladd & Coffin for many years, retires on account of ill-health.

The members of the new firm, T. J. Coffin and W. C. Price, have both been identified with the business since boyhood. Mr. Coffin is a relative of the late Sturgis Coffin, one of the founders of the firm, and of Mrs. Ladd, the wife of J. B. Ladd. Both Mr. Coffin and Mr. Price are well known for their knowledge of perfumery and they enjoy an extended acquaintance in their own and allied lines. It is safe to say that they will continue the business along progressive lines.

Mr. Harper's Former Store Again Sold.

WASHINGTON, Jan. 3.—Stone & Pool have sold their store at 609 Pennsylvania avenue to Edmunds & King. The latter were formerly in the service of Z. D. Gilman. The transferred business was formerly that of R. N. Harper and it was with that business and his headache medicine that he started on the road to wealth. Mr. Harper is now one of Washington's wealthy men and a bank president.

Hegeman Corporation Acquires Two More Drug Stores.

Hegeman & Co., of this city, has acquired the drug stores of the F. W. Kinsman & Co., located at Eighth avenue and 125th street, and Broadway and 80th street. The transfer took place the first of the present month. Charles Bailey will remain as manager of the 125th street store under the new ownership and Mr. McCutcheon has been placed in charge of the Broadway store.

Michigan Retail Druggists' Association.

C. A. Bugbee, president, has called a meeting of the Michigan Retail Druggists' Association for February 1 and 2, at Grand Rapids, to consider important matters. The membership is now more than three hundred.

Dioxogen

H_2O_2 12%

THE PURE PEROXIDE OF HYDROGEN

What Kind of People Buy Dioxogen?

Mr. Pharmacist, have you considered the kind of people who buy DIOXOGEN at your store? Are they not among the very best customers you have? Are they not people who *appreciate* and *demand* quality in *everything* they buy?

Doesn't your best judgment tell you that DIOXOGEN, the *Pure* Peroxide of Hydrogen, is the kind every first-class druggist who values this quality trade ought to push?

As a question of policy you cannot afford to run the risk of losing trade of this class by pushing the sale of *any* article of doubtful quality. You cannot *afford* to *recommend* the kind of peroxide the five and ten cent stores sell—the acetanilid kind. You cannot afford to place your store upon that plane.

The Oakland Chemical Co. is the only manufacturer of peroxide who is helping *the druggist get* business. DIOXOGEN magazine advertising drives trade *to the drug store*, and *away* from the five and ten cent stores and department stores where cheap acetanilid peroxide is sold at less than it costs the druggist. If you want to know how to identify your store as a DIOXOGEN store in your community, write for folder *"How We Will Help YOU Sell DIOXOGEN."*

The Oakland Chemical Co., 98 Front St., New York, N.Y.

A King of Optimists

may be like a cart without a horse—something that of itself will not progress—something that stands still.

The Logical Way

to build a business is under your own name—for yourself, your heirs and assigns. And the logical way to work for *yourself* is to go beyond the usual successful non-secrets and into the business about which it is human nature for women to talk. We can furnish you full formulas for the best sellers in Extracts, Toilet Water, Creams, Talcums, etc., with all orders for perfume bases.

The Charles E. Sholes Company

Finished Perfume Bases, Volatile Oils, Accessories

11 Cité Trevise
PARIS

16½ Front Street
NEW YORK

COLD, RAW, WINTRY DAYS SUGGEST

HORLICK'S

MALTED MILK

The Original and Only Genuine

Served Piping Hot in Quaint Mug or Dainty Cup, with Crisp Salted Wafers

This formula will appeal to your Fountain Patrons. Try it—

Horlick's Malted Milk .....2 tablespoonfuls (heaping)
Whipped Cream .....2 tablespoonfuls (heaping)
Chocolate Syrup .....1½ ounces

Stir well, making smooth paste. Add Hot Water to fill container. Top off with Powdered Nutmeg.

Attractive Hot Soda Fountain Advertising Material sent, free and prepaid, upon request.

HORLICK'S MALTED MILK COMPANY

Slough, Bucks., England
Montreal, Canada

Racine, Wis., U.S.A.

MOURNING DEATH OF LATE MAHLON N. KLINE.

Directors of Company of Which He Was Head Express Their Grief in Sympathetic Resolutions.

At a special meeting of the board of directors of the Smith, Kline & French Co. held December 1, the following preamble and resolutions were unanimously adopted:

[illegible] Board of Directors of the Smith, Kline & French Co. [illegible] through the sudden [illegible] to eternal life of our esteemed President and friend but mourning through our sorrow [illegible] that the Great Master whom he so nobly [illegible] has called him to a commensurate reward, even as he would have wished it to be, and being well impelled in our personal grief that could come nearest to [illegible] we can extend the hand of sympathy, helpless though we be to ease their suffering, we do [illegible] and [illegible]

We do [illegible] to [illegible] the [illegible] of that full life [illegible] We would submit [illegible] this record upon [illegible] for [illegible] influence in the business world in the [illegible] he has made upon the civic and religious life of his country, and, most of all, deeply imbedded in the hearts of all who have known him, there are monuments [illegible]

Resolved, That, on behalf of all in interest of this company, we record the deep personal loss which we feel through the sudden death, on the twenty-seventh day of November, one thousand nine hundred and nine, of our President, Mahlon N. Kline, and of our appreciation of the help his life has been to [illegible]

Resolved, That we do extend to those whose loss is greater than ours, in their grief for husband and father, our deep sympathy, and ask that they believe with us that even the depths of their sorrow contain the assurance that a life was well lived, and the promise that, for him, death will have no sting.

In Memory of Messrs. Kline and Spiehler.

Executive board of the Manufacturing Perfumers' Association of the United States, through President J. Clifton Buck and Secretary Walter T. Hathaway, has adopted and sent to the families of the late Mahlon N. Kline and Adolph Spiehler memorials regretting the deaths of those former members of the association.

In the drug business particularly, a fat head generally begets a starved mind

ACID PACKING REGULATIONS ARE MODIFIED.

Excelsior, When Treated With a 25 Per Cent Solution of Calcium Carbide, Can be Used in Barrels.

The committee on regulations for the transportation of inflammables of the National Wholesale Druggists' Association has issued a circular relating to modifications in the regulations for shipping nitric acid. According to tests made by the Bureau of Explosives of the American Railway Association upon excelsior treated with a 25 per cent solution of calcium chloride such excelsior has been found suitable for packing nitric acid, as the acid will not ignite the packing if containers are broken. The bureau has accordingly approved the use of excelsior properly treated, and it reports that the gross weight of a barrel containing bottles of nitric acid, packed with a treated excelsior, should be about 219 pounds, as compared with a gross weight of 200 pounds when dried excelsior is used.

While the regulations have heretofore prescribed the use of a "case" for packing bottles of specified acids, there will no longer be any objection by the Bureau of Explosives to the use of a barrel packed with treated excelsior for shipping the acids if barrel is made as safe as a case. It is understood, however, that the use of a barrel will not be approved if the packing material therein is objectionable or when of such a nature as to sift to the bottom and increase the danger of breakage of bottles.

Talking Machines Too Much for Janesville Merchants.

Druggists of Janesville, Wis., in company with other merchants, have filed a protest with the city council against the nerve-racking talking machines maintained by most of the West Side 5 and 10 cent theaters. Among the signers of the petition were the Badger Drug Company and the Reliable Drug Company. The city attorney has been ordered to have the nuisance stopped. It seems that "My Wife's Gone to the Country, Hooray, Hooray," screeched out over and over again by a squeaky parody on Mr. Edison's great invention, is the piece which caused most of the trouble and which threatened druggist, banker and doctor with nervous prostration.

Hot Drinks at the Soda Fountain
ARE BECOMING MORE POPULAR EVERY DAY

ADD TO THAT POPULARITY BY USING

R.S.P. CO.'S Rockford Quality SILVER PLATED SERVICE WARE

We have a full line of appropriate service equipment especially suited to the needs of the better class of Soda Fountain Patronage.

All Jobbers carry and recommend our line

Perfect service guarantees satisfaction—"R. S. P. Co.'s" Silver Plated Ware guarantees perfect service.

ROCKFORD SILVER PLATE CO.
ROCKFORD, ILL.

ROCKFORD SILVER PLATE CO.,
Rockford, Ill.

Please send us complete Price List of the R. S. P. Co.'s Silver Plated Hollowware.

Signed .....

Address .....

My Jobber is .....

If you find it hard to believe that a *good* typewriter (the *best*, in fact) can be sold at $65, *give yourself the benefit of the "doubt."* Try a

ROYAL STANDARD TYPEWRITER $65.00

AND BE CONVINCED

After an inspection of the ROYAL you will agree that we do not overstate the case when we say, "You cannot buy a *better* typewriter at any price."

Druggists—Ask for complete information regarding the Special Machine for Druggists and Physicians, with diagram of Medical Keyboard and specimen typewritten label.

ROYAL TYPEWRITER CO.
Royal Typewriter Building
364-6 Broadway NEW YORK CITY

A Rattling Good Business Proposition!

Up to $200 a month sales from three feet of showcase space!

Enterprising druggists all over this country are increasing their store sales from $100 to $200 a month.

Everywhere our plan has met with overwhelming success. It has taken the business men of this country by storm.

We want to make you this same proposition now—we want to help you increase your store sales from $100 to $200 a month.

Millions of dollars clear profit are made from the sale of watches and jewelry every year. Last year the people of this country spent over $90,000,000 for jewelry. And please remember there is more than 100 per cent clear profit on this class of goods for the retailer. Why not get in line for your share of the profits?

Here's our proposition—read it over carefully.

You have a big patronage, a large acquaintance and many friends. You sell them their drugs. Somewhere they are going to buy watches and jewelry—why don't you sell it to them?

For years we have been showing merchants all over this country how to make three feet of showcase space add hundreds of dollars to their yearly income.

We want the opportunity to show you. Ask for our big business building proposition.

Please remember that this is a high class proposition. We want to help you get into the watch and jewelry business. We handle only standard make American watches, solid gold and gold filled jewelry.

We will furnish you with a stock of goods, including watches, jewelry, silverware, clocks and everything necessary for a complete up-to-date jewelry department.

We also furnish you with a large, handsome morocco bound catalog, printed on enameled paper, bearing your name in gold letters on the cover. This book with its thousands of beautiful illustrations will bring you many big orders, and remember this means 100 per cent profit to you.

Our big free course in watch repairing will qualify you and your clerks for a large weekly increase in your store profits.

Write today for our great wholesale jewelry catalog. Ask us for our big business building plan. It will interest you. Please act today while this matter is fresh in your mind. And please understand that this request for catalog puts you under no obligation to us.

[6] **ROGERS, THURMAN & CO.** *Wholesale Jewelers* 106 WABASH AVENUE *CHICAGO, ILLINOIS*

GERMAN APOTHECARIES LISTEN TO INSURANCE

Plan Entertainments, Elect A.Ph.A. Delegates and Do Other Business of Interest to the Members.

Dr. William C. Anderson, of Brooklyn, was the principal speaker at the monthly meeting of the German Apothecaries' Society held in January, his subject being "Fire Insurance" with particular reference to the claims and insurance offered by the American Druggists' Fire Insurance Company. He stated that this company had been called into being by the excessive rates of old line companies. Repeated complaints had been made to the old companies of the exhorbitant charges for insuring drug stores, but they stated that nothing could be done to lower the rates. The retail druggists then proceeded, three years ago, to organize a company themselves, and one which is now operated under the laws of every State in the Union and had a fully paid-up capital of $250,000. The highest risk taken on any drug store was limited to $3000 and insurance was placed by the company only on one store in a block. When a fire loss occurred the adjustment was placed in the hands of retail druggists, the insured thus having his claims adjudicated by men familiar with the business.

In opening the meeting President Kleinau presented his greetings to the members for the New Year, and Treasurer Lehman read a communication from Prof. Virgil Coblentz in which he expressed his appreciation to the members for having appointed him chemist of the verein. A letter of thanks was also received from Oscar Goldmann and family and Dr. William Balser and family for the resolutions of sympathy sent to them in their late bereavement.

Emil Roller, chairman of the scientific committee, read his annual report reviewing the lectures of last year and requested members to suggest subjects for lectures during the coming year. S. V. B. Swann gave a detailed report of the conference which met at the New York Board of Trade to discuss the proposed draft of a new pharmacy bill.

Secretary Gilbert, chairman of the entertainment committee, announced that he had selected the following members as his associates for the coming year: Henry F. Albert, Felix Hirsemann, Hugo Kantrowitz, Robert S. Lehman and Geo. T. Riefflin. He also stated that the entertainment to be held on the evening of January 20 at the society's rooms, 192 Third avenue, promised to be a great success. The committee had engaged the Manhattan Ladies' Quartette and Lederhaus' String Quartette for the evening. Arrangements had also been almost completed for the 59th annual ball of the society which is to be held at Terrace Garden on February 24.

Paul F. Gebicke's report of the "mortuary fund," read by Treasurer Lehman, showed a membership of 121, three having joined during the year. At the close of the year the cash balance was $347.34, which was deposited in the People's Bank. There were no expenses during the year, but since January 1 a check of $120 had been sent to the widow of the late Emil P. Wendler.

President Kleinau called for nominations as delegates of the society to attend the next annual meeting of the American Pharmaceutical Association to be held in Richmond in May, and the following were elected: Otto Raubenheimer, Emil Roller, Dr. Geo. C. Diekman, Dr. William C. Alpers and Hugo Kantrowitz.

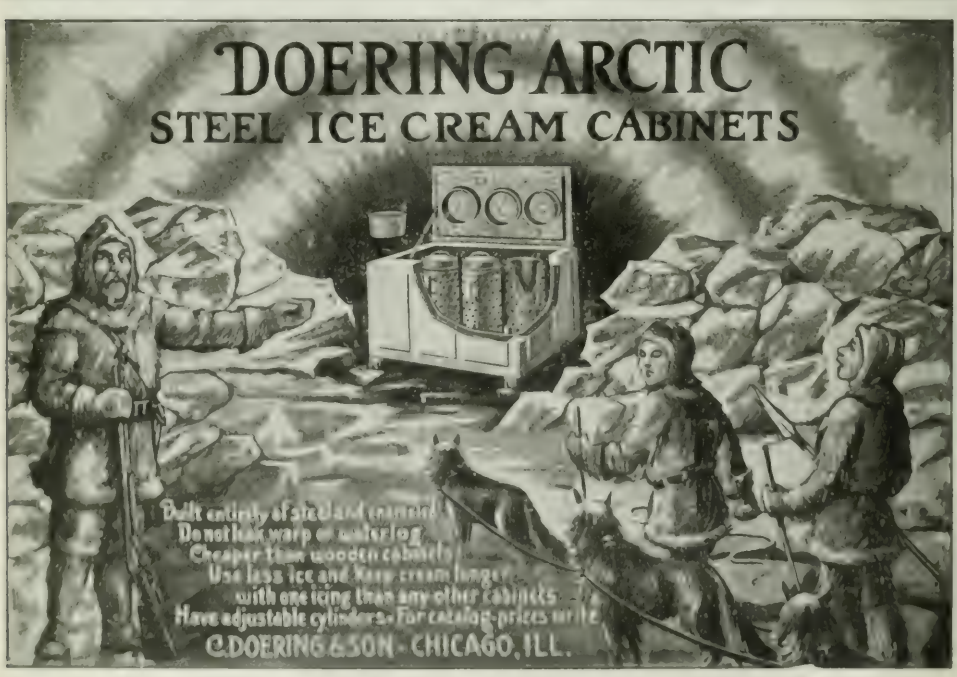
C. A. Kalish, 60 Wall street, Manhattan, was re-elected as attorney of the society. Prof. J. U. Lloyd has promised to deliver an address at the February meeting.

Eastern Lilly Men Have Holiday Luncheon.

A number of Eastern representatives of Eli Lilly & Co. gathered at a luncheon at the New York Drug and Chemical Club during the holiday week. Among those present were: C. R. Cosby, manager of the New York branch; S. W. Abel, Brooklyn; Col. John W. Lowe, Boston; L. C. Tinker, Providence, R. I.; R. L. Ireland, Reading, Pa.; W. H. Meyers, Scranton, Pa.; W. H. Newton, New Haven, Conn.; M. H. Kleine, Brooklyn; E. F. Pfaff, New York City; P. J. Hartley, Boston, and H. L. Winner, Newark, N. J.

Drug Company Suffers Severe Loss From Fire.

SYRACUSE, N. Y., Jan. 3.—Fire which broke out recently on the fifth floor of the eight-story building of C. W. Snow & Co. caused a loss estimated at $50,000.


DOERING ARCTIC
STEEL ICE CREAM CABINETS
Built entirely of steel and enamel
Do not warp or water log
Cheaper than wooden cabinets
Use less ice and keep cream longer
with one icing than any other cabinets
Have adjustable cylinders. For catalog prices write
C. DOERING & SON - CHICAGO, ILL.

AGENCY FOR *Whitman's* CHOCOLATES AND CONFECTIONS

A Sign that People are Seeking

"With money in their hands"

Our system of selling our package Chocolates and Confections through selected, protected sales agencies makes it a little difficult, sometimes, for the public to buy Whitman's.

Whitman's are not "on sale everywhere."

Every mail brings inquiries "Where is your agency in——?" ranging all the way from Eastport, Maine, to Santa Barbara, California

We limit our sale to protected agencies and cultivate close relations with each agent, endeavoring through each store to supply *fresh* packages to all the fine candy trade that it can possibly reach. We send inquiries to his store, advertise him to the best people by *direct advertising*. But we can't reach the transient trade. He must attend to that.

The costly "general advertising" of Whitman's in the leading publications is all in the interest of the local agent.

The store that has the Whitman agency does wisely to see that the outside display signs are large enough and striking enough to let everyone who passes by *know* that the Fussy Package (and all the others) can be bought inside.

Millions of well-to-do Americans who want the best are hunting the Whitman agent everywhere.

If you have the agency—or if you should get it—*let these people know.*

Write for new catalogue of packages in true colors, samples of advertising matter and our offer to the leading druggist.

STEPHEN F. WHITMAN & SON, Inc., FOURTH AND RACE STREETS *Philadelphia, U.S.A.*

MONEY, TIME and TROUBLE SAVED the DRUGGIST

Who Has a Watch and Jewelry Department

THE GREATEST OFFER EVER MADE

Any Watch Repaired

Regardless of Condition

For Not More Than 95c or Less Than 50c

All material included in this offer with the exception of Pallet Fork and Arbors, Hair Springs and Dials, which are extra. *All work guaranteed. Only skilled workmen employed.* All work returned within five days from the day it is received. We do watch repairing, jewelry repairing, and engraving of all kinds. OUR PROPOSITIONS CANNOT BE BEAT. Write for our complete catalog, which will be ready for mailing the first of February.

THE UNITED WATCH CO., Inc.

DEPARTMENT R

Madison and Market Streets, 7th Floor Hunter Bldg., CHICAGO, ILL.

KEEN RIVALRY AT HOLIDAY BOWLING MATCH.

New Feature, Introduced by New York Wholesale Association, Meets With the Favor of the Members.

The New York Wholesale Drug Trade Bowling Association had a club night on Monday, December 27, instead of the regular tournament schedule bowling. These club nights are a new feature introduced for the first time during the present season. Interested members of the association meet for bowling and social intercourse, and they forget for the time being the keen rivalry of the more serious business of the tournament bowling. On the Monday night between Christmas and New Year special interest was added through the donation of a number of prizes, and the meeting was very enjoyable.

George T. Rieflin, of Sharp & Dohme, donated a $10 gold piece; the Worrall Tatum Company, a traveling bag; W. P. Ritchie, of Bruen, Ritchie & Co., a set of military brushes, and Dr. H. C. Lovis, of Seabury & Johnson, an umbrella. The first prize was awarded for the highest score game of the evening; the second prize for the highest average in the first two games; third prize to the man making the most strikes in the first two games; fourth prize to the man getting the most splits in the first two games.

The result was that Mr. Critchley, of Dodge & Olcott, won the first prize with the high score of 188; Mr. Carr, of Parke, Davis & Co. won the second prize with an average of 165. Mr. Smith, of Seabury & Johnson, won the third prize for making the most strikes in the first two games; Mr. Cahill, of Eimer & Amend, won the fourth prize for getting the most splits in the first two games—namely, seven. There was a tie for third prize between Mr. Smith and Mr. Ulrich, of Dodge & Olcott, which was won by the former in the roll-off.

Less valuable, but quite interesting, were the consolation and booby prizes offered by the bowling committee, which consisted of porous plasters containing suitable inscriptions and directions for using. The consolation prize went to Mr. Gillette, of the Corn Products Refining Company, for low score, and the booby prize was presented with appropriate remarks to the president of the association, Mr. Rieflin, who had the distinguished honor of being the donor of the first prize and the winner of the booby. His bowling was of a high order, but he had the misfortune of bowling one "poodle." The bowling committee seized upon this as a pretext for conferring upon him the distinction of winner of the last prize.

There are three more club nights scheduled on the bowling club's schedule on the Monday nights falling on January 24, February 21 and on April 4, when is the closing night of the association's season, when also the prizes for the tournament will be awarded to the contestants.

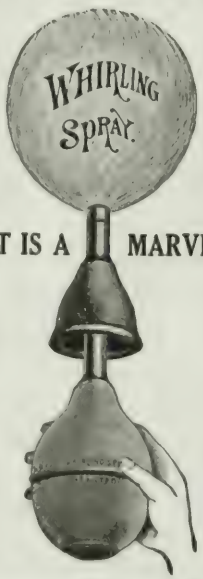
Legality of Trading Stamps at Issue.

WASHINGTON, Jan. 3.—Within the next few days it is expected that Judge Mullowny will hand down a decision as to the legality of the business of selling trading stamps and vouchers. When the cases of the District of Columbia against William B. Kraft, of the Economy Co-operative Society, and Walter J. Gregory, of the Sperry & Hutchinson Co., were called in police court recently the defendants were charged with engaging in a gift enterprise. Attorneys Frank J. Hogan and A. S. Worthington filed briefs, asking that the informations against their clients be quashed. Mr. Worthington also asked that he be allowed additional time in which to file papers, which was granted. It was stated by counsel that if Judge Mullowny's decision is adverse to their clients, the cases will be taken to the United States Supreme Court.

It is held by the District government that the two companies are violating the law relating to gift enterprises. Counsel for the accused companies contended that there is no comparison between the cases at present and the case decided by the Court of Appeals some time ago, which held that there had been a violation of the law by a prominent firm engaged in selling trading stamps. Counsel also contended that all elements of chance had been removed, and that the stamps now issued are redeemable in cash at any time and in any amount, whereas in the case decided by the Court of Appeals the stamps were not redeemable for cash.

A "live" druggist must do more than merely live.

THE MARVEL "WHIRLING SPRAY" SYRINGE



IT IS A MARVEL

WAS AWARDED THE GOLD MEDAL, DIPLOMA, AND CERTIFICATE OF APPROBATION, BY THE SOCIETE D'HYGIENE OF FRANCE, OCTOBER, 9, 1902,

as the latest and best improvement in Vaginal Syringes. Particular attention is called to the fact that by reason of its peculiar construction the Marvel Syringe dilates and flushes the vagina with a volume of whirling spray, which smooths out the folds and permits the injection to come into contact with the entire surface, instantly dissolving and washing out all secretions and discharges.

FULLY PROTECTED BY PATENTS
ALL JOBBERS SELL IT

THE MARVEL CO.

Sole Proprietors

44 E. 23rd St. NEW YORK

BRANCH OFFICES

Paris, France ..... 42 Rue du Marche
London, England .. 11 Queen Victoria Street
Sydney, N. S. W., Australia, 416-418 George St.
Montreal, Can., National Drug & Chemical Co.

MacKellar's

When you order Powdered Willow Charcoal Specify MacKELLAR'S.
If you insist on MacKellar's, you will get it, you will pay no more, and you will know that you have the real WILLOW (Salix) Charcoal, guaranteed under the law. Look on the package for the words: "Prepared at MacKellar's Mills. Peekskill, N. Y."

R. MacKELLAR'S SONS COMPANY
Established 1844 PEEKSKILL, N. Y.

CHARCOAL

A Fair Profit to the Dealer—A Low Price to the Consumer

BORDEN'S MALTED MILK

Our Bonus Plan Makes This Possible

¶Write today for particulars of the greatest food proposition ever offered to the retail drug trade.

MALTED MILK DEPARTMENT
BORDEN'S CONDENSED MILK COMPANY ℒ NEW YORK CITY

Use the New (5th) Edition
of the

ERA POISON AND LIQUOR REGISTER

for keeping an accurate record of all Poison and Liquor sales. This new edition contains more than 50 pages specially ruled and printed on good ledger paper and adapted for use in every State. It also contains a **Complete Digest of the Poison Laws in all States.**
This book is substantially bound in stiff boards.

A necessity in every Drug Store

Price, 60 cents per copy, postpaid

D. O. Haynes & Co., *Publishers*
90 William Street - New York City

There is Nothing "JUST AS GOOD"

A "Formula" introduced by the late Mr. Planten Over 70 Years Ago

POPULAR FOR GENERATIONS

PLANTEN'S (TRADE MARK) C & C OR BLACK CAPSULES

(REGISTERED IN U. S. PATENT OFFICE

Beware of "NEAR GOODS," "NEAR NAMES," and Imitations

ONE OF THE OLDEST AND BEST REMEDIES FOR

Chronic and Acute Gonorrhoea, Gleet, Urethritis

H. PLANTEN & SON Founded 1836 **BROOKLYN, N. Y.**

BOARD EXAMINATIONS

Massachusetts.

BOSTON, Jan. 3.—Of the 14 candidates for registration in pharmacy who took the examinations in the regular class examined in December, only five passed successfully. They were: Leo E. Comeau, Gloucester; Walter L. Douglas, Cambridge; Charles H. Knott, Boston; Peter P. Mitchell, Malden; Benjamin H. Shute, Somerville.

The following were granted assistant certificates: Margaret A. Dale, Hartford, Conn.; George Mazel, Boston; Allen T. Miller, Boston; Nicholas H. Nevler, Boston; Arthur R. Ward, Waltham; Mark A. Jackson, Pittsfield.

The board's annual report was submitted to the incoming Legislature this week. For the first time in its history the board has been self-sustaining, due to the raising of the fee for liquor fees from $1 to $5. The list of drug stores in Massachusetts numbers 1674. "The condition of trade from a financial standpoint shows a slight improvement over last year, and there is a tendency for improved and larger stores," the report says. More candidates than ever before were examined during the year, the increase coming largely on account of the assistant pharmacists.

Alabama.

SELMA, Jan. 3.—The Alabama Board of Pharmacy does not recognize diplomas from any college of pharmacy or medicine, but has reciprocal exchange with those States that accord the same courtesy, provided the applicant holds a certificate by examination. All applicants for pharmacist license must be 21 years of age, with four years' practical experience (two years credit given for college diploma), general average 75 per cent in all branches. Assistants must be 18 years of age and make 60 per cent general average. Examinations are had in chemistry, materia medica, practical and theoretical pharmacy and prescription work. Temporary certificates issued, but not to assistants. Fee, pharmacist, $5; assistant, $3. The next meeting of the board will be held on February 15, at Birmingham.

Manitoba.

ST. PAUL, Minn., Jan. 3.—The examiners of the Pharmaceutical Association of Manitoba have reported as follows on the recent examinations: Minor examination, passed with honors in order of merit, C. E. Hamilton, H. E. Thompson, B. H. Barnett, F. A. Masterman, H. Armitage, R. Duff, G. H. Crawford; pass list alphabetically arranged, W. O. H. Anderson, J. Dawson, A. S. Doherty, W. S. Dunlop, C. E. Dutton, N. Gray, L. A. Hamilton, C. W. Lyttle, G. R. McCorquodale, C. B. Nickle, W. H. Ringer, A. M. Sanders, E. R. Simpson, Miss Florence Thompson, H. J. Winton; pass list special major examination in order of merit, J. A. MacMillan, A. C. Loton, J. Sinclair. C. E. Hamilton wins the association silver medal for general proficiency.

Virginia.

WINCHESTER, Jan. 3.—Only 17 of the 149 persons who were examined during the last year for certificates to practice pharmacy in Virginia were able to pass the requirements of the State Board of Pharmacy. This is shown in the annual report of the board which has been presented to the Governor. Three examinations were held and 132 failed. However, 32 of the 132 made a sufficiently high grade to entitle them to certificates as registered assistant pharmacists, and they were recorded accordingly. During the year 64 men stood the examination for assistant pharmacist. Of these 21 passed and 43 failed.

Publicity Overwhelms Gov. Haskell With Remedies.

GUTHRIE, Okla., Jan. 3.—As a result of the publication of a report that Governor Haskell might have to undergo an operation for gall stones, his desk is now piled high with circulars and samples of gall stone remedies which have been coming in at the rate of three or four a day.

FREE

Walnutta Hair Stain

Cut this ad. out of **Pharmaceutical Era** and send to your jobber or to address below with an order for one-quarter dozen **"Walnutta" Hair Stain,** to be sent through the jobber you name, and we will send you, ABSOLUTELY FREE OF ALL COST in the United States, one 50-cent bottle of **"Walnutta" Hair Stain,** if you will agree to exhibit our handsome window display in the front window so you can sell **"Walnutta."**

Reg. U. S. Patent Office.

HOWARD E. NICHOLS,

ST. LOUIS, - - - MISSOURI.

WHEELING METAL CEILINGS

If you have noticed our ads, you have seen that we can furnish and erect Beautiful and Artistic Metal Ceilings in Rooms of all Kinds, Sizes and Shapes and that it makes no difference for what the room is used.

Fireproof Economical Sanitary

Write Us

Wheeling Corrugating Company

WHEELING, W. VA

BRANCH OFFICES AND STORES

NEW YORK CHICAGO

PHILADELPHIA CHATTANOOGA

BOSTON ST. LOUIS

MARCHAND'S
MEDICINAL PREPARATIONS

If you, Mr. Pharmacist, had devoted over *a quarter of a century* to the manufacture of five high grade preparations with only one standard of purity and uniformity, wouldn't you feel they were better than those made by a newcomer?

Then, is it any wonder we are proud of *our* preparations?

We were the first to manufacture Peroxide of Hydrogen (Marchand's) for medicinal purposes—that was thirty-one years ago—we are the PIONEERS.

PHYSICIANS KNOW

That MARCHAND'S PEROXIDE OF HYDROGEN (medicinal, 15 Vol.) is superior, because it is 50% *stronger* than the ordinary U.S.P., 10 Vol., and because it contains *NO ACETANILID*, and is absolutely free from any impurities.

That HYDROZONE (30 Vol.) is *THREE TIMES AS STRONG* as the ordinary preparations, and that it is the *most powerful of all germicidal agents*, yet is *absolutely non-poisonous.*

That GLYCOZONE ($C_3H_8O_4+C_3H_8O_3$), because of its remarkable properties is of signal value when applied to inflamed mucous membranes or other tissues. It is especially serviceable in acute and chronic forms of gastritis, intestinal catarrh, gastric ulcer, etc.

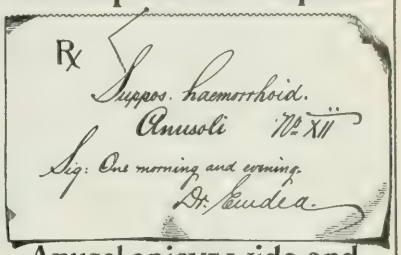
HYDROZONE AND MARCHAND'S PEROXIDE OF HYDROGEN (Medicinal) are put up in the best quality of flint glass bottles, for the reason that flint glass is not so brittle as amber glass. This, in connection with Marchand's improved process of manufacture, reduces the risk of breakage to a minimum.

When a prescription or a request comes to you for **MARCHAND'S PEROXIDE OF HYDROGEN (Medicinal), HYDROZONE, GLYCOZONE, MARCHAND'S EYE BALSAM** or the **DREVET MFG. CO.'S U.S.P. H_2O_2 Official**, see that it is dispensed and no attempt made to urge anything else upon the customer.

Your profit is LARGER than it would be if you urged the sale of an inferior article.

DREVET MFG. COMPANY
MANUFACTURING CHEMISTS
SOLE PROPRIETORS OF
CHAS. MARCHAND'S MEDICINAL PREPARATIONS
57-59 PRINCE ST., NEW YORK

A Frequent Prescription!



Anusol enjoys wide and increasing professional favor. Please keep a supply to meet the demand.

Schering & Glatz, New York.

1910
Antikamnia Calendar
Druggists and Drug Clerks Attention!

FAC-SIMILE—REDUCED

Please send us a list of your friends and we will mail each a copy of our New Antikamnia Tablet Calendar, **FREE**, on January 1, 1910, with **YOUR** compliments

DO IT TODAY

REMEMBER!
First come, first served

Write names and addresses plainly

Antikamnia Tablets
and
Antikamnia & Codeine Tablets
Will certainly relieve pain and you can safely recommend them!

THE ANTIKAMNIA CHEMICAL CO.
ST. LOUIS, MO., U. S. A.

Price List Changes and Additions.

Hoffman-La Roche Chemical Works, 65 [illegible] Street, New York City. Reduced quotations have been announced on the following prices:

Allyl, 1 oz. bottles	$ .50
Aseptol, 1 oz. bottle	.50
Benzosalin Powder, 1 oz. bottle	.60
Benzosol, 5 gr. tablets, bottle of 100	.75
Digalen, 15 Cc. vials per vial	.80
Digalen, 1 Cc. amp., boxes of 6	.70
Digalen, 1 Cc. amp., boxes of 12	1.15
Protylin, 1 oz. bottle	.50
Somnoform, 20 Cc. vials per vial	.80
Somnoform, 1 Cc. amp., boxes of 6	.70
Sozacornin, 1 Cc. amp., boxes of 12	1.15
Thephorin Powder, 1 oz. bottle	.75
Thephorin, 5½ gr. tabs., boxes of 20	doz. 5.20
Thigenol, ¼s	lb. 3.30
Thigenol, ½s	lb. 3.15
Thigenol	lb. 3.10
Thigenol	oz. .30
Thiocol Powder, 1 oz. bottle	1.00
Thiocol, 5 gr. tabs., bottle of 100	1.25
Syrup of Thiocol, 6 oz. bottle	doz. 7.00

S. S. Stafford, Inc., 603-609 Washington street, New York City. Note following reduction in price:

No. 325. 3 oz. Patent Tubes White Paste, 1 doz. in display box, heretofore $3.25 per doz. list, now, doz....$2.20 less usual discount and terms.

New Incorporations.

Ledbetter-Kopecky Drug Co., Hallettsville, Tex. Capital, $6000. Incorporators: A. A. Ledbetter, C. L. Kopecky, Jodie P. Harris.

Groves & Pozzoni Co., Chicago, Ill. Manufacturing and selling drugs and toilet preparations. Capital, $15,000. Incorporators: Samuel H. Gunder, Nettie E. Gunder, Jenne D. Gunder.

Maus Remedy Co., Fort Wayne, Ind. Capital, $100,000. Incorporators: F. H. Maus, C. J. Schnelin, A. F. Stahlhut, S. L. Morris and S. L. Morris, Jr.

Liquid Salol Co., Rochester, N. Y. Chemicals, drugs, etc. Capital, $1000. Incorporators: Roger C. Mills, Frederick C. Wiggins, William G. Coventry and Porter C. Downs.

Dreadnought Chemical Co., New York. Chemists, druggists, etc. Capital, $1000. Incorporators: Robert G. Redlefsen, George Tiernan and Frank H. Parcells.

Pulmobam Drug Co., Birmingham, Ala. Capital, $2000. Officers: President, L. R. Dean; vice-president, Adelaine A. Dean; secretary and treasurer, Mack Rogers.

Cord Manufacturing Co., Chicago, Ill. To manufacture drugs and chemicals. Capital, $50,000. Incorporators: C. A. Redig, R. M. Moffett, O. T. Graessle.

J. M. Remington Drug Co., Oklahoma City, Okla. Capital, $5000. Incorporators: J. M. Remington, Frank H. Foster and S. B. Howard.

Elgin Medicine & Extract Co., Elgin, Ill. General drug business. Capital, $10,000. Incorporators: J. J. Redeker, D. F. Ames, C. A. Coon.

Eastern Chemical Co., Providence, R. I. Manufacturing chemicals. Capital, $25,000. Incorporators: William Curtis, William H. Richmond, Lloyd W. Rounds.

Musick Drug Co., Denver, Colo. Capital, $8000. Incorporators: Ura O. Musick, Pearl Musick and M. L. Musick.

Hysto-Nerve Cure Co., Los Angeles, Cal. Capital, $75,000. Directors: C. D. York, M. D. Chamberlain, G. W. MacKnight.

O. H. Jadwin & Sons, New York. Chemists and druggists. Capital, $96,000. Incorporators: P. H. Jadwin, S. P. Jadwin, P. O. Jadwin.

Reese Drug Co., Dublin, Tex. Capital, $5000. Incorporators: H. W. Reese, B. M. Utterback, B. G. Utterback, L. R. Utterback.

Vitex Company, Wheeling, W. Va. To manufacture and sell drugs. Capital, $50,000. Incorporators: C. W. Ulfert, John E. Schellase, C. H. Sensensy, J. M. Crane, B. B. Dovener.

A Sure Cure for Headache

"Bees in Your Head"

FOR SALE BY ALL WHOLESALE DRUGGISTS

Special Offers on Three-Dozen and Gross Lots

BEE MEDICINE CO., AUBURN, N.Y.

Tyndale's EUCALYPTUS E-SED:

The Cough that is accompanied by the painful symptoms of "Bronchitis" or that which begins to "Tuberculosis" can often be prevented from obtaining a hold on the individual by the use of "Tyndale's Eucalyptus E-Sed." Now offered in four ounce prescription packages that retail for 50c. Can be procured by any wholesale druggist.

Stocked by The C. N. Crittenton Co., New York City. The Tyndale Eucalyptus Co. Chicago, Ill., and Fresno, Cal.

Wholesale Drugs, Chemicals and Druggists Sundries

ALL GOODS GUARANTEED FOOD AND DRUGS ACT Serial No. 660

WALKER & GIBSON, Albany, N. Y.

Wholesale Drugs, Chemicals and Sundries

ALL GOODS GUARANTEED FOOD AND DRUGS ACT

WRITE FOR PRICE LIST

V. H. SMITH & CO.

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First in America—Established 1820

New Laboratories Lengthened Courses

The class of 1909-10 is the largest in the history of the college since the three year course was adopted.

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Jacob S. Beetem, Registrar

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Made in Ireland

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The latest and most powerful Absorbent ever devised

THE MOST

extensively effectively and expensively advertised veterinary preparation in the world

Every Can Sells Another

Retail to Consumer $1.00 per can

Retail to Retailer .50

If you are not making $1.00 per can clear profit communicate with us

Write for Booklet.

THE REDUCINE CO.

90 W. Broadway, NEW YORK

The Grand Rapids
ICE CREAM CABINET OF QUALITY

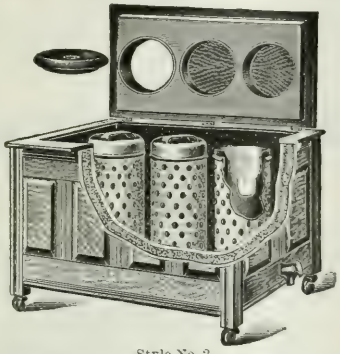
Grand Rapids Ice Cream Cabinets save their cost in less than one season through their superior insulation properties, which effects a large saving in ice and salt.

Our one can, 20 quart, porcelain lined cabinet. A fine cabinet at a right price. Made also in two can, 20 quart size.

Finely finished, perfectly insulated. Has brass faucet for drawing off water.

Style No. 1

Three Can, Paneled Cabinet



Style No. 2
Is insulated with two-inch Cork Board of the best quality.

Style No. 4

Our all wood ice cream cabinet which we guarantee to be unsurpassed by any on the market.

The two strongest features of the Grand Rapids Ice Cream Cabinets—features which should go a long way in getting your orders—are **perfect insulation** and **fine, durable finish.** Combine these with the careful construction for which our product has been noted for years, and you have a pretty good proposition. Our finish is a specially prepared, secret process varnish, which we evolved after months of experimenting. We put on three thick coats which we guarantee makes it invulnerable to the attacks of salt water, and prolongs the life of your cabinet indefinitely. That's the kind of goods you want to buy. Write us today for particulars, or ask your jobber. **New Catalogue Just Out**

CHOCOLATE COOLER COMPANY
75 Alabama Street **Grand Rapids, Mich.**

A SIX DOLLAR "P. M."
200 FINE IMPORTED POST CARDS
QUICK SELLERS AT 3 TO 10 CENTS EACH

A Clear Cash Bonus of $6.00

These selected Post Cards sell every day in the year. 154 choice designs (of which 122 are Birthday Cards). All latest up-to-date designs. No old stock.

ABSOLUTELY FREE

200 assorted cards with every $16.00 order for

Chi-ches-ters Diamond Brand Pills

single or assorted sizes. Order goods and Herbs today from your Jobber. We send the premium DIRECT.

HERB BONUS

When ordering Chi-ches-ters Pills from your Jobber **ALWAYS** specify "WITH HERBS." INSIST ON THIS. By so doing you will receive best quality of Pressed Herbs **FREE.** Sell the Herbs at 5 cents per package; that means an additional "P. M." of $9.60.

Chi-ches-ters Diamond Brand Pills

are carried in stock and the trade supplied by all first-class Wholesale Houses and Jobbers in the United States.

CHICHESTER CHEMICAL COMPANY
2315-17-19 Madison Square, PHILADELPHIA, PA.

7 Years of the Miles Plan

Has Made the Retail Druggists Hundreds of Thousands of Dollars in Profits.

Did You Get Your Share?

PRICE PROTECTION

is after all the only live issue —the one that gives point to the druggists' motto:

"Live and Let Live."

The co-operation of the Druggist is especially due to those who help him.

THE DR. MILES MEDICAL CO.
ELKHART, IND.

Prices Current *of* Drugs *and* Chemicals

TO SUBSCRIBERS—In comparing your invoice with the prices in this Price Current, remember that the prices here given are those ruling in the New York market and are the average prices charged to retail druggists. For larger quantities and original packages lower prices should be secured. Quality should always be taken into consideration.

Acetic, glacial 99%	lb.	.10	.15
1st sweet pyroligneous	lb.	.15	.50
Fine grained red 1st	lb.	.45	.50
Sorbic	lb.	.12	.15
Sorbic, refined	lb.	.75	.80
Acetozone, chloride or sulphate	oz.	.25	.25
Aconitine, Duquesnel	gr.	.04	.05
Aconitine, powder, U. S. P.	gr.	.03½	.04
Aconitine, powder, U. S. P. Merck	lb.	1.05	1.05
Aconitine, powder, U. S. P. Merck	oz.		.35
Acid, Abietic, No. 8 Sp. gr. 1.000	lb.	.08	.10
U. S. P. 90 p. c.	lb.	.09	.10
C. P. crystallized 99½ p. c.	lb.	.25	.28
Benzoic, Flowers from gum	oz.	.12	.15
Gum	lb.	.45	.50
Boracic, cryst.	lb.	.11	.13
Powdered	lb.	.12	.15
Impure	lb.	.17	.22
Bromic, 10 p. c.	oz.		.25
Carbolic, cryst., bulk	lb.	.10	.14
90 per cent	lb.	.12½	.14
Crystals, 1 lb. bottles	lb.	.15	.19
Crude, 10-95 p. c.	gal.	.20	.60
Chromic, 1 oz. v.	oz.	.15	.17
Chromic, 1 oz. v.	oz.	.07	.11
C. P.	oz.		.12
Chrysophanic, free from chrysarobin	oz.	.5	.10
Cinnamic, crystals, v.	oz.	.35	.40
Natural, 1 oz. v.	oz.		.40
Citric, cryst. (kegs)	lb.		.36½
	lb.	.37	.44
Granulated	lb.	.42	.47
Powdered	lb.	.44	.47
Fortune Cove, 1 lb. bot.	lb.		1.25
C. P.	oz.		.19
Gallic	lb.	.65	.70
1/4, 1/2, 1 lb. cartons	lb.	.70	.75
Glycerinophosphoric	oz.		.40
Hippuric	oz.	.65	.75
Hydriodic, sp. gr. 1.50	oz.	.10	.12
Sp. gr. 1.96	oz.	.50	.52
Hydrocyanic, 1 oz. v. (Scheele's)			.17
Iod., U. S. P., 1 oz. v. (Scheele's)	oz.		.08
Acid, Hydrocyanic, 1 oz. v. U. S. P.	oz.	.10	.12
Hypophosphorous, sp. gr. 1.13	oz.		.10
sp. gr. 1.14	oz.		.11
U. S. P. 10 p. c.	oz.		.12
Lactic, cryst. 1 oz. v.	oz.		.12
	lb.	.68	.70
Linoleic	oz.		.08
Meconic, C. P.	lb.		5.50
Muriatic	oz.		.04
Muriatic, cryst. 20 deg. (Carboys 120 lbs. 22c.)	lb.	.05	.06
C. P. Hydrochloric	lb.	.10	.15
Nitric, Merck	lb.		.30
Nitric, purified	lb.		.30
Oxalic	lb.	.12	.14
Powdered	lb.	.20	.22
Phosphoric, diluted	lb.		.10
U. S. P., 1880, 50 p. c.	lb.	.30	.35
Syrup, 85 per cent	lb.	.35	.40
Merck's, in glass sticks	lb.	.50	.55
Picric	lb.		.35
Pyrogallic, ¼, ½ and 1 lb.			
cans	lb.	1.75	1.95
1 oz. v.	oz.	.20	.25
Pyroligneous, purified	lb.		.30
Crude	gal.	.25	.40
Salicylic, 1 lb. carton	lb.	.40	.42
Bulk	lb.	.38	.40
From Gaultheria, 1 oz. v.		.28	.32
Sulphuric, aromatic	lb.		.50
Commercial, 140 lbs.	lb.	.05	.01½
	lb.	.05	.06
C. P.	lb.	.10	.14
Sulphurous, U. S. P. soln.	lb.		.16
Tannic, Phar., 1 lb. cart.	lb.	.70	.85
Merck's	lb.		1.65
Tartaric, cryst.	lb.	.27	.32
Powdered	lb.	.27	.32
Trichloracetic	oz.		.25
Valerianic, 1 oz. v.	oz.		.20
Aconitine	oz.		3.75
Aconit, 15 gr. v.	oz.		.25
Aconite leaves, Eng.	lb.		1.25
German	lb.	.19	.24
Powdered	lb.	.24	.29
Root, English	lb.		.75
Powdered	lb.		.85
Root, German	lb.	.19	.25
Powdered	lb.	.24	.25
Aconitine, Amorp. ½ oz. v.			1.40
Nitrate, Amor., 15 gr. v.			.50
Cryst. 15 gr. v.			.30
Adeps Lanae, Anhydrous	lb.	.27	.29
Hydrous	lb.	.22	.24
Agar Agar	lb.	.25	.25
Agaricin	oz.		.84
Alcohol, Absolute	gal.		4.50
Cologne, Sp. 95%, U. S. P.,			
bbls.	gal.		2.70
Less	gal.	2.35	3.00
Com'l, 95%, U.S.P., bbls	gal.		2.45
Less	gal.	2.20	2.35
Denatured, bbls. & ½ bbls.	gal.	.47	.50
Less	gal.	.50	.50
Methylic (Wood), bbls.	gal.	.45	.60
Less	gal.	.45	.75
Alkanet Root	lb.	.12	.14
Alkaloids, Powdered	oz.		.40
Allspice, whole	lb.	.11	.14
Powdered	lb.	.16	.20
Almonds, Bitter, shelled	lb.	.45	.50
Sweet, broken	lb.	.45	.50
Aloes, Barbadoes, true	lb.	.75	.80
Powdered	lb.	.85	.90
Cape	lb.	.14	.18
Powdered	lb.	.28	.31
Curacoa, gargels	lb.	.18	.22
Socotrine, True	lb.	.35	.40
Powdered	lb.	.40	.45
Purified	lb.	.75	1.00
Aloin, 1 oz. v.	oz.	.13	.15
Althea, Root, cut	lb.	.25	.30
Alum, Ammonia, bbls.	lb.	.02	.03
Dried, 1 lb. cartons	lb.		.14
Ground, bbls. or less	lb.	.02½	.05
Powdered, bbls. or less	lb.	.03	.05

Tin Boxes for Druggists

¶ We are the largest manufacturers of Tin Cans and Boxes in the country. Our variety of Drug Boxes is unsurpassed. In ordering you should consult our catalog No. 20 and specify "American" goods.

American Can Company

New York Chicago San Francisco Montreal

Local Offices in all Large Cities

VALENTINES!

DRUGGISTS, ATTENTION!

SMALL INVESTMENT **QUICK SELLERS** **LARGE PROFITS**

FEB. 14, 1910

TAKE VERY LITTLE SPACE

Our Valentines surpass all previous assortments. They retail from a penny each, for the Comics, up to the higher priced elaborate mechanical effects.

FEB. 14, 1910

Catalog is Fully Illustrated and Gives Comprehensive Descriptions and Prices

LACE VALENTINES
COMIC VALENTINES
MECHANICAL VALENTINES
VALENTINE DROPS
NOVELTIES
FULL CARDS

Illustrated Catalogue Now Ready.—Write for it Now

THE AMERICAN NEWS COMPANY

9-15 PARK PLACE *NEW YORK CITY*

THE LOCK-STUB CHECK SYSTEM of Controlling Soda Fountain Receipts

Used only where a cashier is employed

It quickly and permanently stops "leaks" whether from dishonesty or carelessness.
It provides a clean check for the customer—no more sticky and slimy checks.
Throw out your celluloid checks and other antiquated checking systems and put your checking system on a modern basis.

Our booklet describes the complete system. It will "put you wise" to some expensive irregularities under old systems and how to correct them. Write for it

THE LOCK-STUB CHECK COMPANY

131 W. 20th Street NEW YORK — 21 Quincy Street CHICAGO

Here's the Point:

You proclaim yourself a discriminating buyer—establish your business upon the highest level of professional confidence—by dispensing **'Roche' chemicals** and **alkaloids.** Why? Because physicians have learned, through their acquaintance with Digalen, Thiocol, and other widely used 'Roche' products, to **put their trust in** anything bearing **the 'Roche' symbol.** The other day one of New York's leading ophthalmologists said to us—**"Your Homatropine is the best I have ever used."** The fact is, we specialize in the production of **chemicals, alkaloids, and specialties of rare quality.**

Specify 'ROCHE' when ordering the following:

Aconitine	**Atropine**	**Eserine**	**Hyoscine**
Arecoline	**Colchicine**	**Homatropine**	**Pilocarpine**

(in vials of 1, 2, 5, 10, and 15 grains, and upward.)

Benzo-Naphthol	**Hexamethylenetetramine**
Benzoic Acid	**Iodides**
Bismuth Salts	**Kresapol**
Bromides	**Morphine**
Brucine	**Phenolphthalein**
Caffeine	**Salicylic Acid**
Carbolic Acid, U. S. P.	**Salol**
Cocaine	**Saponin**
Codeine	**Sodium Benzoate**
Creosote (Beechwood)	**Sparteine**
Cumarin	**Strychnine**
Guaiacol Carbonate	**Theobromine**
Guaiacol Liquid	**Veratrine**

The Hoffmann-La Roche Chemical Works

65 Fulton Street, New York

Prices Current *of* Drugs *and* Chemicals—(*Continued*)

A[illegible]	lb.		[illegible]
M[illegible]		.10	[illegible]
[illegible]	oz.	.10	[illegible]
[illegible]	lb.	[illegible]	[illegible]
[illegible]		.80	[illegible]
Powdered	lb.	[illegible]	[illegible]
A[illegible]	[illegible]	[illegible]	[illegible]
A[illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.	.07	.10
A[illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]
A[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	.11	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]
Carb[illegible]	lb.	.12	[illegible]
[illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.	.20	[illegible]
[illegible]	[illegible]		.15
H[illegible]	oz.	.16	[illegible]
[illegible]	lb.		
M[illegible]	oz.	[illegible]	[illegible]
M[illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.	.18	.20
[illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.	.16	.18
N[illegible]	lb.		.25
[illegible]	lb.	.20	.25
O[illegible]	lb.		[illegible]
Phosphate, 1 lb. bots.	lb.	[illegible]	[illegible]
S[illegible]	lb.	[illegible]	[illegible]
S[illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]
[illegible]	oz.	.18	[illegible]
Angelica Root, foreign	lb.	.25	[illegible]
[illegible]	lb.	.35	[illegible]
A[illegible]	lb.	.17	[illegible]
[illegible]	lb.	.33	[illegible]
A[illegible]	lb.	.12	[illegible]
Apomorphine Muriate, Amor- [illegible]	[illegible]		.35
[illegible]	[illegible]	1.20	[illegible]
A[illegible]	ea.		[illegible]
A[illegible]	oz.		[illegible]
A[illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.	.30	[illegible]
[illegible]	lb.	[illegible]	.45
A[illegible]	lb.	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]

[illegible]	lb.	.20	[illegible]
[illegible]		.15	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]		[illegible]
[illegible]	[illegible]	[illegible]	.34
White, powd. com'l	lb.	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	.14
[illegible]	[illegible]	.16	.18
[illegible] Medic.	lb.		[illegible]
[illegible]	[illegible]	.90	[illegible]
[illegible]	[illegible]	.70	.80
Powdered	lb.	.85	[illegible]
[illegible]	[illegible]		[illegible]
[illegible]	[illegible]		[illegible]
[illegible]	[illegible]		[illegible]
[illegible] Canada	lb.	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]
[illegible]	[illegible]	2.10	2.25
[illegible]	[illegible]		.28
Barium Carbon, prec., pure	lb.	.28	[illegible]
[illegible]	[illegible]	.75	.85
[illegible] Hydrate, [illegible]	[illegible]		
[illegible]	[illegible]		.75
Chloride, 1 lb. bots.	lb.		.17
Dioxide, Anhydrous	lb.		[illegible]
[illegible]	[illegible]		[illegible]
N[illegible]	lb.	.06½	.11
[illegible]	lb.		.37
Sulphate, Powd. (Barytes)	lb.	.07	.10
Pure Precip.	lb.	[illegible]	.37
Basswood Bark, Pressed	lb.		.24
Bayberry Bark, select	lb.	.12	.16
[illegible] Leaves	lb.	.10	.15
[illegible]	[illegible]	1.50	1.55
[illegible]	[illegible]	[illegible]	[illegible]
Beans, Tonka, Angostura	lb.	[illegible]	1.50
Vanilla, Mexican, long	lb.	[illegible]	7.50
[illegible]	lb.	[illegible]	[illegible]
Cuts	lb.	3.75	5.25
Bourbon	lb.	4.00	5.00
Belladonna Leaves, English, 1 lb. bots.	lb.		1.20
German	lb.	.30	.35
Cultivated, S. & C.	lb.		.50
German Root	lb.	.28	[illegible]
[illegible]	lb.	[illegible]	[illegible]
[illegible]	[illegible]	.20	[illegible]
[illegible]	[illegible]	.50	.55
[illegible]	lb.	.65	.70

[illegible]	oz.		1.25
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	oz.		[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	lb.	.20	[illegible]
[illegible]	oz.		[illegible]
[illegible]		[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	2.40
Salicylate, 64 p. c.	lb.	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	1.70
[illegible]	lb.		[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]
[illegible]	oz.	.30	[illegible]
[illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]
[illegible]	oz.	.20	.25
V[illegible]	oz.		[illegible]
Blue Mass (Blue Pill)	lb.	[illegible]	[illegible]
Powdered	lb.	.60	[illegible]
Blue Vitriol (see Copper Sulphate).			
[illegible]	lb.	.20	.25
[illegible]	lb.	.60	.65
[illegible]	lb.	.60	.65
Boneset, Leaves and Tops	lb.		.20
Borax, Refined	lb.	.06	.08
Powdered	lb.	.06	.10
Buchu Leaves, Long	lb.	.60	.65
Powdered	lb.	.65	.70
Short	lb.	.75	.80
Powdered	lb.	.80	.85
Buckthorn Bark	lb.	.15	.18
Buds, Balm of Gilead	lb.	.55	.60
[illegible]	lb.	[illegible]	.40
Burdock Root, Crushed	lb.	.20	.25
Seed	lb.		.20
[illegible]	lb.	.30	[illegible]
Baker's A and white	lb.	.40	.45
[illegible]	lb.	.32	.38
Huyler's, 12 lb. box	lb.		[illegible]
M[illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]
[illegible]	oz.	.20	[illegible]
[illegible]	oz.	.31	[illegible]
Bromide	[illegible]	.31	.33
[illegible]	lb.	2.75	2.85
Hydrobromide, gran., eff.	lb.	[illegible]	[illegible]
[illegible]	oz.	[illegible]	[illegible]

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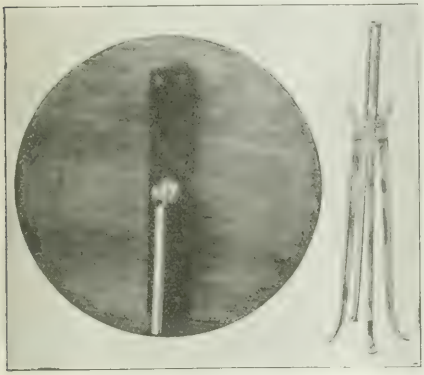

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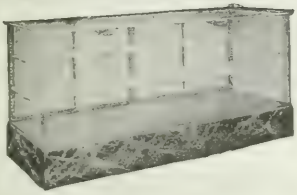

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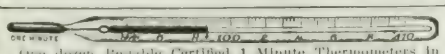
Valerianate	oz.	.40	— .60
Powdered	lb.	.22	— .28
White, peeled and split	lb.	.38	— .45
Fused	lb.		— .28
Iodide	lb.	3.15	— 3.30
Lactophosphate, Sol.	lb.	1.20	— 1.30
Phosphate, Precip.	lb.	.17	— .19
Calendula Flowers	lb.	.40	— .50
Camphor, refined (bbls. 48)	lb.	.48	— .52
Powdered	lb.	.54	— .64
Japanese, ozs.	lb.	.52	— .55
Canary Seed, Sicily	lb.	.04	— .06
Cannabis Indica Herb	lb.	1.80	— 1.90
Cantharides, Russian, sifted	lb.	.90	— 1.00
Powdered	lb.	1.10	— 1.20
Capsicum, African	lb.	.17	— .20
Powdered	lb.	.25	— .30
Caraway	lb.	.18	— .22
Powdered	lb.	.23	— .28
Carbon Disulphide	lb.	.11	— .15
Cardamom Seed, bleached	lb.	1.00	— 1.60
Powdered	lb.	.90	— .95
Carmine, No. 40	oz.	.30	— .35
Cascara Sagrada Bark	lb.	.20	— .25
Powdered	lb.	.20	— .25
Cascarilla Bark	lb.	.30	— .35
Powdered	lb.	.35	— .40
Cassia, China	lb.	.20	— .25
Powdered	lb.	.20	— .25
Powdered	lb.	.70	— .80
Chalk, Precipitated, Eng., ?		.09½	— .11
Charcoal, Willow, pwd.	lb.		— .30
Chicle	lb.		— .70
Chinolin, pure	oz.		— .12
Chiretta	lb.		— .30
Chloral Hydrate, Crystal	oz.	.11	— 1.40
Chloroform	lb.		— .49
Cinchona Bark, pale, select	lb.		— .40
Red	lb.		— .60
Yellow	lb.		— .40
Cinchonidine, Alkal., pure	oz.		— .55
Cinchonine, Sulphate	oz.	.15	— .17
Powdered, pure	lb.		— .30
Cobalt, powdered (Ext. Pr.)	lb.		— .10
Cocaine, Alkaloid, ¼ oz. v.	oz.	4.10	— 4.70
Muriate, Crystal	oz.	3.75	— 3.90
¼ oz. vials	oz.	4.00	— 4.50
Oleate (5 p. c. Alk.)	oz.	1.00	— 1.15
Coca Leaves	lb.		— .50
Cocculus Ind. (Fish Berries)	lb.	.10	— .12
Powdered	lb.	.22	— .27
Cochineal, Honduras	lb.	67½	— .75
Powdered	lb.	.75	— .80
Codeine	oz.	4.05	— 4.90
Phosphate	oz.	4.20	— 4.45
Sulphate	oz.	4.05	— 4.80
Colchicum Root	lb.	.21	— .26
Powdered	lb.	.26	— .31
Seed	lb.	.70	— .80
Powdered	lb.		— .90
Collodion, U.S.P., 1900	lb.		— .40
Liquorice	lb.		— .34
Colocynth, select	lb.	.40	— .50
Pulp	lb.	.15	— .20
Colombo Root	lb.		— .25
Copaiba, East Indian	lb.	.65	— .75
Condurango Bark, true	lb.	.15	— .20
Cubeb	lb.	.17	— .19
Seed	lb.	.13	— .15
Copaiba, S. A.	lb.	.55	— .60
Para	lb.	.55	— .60
Copper, Acetate, distilled	lb.	.30	— .50
Ammoniated	lb.	.30	— .50
Carbonated	lb.	.24	— .30
Chloride, Pure, cryst.	lb.	.30	— .35
Iodide	lb.	.80	— 1.00
Sulphate	lb.	.12	— .15
Powdered	lb.	.10	— .15
Sulphate (Blue Vit.)	lb.	.09	— .15
Barrels	lb.	.07	— .10
Powdered	lb.	.15	— .20
Copperas (see Iron Sulphate).			
Coriander	lb.	.10	— .12
Powdered	lb.	.16	— .20
Corrosive Sublimate (see Mercury Bichloride).			
Cotton, Absorbent	oz.		— 1.75
Cotton Root Bark	lb.	.15	— .20
Powdered	lb.	.20	— .25
Creosote	oz.	.20	— .25
Cramp Bark	lb.	.20	— .25
Powdered	lb.	.24	— .30
Cream Tartar, pwd.	lb.	.24	— .28
Creosote, Beech Wood	lb.	.55	— .70
Carbonate	oz.		— .65
Croton-Chloral (Butylchlo.)	oz.		— .50
Cubeb Berries, sifted	lb.	.45	— .50
Powdered	lb.	.50	— .55
Cudbear	lb.		— .25
Culver's Root	lb.	.13	— .20
Cumin Seed	lb.	.15	— .20
Damiana, leaves	lb.	.25	— .35
Dandelion Herb	lb.	.25	— .30
Root	lb.		— .30
Cut	lb.	.22	— .27
Dextrine, Yellow	lb.	.08	— .12
White	lb.	.08	— .12
Digitalin, Saxby's	oz.	7.75	— 8.25
Ether	oz.	.50	— .75



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Prices Current *of* Drugs *and* Chemicals—(*Continued*)

Digitalis Leaves [illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.	10	[illegible]
[illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.	1 [illegible]	1 [illegible]
[illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.	1 [illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]
Dwarf Elder ...	lb.	[illegible]	[illegible]
[illegible]	[illegible]	2 75	[illegible]
[illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]
Elecampane Root	lb.	[illegible]	[illegible]
Ground	lb.	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]
Ground, pure	lb.	[illegible]	[illegible]
Powdered, pure	lb.	[illegible]	[illegible]
[illegible]			
[illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.		[illegible]
Chloric, U.S.P. ...	lb.		[illegible]
Nitrous Conct. ...	lb.	80	[illegible]
U.S.P.	lb.		[illegible]
U.S.P. [illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.		[illegible]
[illegible]	oz.		[illegible]
[illegible]			[illegible]
[illegible]	[illegible]	11	[illegible]
[illegible]	lb.	10	[illegible]
[illegible]	[illegible]	80	90
Euphorbium ...	lb.		[illegible]
[illegible]	lb.		[illegible]
[illegible]	[illegible]		1 40
[illegible]	[illegible]		1 00
Fennel Seed	lb.	[illegible]	[illegible]
[illegible]	[illegible]		7 75
less	lb.	05	06
Ground	lb.	04	06
[illegible]			1 80
[illegible]			1 20
Foenugreek Seed	lb.	08	10
Ground	lb.	09	12
[illegible]	lb.	22	[illegible]
[illegible]	lb.	12	17
[illegible]	lb.	16	20

[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]			
[illegible]	[illegible]		[illegible]
[illegible]	[illegible]	[illegible]	1 00
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]		[illegible]
[illegible]			
[illegible]	[illegible]		[illegible]
[illegible]	[illegible]		[illegible]
Gelsemium Root ..	[illegible]	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]
Ginger Root, African ..	[illegible]	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]
Jamaica, bleached ...	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]			
S.P., 15 gr. vials	doz		2 70
[illegible]	[illegible]	[illegible]	1.20
[illegible]	[illegible]	[illegible]	2.70
[illegible]	lb.	[illegible]	2.90
[illegible]	[illegible]	[illegible]	40
[illegible]	[illegible]	30	[illegible]
[illegible]	[illegible]	[illegible]	20
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	12	17
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	2 50	2.80
[illegible]	[illegible]	25	1.50
[illegible]			1.00
Valerianate (Geosote)	oz.		[illegible]
[illegible]	[illegible]	2 50	[illegible]
[illegible]	[illegible]	2 75	3 00
[illegible]	[illegible]	20	[illegible]
[illegible]	[illegible]	1 50	1 75
Sheet	lb.	1 50	1 75
[illegible]	[illegible]		60
Hemlock Bark, crushed	lb.	12	15
[illegible]	[illegible]	16	18
[illegible]	[illegible]		80

[illegible]	lb.	03	06
[illegible]	lb.		1 00
German	lb.	28	[illegible]
[illegible]	lb.		[illegible]
[illegible]	lb.		[illegible]
[illegible]	lb.	35	45
[illegible]	[illegible]		[illegible]
[illegible]	lb.		1 00
[illegible]	[illegible]		[illegible]
[illegible]	[illegible]	[illegible]	30
[illegible]	[illegible]	21	[illegible]
[illegible]	[illegible]		[illegible]
[illegible]	[illegible]		45
[illegible]	lb.	12	16
[illegible]	lb.	[illegible]	40
[illegible]	lb.	[illegible]	45
[illegible]			10 00
Hydrochl[illegible]			15 00
Sulphate ..			10 00
[illegible]	[illegible]	13	[illegible]
[illegible]			
[illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]
[illegible]	gr.	20	[illegible]
[illegible]	gr.		
[illegible]	ea.		[illegible]
[illegible] white	gr.	[illegible]	30
Hydrobromide	gr.	20	[illegible]
[illegible]	lb.	.12	.16
[illegible]	lb.	4.00	4.25
Indigo, Bengal, true	lb.	[illegible]	[illegible]
Manila	lb.	[illegible]	70
[illegible]	lb.	[illegible]	[illegible]
Pure Uncol'd Dalmatian	lb.	50	[illegible]
[illegible]	[illegible]		.42
[illegible]	lb.	[illegible]	[illegible]
Iodoform, cryst. & powd	lb.	[illegible]	[illegible]
Deodorized	oz.	[illegible]	55
Ipecac Root, Carthagena	lb.	[illegible]	[illegible]
Powdered	lb.	1 40	[illegible]
[illegible]	lb.	1.75	1 85
Powdered	lb.	[illegible]	[illegible]
Irish Moss, bleached	lb.	[illegible]	20
Irisin (Eclectic Powder)	oz.		60
[illegible]	[illegible]		.26
[illegible]	[illegible]		10
[illegible]	[illegible]		[illegible]
Chloride, cryst., U.S.P.	lb.		[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]

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8 gr. tablets, tubes of 20

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5 gr. tablets, bottles of 25 and 100

HELMITOL
5 gr. tablets, bottles of 25 and 100

NOVASPIRIN
5 gr. tablets, bottles of 25 and 100

VERONAL and VERONAL-SODIUM
5 gr. tablets, bottles of 10 and 100

These tablets are most carefully prepared. They can be easily crushed and will disintegrate quickly on the tongue or in water. You will have call for them. Order a supply from your jobber.

SUPPLIED IN ORIGINAL PACKAGES ONLY

Farbenfabriken of Elberfeld Co.
P. O. Box 2162 NEW YORK 117 Hudson St.

THE FLAMING MORTAR
You can now afford a brilliant electric sign

This new invention brings the cost of installation and operation so low that a brilliant attractive sign is at last within your reach

It is your trade sign. So clearly will it stand out that it can be seen up and down your street for blocks both day and night—guiding customers to your store.

95 PER CENT SAVED IN ELECTRICITY
Cost Only One Cent an Hour to Operate

You can afford to burn it ALL NIGHT EVERY NIGHT. Let your competitor get the "one hour Saturday night affair." The letters are silver by day and fire by night—they draw the eye and burn into the memory. Made entirely of steel, nothing to break, warp, crack or get out of order.

DROP US A POSTAL with your name, address and business, and we will tell you how inexpensive it is to install and operate.

ROTARY SIGN COMPANY
14 East 42d St., New York City

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WEST FOURTEENTH STREET NEW YORK

NO DRUGS GROCERIES LIQUORS **BUT** EVERYTHING IN DRY GOODS

Our tremendous national advertising campaign is sending thousands of buyers to drug stores everywhere—buyers who want and will take nothing else but

Sanatogen
THE FOOD-TONIC

Sanatogen sells time and again to the same person—and it sells to the very highest class trade. It is a scientific, approved preparation, and has been prescribed by the best physicians everywhere for years past.

Be sure you don't have to say "No" when your customers ask for Sanatogen.

Three sizes at $9, $17.25 and $33 per dozen.

Write for display matter to

The Bauer Chemical Company
Everett Bldg., Union Square, New York City

When you break a prized piece of china or glass, just get

Major's Cement

It will mend the article quickly and well. Instructions for use on wrapper with each bottle.

DON'T BE FOOLED yourself nor allow **YOUR CUSTOMERS** to be, by **using some inferior article.**

MAJOR'S CEMENT IS THE BEST and its worth is proven in its use by the general public for over 50 years.

Sells at 15c. per bottle.

Your wholesaler can supply you. Major's Rubber Cement and Major's Leather Cement, for use on rubber cloth and leather, are of the highest grade. Prices, per bottle, 15c.

MAJOR MANUFACTURING COMPANY
461 PEARL STREET NEW YORK CITY

Prices Current *of* Drugs *and* Chemicals—(*Continued*)

[illegible] U.S.P.	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible] U.S.P.	lb.	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
U.S.P. [illegible]	lb.	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
Salicylate	oz.		[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
Subsulphate	lb.	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
Sulphate (Copperas), 100 lbs.		[illegible]	[illegible]
Cryst., pure	lb.	[illegible]	[illegible]
Dried	lb.	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible] U.S.P.	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
Jaborandi Leaves	lb.	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
Jalap Root, selected	lb.	[illegible]	[illegible]
Powdered	lb.	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
Kamala	lb.	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
Kaolin	lb.	[illegible]	[illegible]
Kino	lb.	[illegible]	[illegible]
Powdered	lb.	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
Ladies' Slipper Root	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
Lavender Flowers	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
Iodide, powdered	[illegible]	[illegible]	22
[illegible]	[illegible]	[illegible]	[illegible]

Lead Oxide [illegible]	[illegible]	80	90
Red	[illegible]	07	12
Subacetate, Solution	[illegible]	[illegible]	18
[illegible]	[illegible]	[illegible]	[illegible]
Lemon Peel, Ribbons	[illegible]	[illegible]	[illegible]
[illegible]	lb.	[illegible]	20
[illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]
Powdered	lb.	[illegible]	12
Root, Russian, cut	lb.	[illegible]	20
[illegible]	[illegible]	[illegible]	20
[illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]
Lime, Chlorinated, bulk	lb.	[illegible]	[illegible]
[illegible]	lb.	[illegible]	12
[illegible]	[illegible]		18
[illegible]	[illegible]		18
Bromide	lb.	[illegible]	[illegible]
Carbonate	lb.	[illegible]	1 00
Citrate	lb.	[illegible]	[illegible]
[illegible]	[illegible]		[illegible]
Salicylate	lb.	[illegible]	1 10
[illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]
Seed, clean	lb.	[illegible]	[illegible]
Powdered	lb.	[illegible]	70
Lovage Root, select, white	lb.	[illegible]	1 10
[illegible]	lb.		[illegible]
[illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]
Powdered	lb.	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]
2 ozs.	lb.	[illegible]	[illegible]
Powdered	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	lb.	1 25	[illegible]
[illegible]	[illegible]		[illegible]
[illegible]	[illegible]		[illegible]
[illegible]	[illegible]	[illegible]	10
[illegible]	[illegible]	[illegible]	[illegible]
C. P. Crystals	[illegible]	17	[illegible]
Dried	lb.		[illegible]
Malva Flowers, large	lb.	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]
Mandrake Root	lb.	12	16
Powdered	lb.	16	[illegible]

Manganese Bromide	oz.		[illegible]
[illegible]	oz.		[illegible]
Chloride [illegible]	lb.		[illegible]
Hypophosphite	lb.	[illegible]	[illegible]
Lactate	oz.		[illegible]
[illegible]	lb.	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	75
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
Mercury	lb.	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
Bisulphate	lb.	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]
Iodide, green, Proto	lb.	[illegible]	[illegible]
Red [illegible]	lb.	[illegible]	[illegible]
[illegible]	oz.		[illegible]
[illegible]	lb.	[illegible]	[illegible]
[illegible]	oz.	[illegible]	[illegible]
[illegible]	oz.	[illegible]	[illegible]
[illegible]	lb.		[illegible]
[illegible]	[illegible]		
[illegible]	lb.	[illegible]	[illegible]
Millet, sweet, American	lb.	[illegible]	[illegible]
German	lb.	[illegible]	[illegible]
Morphine, Acetate, 1-8 oz. v.	oz.	3.80	[illegible]
Alkaloid, pure, 1-8 oz. v.	oz.	[illegible]	[illegible]
[illegible]	oz.	[illegible]	[illegible]
Hydrochloride, 1-8 oz. v.	oz.	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
1-8 oz. v.	oz.	3.75	[illegible]
Valerianate, 1-8 oz. v.	oz.	5.65	[illegible]
Morrhuol	oz.	.55	[illegible]
Mullein Flowers, 1 lb. cans	lb.	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]
Powdered	lb.	[illegible]	[illegible]
Mustard Seed, black	lb.	12	14
[illegible]	lb.	[illegible]	[illegible]
White	lb.	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]
Naphthalene, flake or balls	lb.	[illegible]	[illegible]
[illegible] Acetate	oz.		[illegible]
Bromide	oz.		[illegible]
Sulphate	lb.		[illegible]
Nickel and Ammo. Sulphate	lb.	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]

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TOILET WATER

Not surpassed by any toilet water now on the market. Pays better profit than any other preparation of like quality. Wholesale, $7.00 doz.; retail, 85c. bottle. Order of your jobber.

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Manufacturing Chemists
D. & R. Building NEW YORK

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[illegible] Food and Drugs Act.

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M. & R. WAFERS

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417 For Special Preparations

1013 For Toilet Articles
193 Tooth Powders, Pastes and Washes
24 Toilet Vinegars
18 Grease Paints
61 Cold Cream and Camphor Ices
5 Nail Polishes
15 Toilet Jellies
42 Skin Lotions
91 Perfumes and Sachet Powders
77 Toilet Powders
12 Lip Salves
51 Cosmetics
10 Cachous
98 Colognes and Toilet Waters
17 Liquid Enamels
11 Smelling Salts
15 Pomades
233 Hair Preparations
40 Hand and Foot Preparations

456 For Veterinary Remedies
74 For Horse Balls
47 For Condition Powders
43 For Ointments and Blisters
25 For Drenches
29 For Hoof and Spavin Remedies
7 For Heave Remedies
17 For Worm Remedies
86 For Liniments
43 For Cattle, Hogs and Sheep
59 For Dogs and Poultry
26 Miscellaneous

800 For Unofficial Pharmaceuticals
115 Elixirs and Fluid Extracts
180 Syrups and Tinctures
60 Wines
71 Pills and Powders
24 Digestive Ferments
53 Solutions and Waters
54 Ointments and Suppositories
62 Mixtures and Emulsions
49 Plasters, Cottons, Gauzes, etc.
37 Lozenges, Troches, etc.
16 Liniments
70 Chemicals and Miscellaneous

495 For Household Articles
221 Soaps and Cleansing Preparations
71 Insect and Vermin Destroyers
74 Disinfectants, Antiseptics, etc.
20 Fumigants, Incense, etc.
109 Dyes

202 Paints, Varnishes, etc.
122 Paints, Varnishes, Stains
19 Lacquers
61 Furniture Polishes

389 For Technical Processes
163 Cements, Glues, etc.
33 Metal Polishes
52 Show Globe Colors
22 Photography
19 Fireworks
100 Leather Preparations

772 For Family Medicine
71 Cough Remedies
42 Bitters, Tonics, etc.
40 Salves, Ointments, Plasters, etc.
26 Rheumatism
31 Diarrhoea, Cholera
22 Piles
62 Warts, Corns, Chilblains
12 Kidneys and Liver
34 Eye and Ear Preparations
48 Toothache
20 Blood Purifiers
24 Croup and Diphtheria
22 Lozenges
19 Dyspepsia
10 Headache
13 Burns
19 Febrifuges
47 Liniments and Sprays
49 Catarrh
27 Vermifuges
24 Laxatives
13 Alcoholism
16 Neuralgia
16 Itch, Rashes, etc.
52 Miscellaneous

456 For Miscellaneous Articles
106 Soda Syrups
67 Flavoring Extracts
62 Mineral Waters
221 Inks and Miscellaneous

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ADVANCE FEVER THERMOMETER

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Perfectly Aseptic, equipped with Lenz Finders and anti-rolling devices, provided with means to limit the extent to which it should be inserted into the body.

The Advance is actually the only improvement in Fever Thermometers which has been demanded by the profession for many years.

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½ Min. Registration, with Certificate, in Rubber Case.....$6.50 per dozen
1 Min. Registration, with Certificate, in Rubber Case.....$6.25 per dozen
2 Min. Registration, with Certificate, in Rubber Case.....$6.00 per dozen

RED OR BLUE BULB FOR RECTAL USE.

1 Min. Registration, with Certificate, in Rubber Case.....$6.25 per dozen

Every Instrument tested by the Certified Government Standard and fully guaranteed.

On the ordinary thermometers the scale is so located that a portion thereof is inserted into the mouth or other organs of the body when making a test of the bodily temperature, and by reason of this fact that portion of the scale which is inserted into the body is worn off, and, in addition to this, the coloring material of the scale gets into the body, and this is one great objection which THE ADVANCE THERMOMETER obviates. Any manufacturer pretending to sell THE ADVANCE is making fraudulent claims and will be brought to justice through the intervention of the U. S. Patent Courts. Manufactured by

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Carr Building, 138th Street and 3d Avenue, NEW YORK CITY

Largest Manufacturers of Clinical Thermometers

Branch Office, 17-21 West Smithfield, London, E. C., England

Prices Current of Drugs and Chemicals—(Continued)

Nux Vomica	lb.	.10	.14
Powdered	lb.		.23
Oil, Almond, bitter	lb.	3.50	
Without acid	lb.		
Amber, crude, dark	lb.		
Rectified	lb.	.90	
		1.50	
		.70	
Cajuput, bottles	lb.	.85	
Caraway	lb.		
Cassia	lb.		
		.75	
Chaulmoogra	lb.	2.00	
		1.00	1.25
Cloves	lb.		1.05
		.90	
	M.	25.00	
		1.00	
		1.40	
		.75	
Cubeb	lb.	1.00	1.20
		3.25	
Erigeron, true	lb.	2.25	2.50
Eucalyptus	lb.	.55	
Gaultheria Leaf	lb.	4.75	
		3.00	
		.50	
Hemlock	lb.	3.50	
			18.00
			4.00
			25.00
			2.75

		.75	
Juniper Berries	lb.		1.00
		.45	
		1.00	1.00
	oz.	1.10	1.00
	lb.		3.75
	lb.		3.50
	lb.	1.15	
	lb.	1.10	1.25
	lb.	1.25	
		.75	.85
			.80
Male Fern, Ethereal	lb.	2.10	2.25
Mustard, artificial	lb.	1.00	3.50
	oz.	.35	1.35
	gal.		.80
			.80
Neroli, Bigarade, best			6.25
	lb.	1.25	1.40
	gal.		
		3.10	3.20
		2.75	2.85
			1.85
		2.75	3.00
	lb.		2.75
			.45
	lb.	.10	.45
	lb.	1.80	2.40
		.90	.90
Peppermint, N. Y.	lb.	2.50	2.75
	lb.	.90	.95
	lb.	2.25	2.50
	lb.	3.10	
			.40
		.90	1.00
	oz.	.75	.90
Rosemary Flowers	lb.	1.40	1.50
		.90	.90
		.10	.50
	gal.	.75	.85
	lb.	4.75	5.00
		.80	.90
	lb.	2.50	2.75
Sperm, winter, bleached	gal.	.85	1.00
	lb.	4.50	4.75
	oz.	.75	.90
		.45	.55
	lb.	1.25	1.75
	lb.	1.90	2.00

		.60	.65
	lb.	3.50	3.75
Heavy, true, f. grapes	lb.	5.00	
		.45	1.50
Synthetic	lb.	.55	.60
Wormseed, Baltimore	lb.	1.75	1.80
	lb.	6.00	5.50
			.90
cury	lb.	.55	.60
1-3 mercury	lb.	.45	.50
	lb.	1.50	1.75
Granulated	lb.	7.10	7.25
U.S.P., Powdered	lb.	7.30	7.45
	lb.	1.00	1.45
Fig.		.15	.20
Orris, Florentine	lb.		.22
Select Fluger	lb.		.85
Verona	lb.	.10	.12
	lb.	.10	.12
Paraform	oz.		.35
	lb.	.70	.80
	lb.		.60
Pellet Iberine Tan. 15 gr. v.	ea.		.03
			.50
	lb.	.10	.14
			.60
Peppermint, Herb, German	lb.	.55	.60
	lb.		.24
Petrolatum, U.S.P., white	lb.		.15
	oz.		.33
Phosphorus, Amorphous	lb.	1.30	1.40
Pilocarpine, Alk., pure	gr.	.08	.09
Hydrobromide, 5 gr. v.	gr.	.08	.09
		.04	.05
Nitrate		.04	.05
Pine Leaf Tips	lb.	.50	.60
Pipsissewa	oz.		1.00
	oz.	.55	.60
Pitch, Burgundy, American	lb.	09½	.10
		2.00	1.00
True, dentists' sifted	bbl.		2.50
Plantago Root	lb.	.20	.25
Podophyllin (Resin)	lb.	.30	.35
Podophyllin (Resin)	lb.	3.75	4.00
Poke Berries	lb.	.20	.25
Root	lb.	.10	.20
Powdered	lb.	.20	.25
Poppy Heads	lb.	.25	.30
Seed	lb.	.15	.20
		.18	.20

35c. **CRUDOL** 50c.

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OXY Peroxide Talcum Powder	1.50 per doz.
OXY Peroxide Soap	1.50 per doz.

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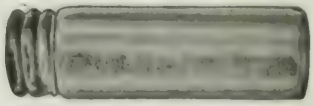

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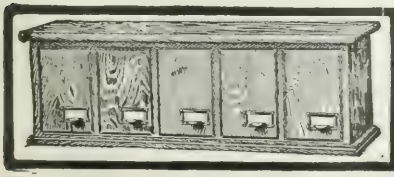

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Prices Current *of* Drugs *and* Chemicals—(*Continued*)

[illegible]	lb.	.08	.1[illegible]
[illegible]	lb.	[illegible]	[illegible]
[illegible] Acetate	lb.	.35 —	.40
[illegible]	[illegible]	.15 —	[illegible]
Bicarbonate	lb.	[illegible]	[illegible]
[illegible]	[illegible]	.13	[illegible]
[illegible]	[illegible]		[illegible]
[illegible]	[illegible]		[illegible]
[illegible]	[illegible]		
[illegible]	[illegible]	[illegible]	.2[illegible]
[illegible]	[illegible]	[illegible]	.28
[illegible]	[illegible]	[illegible]	[illegible]
C. P.	lb.	[illegible]	[illegible]
Refined (Sal Tartar) ...	lb.	[illegible]	.15
Chlorate	lb.	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	.21
Purified and gran......	lb.	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	.40
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	.16	.20
Hypophosphite	lb.	[illegible] —	1.05
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
Nitrate	lb.	.07	.10
[illegible]	[illegible]	.07	.12
C. P.	lb.	[illegible]	.40
Permanganate	lb.	.20	.24
[illegible]	lb.		[illegible]
Prussiate, red	lb.	.50	.55
Yellow	lb.	.22	[illegible]
[illegible]	oz.	—	.15
Sulphate, powdered	lb.	10	.12
[illegible]	lb.	[illegible]	[illegible]
Sulphide	lb.	14	.15
[illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.	1.60	1.70
[illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.	[illegible]	.40
[illegible]	lb.	1.[illegible]	1.50
[illegible]	lb.	[illegible]	[illegible]
[illegible] Seed	lb.	15	[illegible]
[illegible]	lb.	[illegible]	.11
Powdered	lb.	15	.20
[illegible] Bark	lb.	25	.35
[illegible] Seed	lb.	1.50	1.60
[illegible]	oz.	—	.75
Sulph.	oz.		.65
[illegible]	oz.	.50	.54
[illegible]	oz.	[illegible]	[illegible]
[illegible]	oz.	.50	[illegible]
Quinine, Bisulphate	oz.	.15 —	[illegible]
[illegible]	[illegible]	.79 —	[illegible]
[illegible]	[illegible]	.45	[illegible]
[illegible]	oz.	[illegible]	.47
[illegible]	oz.	[illegible]	[illegible]
[illegible]	oz.	.40	[illegible]
Sulphate, 100 oz. tins	oz.	.14	.15
[illegible]	[illegible]	.16	.17
[illegible]	[illegible]	.21	[illegible]
[illegible]	oz.	.31	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	oz.		[illegible]
[illegible] Seed [illegible]	lb.	[illegible]	.08
[illegible]	lb.	[illegible]	.08
[illegible]	[illegible]		.10
[illegible]	lb.	.10	.12
[illegible]	lb.	.02	.04
[illegible]	[illegible]	[illegible]	2.00
[illegible]	lb.	.10	.12
[illegible] white	lb.	1.15	1.[illegible]
[illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.	.50	[illegible]
Powdered	lb.	.60	[illegible]
Powdered, extra, tins...	lb.	1.10	1.[illegible]
[illegible] Seed	lb.	[illegible]	[illegible]
Rose Leaves [illegible]	lb.	.40 —	[illegible]
Red	lb.	1.15	1.[illegible]
[illegible]	oz.		1.00
[illegible]	ea.		[illegible]
Bitartrate, 15 gr. v.	[illegible]		.40
[illegible]	[illegible]		1.50
Rue, Herb, pressed, ozs..	lb.		[illegible]
[illegible]	lb.	.50	.60
[illegible]	lb.	10.00 —	10.50
[illegible]	lb.	.60 —	.70
[illegible]	lb.	.09 —	.12
[illegible]	lb.	.25 —	[illegible]
[illegible]	lb.	.20 —	[illegible]
[illegible]	lb.	4.50 —	4.[illegible]
[illegible]	lb.	.96 —	1.00
Sandalwood	lb.	.20 —	[illegible]
Ground	lb.	[illegible]	[illegible]
[illegible]	lb.	.30 —	[illegible]
[illegible]	lb.	11.00 —	11.50
Sarsaparilla, Root, Hon., cut.	lb.	.45 —	[illegible]
[illegible] cut	lb.	.30 —	[illegible]
Powdered	lb.	.35 —	.40
[illegible] Pith	oz.	.18 —	.20
Bark	lb.	.20	[illegible]
Powdered	lb.	[illegible]	[illegible]
[illegible] Berries	lb.	[illegible]	[illegible]
[illegible]	oz.	[illegible]	[illegible]
[illegible]	[illegible]		
[illegible]	[illegible]		1.[illegible]
[illegible]	[illegible]		1.[illegible]
[illegible] Herb	lb.	.60	[illegible]
[illegible] Root	lb.	[illegible]	[illegible]
Powdered	lb.	[illegible]	[illegible]
Seidlitz Mixture	lb.	17	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
Powdered	lb.	[illegible]	[illegible]
[illegible]	[illegible]	10	[illegible]
Serpentaria (Va. Sn'k r't.).	lb.	[illegible]	[illegible]
Silver, Chloride	oz.	[illegible]	[illegible]
[illegible]	[illegible]	1.00	1.[illegible]
[illegible]	[illegible]	[illegible] —	.47
[illegible]	[illegible]	.65 —	.70
Stick, (Lunar Caustic)	oz.	[illegible]	[illegible]
Oxide	[illegible]	1.10	1.[illegible]
Precipitated	oz.	1.40	1.[illegible]
[illegible] Root	lb.	[illegible]	[illegible]
Powdered	lb.	[illegible]	.40
Skunk Cabbage, Root......	lb.	.20	[illegible]
Soap, Castile, green	lb.	12	15
[illegible]	lb.	12	15
White [illegible]	lb.	[illegible]	15
Powdered	lb.	[illegible]	[illegible]
Soap Tree Bark, whole.....	lb.	14	17
Cut	lb.	17	20
Powdered	lb.	20	[illegible]
Soda Ash	lb.	[illegible] —	[illegible]
Caustic, purified, fused...	lb.	[illegible]	[illegible]
Sodium, Acetate	lb.	15	[illegible]
Arsenate	lb.	20	[illegible]
[illegible]	lb.		[illegible]
Benzoate	lb.	40	45
From True Benzoic Acid.	lb.		[illegible]
Bicarbonate	lb.	[illegible]	[illegible]
C. P., powdered	lb.	10	14
Bichromate	lb.	[illegible] —	[illegible]
Bitartrate	lb.	[illegible] —	1.00
Bromide	lb.	[illegible]	[illegible]
Carbonate (Sal Soda),	100 lbs.	1.00	2.50
C.P. cryst., U.S.P......	lb.	20 —	[illegible]
Dried, purified	lb.	[illegible]	18
[illegible]	lb.	[illegible]	.04
Chloride, C. P.	lb.	20	[illegible]
Dried	lb.	—	.40
[illegible]	oz.		[illegible]
[illegible]	[illegible]	.16	[illegible]

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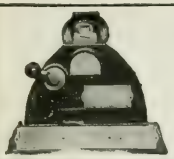

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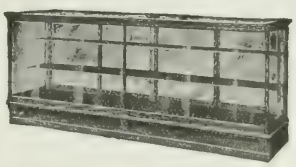

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24 Doz. SYRUP OF FIGS and ELIXIR OF SENNA @ 4.00, less 8%, 2 Dozen Free.

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Sodium, Citrate, C. P.			
			1.05
			.02
			.08
	lb.	3.00	— 3.10
	lb.	.07	
	lb.	.11	— .15
	lb.	.11	— .15
	lb.	.15	— .20
	oz.	.15	— .20
	lb.	.10	— .15
			.02
	lb.	.12	— .20
	lb.	.04	— .05
	lb.	.01	— .04
	lb.		.10
	lb.		.25
			.12
	lb.		.25
	lb.		.20
	oz.		.55
	lb.	.50	— .55
	lb.	.55	— .60
	lb.		.34
	lb.		.37
	lb.		1.75
	lb.		.10
	lb.	.54	— .60
			.55
Nitro, U. S. P.	lb.	.50	— .55
	lb.	.20	— .50
	lb.	.10	— .12
	lb.	.15	— .18
	lb.	.20	— .25
	lb.	.04	— .05
	lb.	.25	— .30
	lb.	.27	— .32
			.04
	lb.	.15	— .20
	lb.	.25	— .30
			.12
	lb.	.45	— .50
	lb.		.100
			.10

Nitrate, dry			
			.13
			.15
			.07
		2.75	— 2.85
			.47
			.75
			.15
		.03	— .04
			.12
		.08	— .10
Talcum, powdered	lb.		.06
Purified	lb.		.20
	oz.	2.50	— 2.75
			.15
			.55
			.06
Terpin Hydrate, 1 lb. car.	lb.	.42	— .47
Thymol	lb.	2.35	— 2.45
Iodide, U.S.P.	lb.		4.00
	oz.		— .35
Tragacanth, Aleppo, extra	lb.	.90	— 1.00
Aleppo, No. 1	lb.	.85	.90
Turkey, No. 1	lb.	.90	.95
		.75	.80
Powdered	lb.	1.00	— 1.10
Turpentine, Chian, genuine	oz.	.40	.60
Venice	lb.	.75	.80
Uva Ursi	lb.	.09	— .12
Powdered	lb.	.18	.20
		.21	.30
Powdered	lb.	.41	.46
	lb.	.20	— .25
Powdered	lb.	.25	.30
			.40
		.40	.50
Veratrum Viride, Root	lb.	.15	.20
Powdered	lb.	.25	.30

			.25
			.10
			.15
			.10
			.15
Roots, yellow	lb.		.15
			.10
			.15
Japan	lb.		.15
White Hellebore, Root	lb.		.10
			.10
Wild Cherry Bark	lb.		.10
			.10
			.10
Wild Indigo Root	lb.		.15
			.10
Willow Bark, black	lb.		.10
White	lb.		.10
			.10
			.10
			.10
Bark	lb.		.20
Leaves, pressed, ozs.	lb.		.10
Wormseed (Chenopodium)	lb.	.17	— .20
Powdered	lb.	.19	— .22
		.12	— .15
Powdered	lb.	.13	— .17
Wormwood, bulk	lb.	.20	— .25
Pressed ozs.	lb.		.15
Powdered	lb.	.20	— .25
Yerba Santa	lb.	.15	— .20
			.10
			.10
Chloride, fused	lb.		.10
Gran.	lb.	.20	— .25
Medicinal	lb.	.18	— .20
	oz.		.10
	oz.		.10
			.09
Metallic, C. P.	lb.	.65	— .75
Gran. (free from arsenic)	lb.	.20	— .25
	oz.		.10
Oxide, American	lb.	.08	
Eng. Hubbuck's	lb.	.08	
Permanganate	oz.		.10
	oz.		.10
	oz.		.10
	oz.		.10
	lb.	.17	
Sulphate, crystals	lb.	.05	— .10
C. P.		.12	— .15
Dried	lb.		.10

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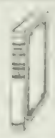

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VOL. XLIII. NEW YORK, FEBRUARY, 1910 No. 2

THE PHARMACEUTICAL ERA

PUBLISHED MONTHLY

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Published at 90 William street, Borough of Manhattan, New York, by D. O. Haynes & Co., a corporation: President and treasurer, David O. Haynes; vice-president, Ezra J. Kennedy; secretary, Edward W. Drew. The address of the officers is the office of publication, and the title is registered in the United States Patent Office.

Entered at the New York Post-Office as Second Class Matter

TABLE OF CONTENTS.

EDITORIAL: Frank E. Stewart, M.D., Physician and Pharmacist; Hardest Blow Yet for N.A.R.D.; Future of the U.S.P. Propaganda; "Ourselves as Others See Us"; Old Law Upheld—New Bill In; "Free Lunch" 'Phones Disappearing; Why Omit the Druggists?; Sunday Rest; Notes and Comment 121
CORRESPONDENCE: California Bees; Father of Coudrey Bill Explains; Concentrates vs. Perfume Compounding; Putting Character Before Gain 123
CROSS COUNTRY GLIMPSES; Pasadena's Flower Pageant on New Year's Day, Emma Gary Wallace 125
SUNDAY REST IN CANADA 126
CAN YOU BLAME THEM? Joel Blanc 127
PHARMACISTS MUST TAKE A STAND, Henry C. Blair.. 128
P.A.R.D. SECEDES FROM N.A.R.D. on Propaganda Issue. 129
DR. ANDERSON REPLIES TO A.M.A. ATTACK ON A.D.S. 130
TEXT OF A.M.A. JOURNAL'S ATTACK ON N.A.R.D. 131
SHALL WE HAVE A PROFESSION OF PHARMACY? An Ideal Outlined, Dr. F. E. Stewart, of Philadelphia 133
QUESTION BOX 139
THE ESSENTIAL OILS OF THE U.S.P. 141
THE WOULD-BE PERFUMER, W. G. Ungerer, New York. 144
THE QUIZ MASTER 145
ADVERTISING HINTS FOR DRUGGISTS 148
SODA FOUNTAIN AND CANDY COUNTER 149
SODA FOUNTAIN FORMULAS; Pharmacists and Fountain 150
CANDY IN DRUG STORES; Off-Season Advertising 151
WOMEN'S ORGANIZATIONS 152
INDEX OF ADVERTISERS 157
INDEX OF GOODS ADVERTISED 158
MOSTLY PERSONAL; Frederick W. Stecher, Cleveland... 161
PHILADELPHIA A.R.D., ANNUAL ELECTION 163
BROOKLYN BUYING CLUB IN COURT 164
FIGHT OVER SALE OF REXALL STORES TO MR. LIGGETT 165
DRUG TRADE SECTION, New York Board of Trade 165
MANHATTAN PH.A. ELECTS OFFICERS 166
NEW YORK BRANCH, A.PH.A., RESENT CRITICISM.... 166
THREE BROTHERS 50 YEARS IN TRADE TOGETHER.. 167
NEW YORK PHARMACY LAW UPHELD 168
CHICAGO R.D.A. CONDEMNS MAIL ORDER HOUSES. 168
DRUG MARKETS 170
PATENTS AND TRADE MARKS 172
BUSINESS RECORD; New Corporations 176
PURE FOOD AND DRUG LAW UPHELD 178
BUSINESS NOTICES; New Advertisements 180
PRICE LIST CHANGES 190
PRICES CURRENT 192

FRANK E. STEWART, M.D.
Physician and Pharmacist.

The paper read by Dr. F. E. Stewart before the Medico-Chirurgical College on January 6 and printed elsewhere in this issue of the ERA deserves to be read by every thinking pharmacist, for it reflects the convictions of one who has studied the subject he discusses from every possible direction and that with the knowledge and experience gained from years of actual and consistent practice, both as a physician and a pharmacist.

Following Dr. Stewart's argument to its logical conclusion tends to force home the conviction that "pharmacists should study medicine, obtain a license to practice therapeutics and then take advantage of their close contact with the people to educate them on the subject of medicine." That there is a fine opening for the apothecary-physician seems assured and the thinking and observing man will agree that the writer's recommendation as to the study of medicine is already being put into practice by many pharmacists. Almost every college of pharmacy in the country can produce proof to this effect, and an examination of the lists of matriculates of medical colleges shows the increasing number of names of druggists who are taking coures in medicine. With such a preparation for the active duties of a professional life, the pharmacist-physician would need have no fear of the keen rivalry of cut-rate price establishments or the competition of department stores. His energies could then be directed along professional lines and the practice of "pharmacology" in the broadest sense of the term. The practice of pharmacy by such men would stand for a better realization of altruistic ideals, scientific attainment and for the general good of humanity.

HARDEST BLOW YET FOR N.A.R.D.

In the withdrawal of the Philadelphia Association of Retail Druggists from the N.A.R.D., with its membership of 600, the National association not only loses considerable revenue but suffers in prestige. It is the most serious blow that has struck the N.A.R.D. since it survived its early struggle for existence and its effect may not be confined to the present loss of influence and membership.

The trouble grows out of the attempt of the N.A.R.D. to conduct a U.S.P. and N.F. propaganda on National lines, whereas it has been found to be peculiarly an issue for local treatment and entirely

inconsistent with the original purpose of the N.A.R.D. The fact seems to have been overlooked that the N.A.R.D. came into existence to assist in the regulation of the prices of patent medicines and in its affiliations, direct or implied according to view, it is only natural that many of its members incline toward the patent medicine field. Price protection is the best slogan of all for an organization like the N.A.R.D. There is no use trifling with ethical lines when profits on patent medicines are wanted.

FUTURE OF THE U.S.P. PROPAGANDA.

With Brooklyn pharmacists on the point of giving up the U.S.P. propaganda work and the Philadelphia pharmacists giving up the N.A.R.D. in order to push the same work along local and ethical lines fresh interest will be taken in the future of the propaganda. Physicians cannot be expected to take much interest in advancing the prescription business of druggists who are making, pushing and selling patent medicines. The doctors are not sleeping and if any druggist thinks so let him read what the A.M.A. journal has to say on the subject.

The A.D.S. is a typical co-operative business enterprise, nor has it posed as anything else. It exists to make money for its members through the sale of its products. It is not concerned with the prescription portion of the business of its members. That is their separate, individual affair. Fostering the commercial end in this way the tendency is to get away from the professional side of pharmacy and as the cleavage progresses may not the time come when the pharmacist will be a strictly professional dispenser of prescriptions and the druggist will operate a bazar to supply the public with ready-made medicines and every conceivable accessory for beautifying the flesh and making life more pleasant and comfortable?

"OURSELVES AS OTHERS SEE US."

While captious critics may comment upon the propriety of republishing the articles concerning the drug trade printed in the *Journal of the American Medical Association* we not only contend that no apology or explanation is necessary, but that the publication of these charges is a duty, unpleasant though it be, which cannot be shirked for sentimental or other and less adequate reasons.

It is important that the members of the N.A.R.D. and the A.D.S. should know exactly what is being said in this controversy and we have adopted the only course at present open for furnishing them with the information. At the same time Dr. Anderson's comments on the attacks will be read with a great deal of interest.

OLD LAW UPHELD—NEW BILL IN.

Almost simultaneously two pieces of interesting news are received from Albany. One is a decision of the Court of Appeals upholding the present New York State Pharmacy Law, under which such excellent work has been done by the Board of Pharmacy that wonderment is natural as to the necessity for a new law. The other item is the introduction by Senator Hill and Assemblyman Whitney of the conference bill to replace the old law and a summary of the chief points of which we have heretofore printed.

While noting the action of the highest court in sustaining the old law it is interesting to observe that the new bill if enacted as it now reads would not receive similar treatment in that tribunal. Among the inconsistencies is permission in section 231 for the board to employ counsel, while section 240 charges the attorney-general with the duty of prosecuting the board's cases.

The new bill refers to the practice of "pharmacology," "pharmacy" being used to define the place of business instead of the profession, but in one place there is a slip, as the secretary is required to be a practitioner of pharmacy, while the board members "must have legally practiced pharmacology" for at least ten years in this State.

"FREE LUNCH" 'PHONES DISAPPEARING.

Cincinnati druggists are to be congratulated upon their victory in sending the so-called "free lunch" telephones to oblivion. The fight has been a long and hard one, with the Ohio Valley D.A. making a brave struggle, assisted by Chairman Bodemann, of the N.A.R.D. telephone committee, and Joseph F. McDonald, who has aided druggists in telephone controversies in other cities.

In St. Louis the druggists have suffered defeat in trying to secure slot 'phones from one of the two companies, as reported in the January issue of *The Soda Fountain*, but it is hoped perseverance will be rewarded with ultimate success. In contrast, Philadelphia sends the good news that even the $5 guarantee from druggists has been waived by the telephone officers in that city.

WHY OMIT THE DRUGGISTS?

Here is a bill (H.R. 19280) introduced in Congress by Mr. Alexander, of New York, which requires some explanation on his part:

That all drugs and poisonous solutions containing no more than 1¼ per centum of poisons, and solutions containing not to exceed 1¼ per centum of cocaine, when sent in the original packages and addressed to physicians, dentists and veterinarians, shall be admitted to the mails.

If there is any necessity for the enactment of this amendment to the Postal Law why are the druggists omitted from participation in the supposed benefits? Who is behind this measure?

SUNDAY REST.

History repeats itself in divers ways and places, this time across the border where our Canadian friends are confronted by some of the problems growing out of the enforcement of Sunday rest observance laws. The agitation in favor of a legal day of rest is one that for centuries has stirred governments periodically. The moral principle of the Sabbath command was recognized by the early Christians but not its legal features. In fact, if we read history aright, it was not until the famous edict of Constantine was issued in 321 that the Christian

Sunday became a legal holiday when rest from labor was made obligatory. Since that time political interests and public morals have been the controlling factors in the enactment of such measures, and so they are likely to continue to the end of our days. Why not recognize these facts and as pharmacists get our share of Sunday rest?

The big "Drug Store Trust," backed "by Standard Oil and Tobacco Trust" money, which the papers have been heralding, probably was the Liggett corporation formed to take over the United Drug Company's stores, but Mr. Liggett denies the existence of any "trust." Reading the story of the suit over these stores on page 165 the conclusion is inevitable that the Rexall directors placed a large amount of confidence in Mr. Liggett, even if there was no "trust."

Formulas and fountain hints, experiences and suggestions in the ERA's "Soda Fountain and Candy Counter" department on pages 149 to 152 are worth while in themselves, but form only an appetizing taste of the treasures which are to be found every month in our publication, *The Soda Fountain*. The prize formulas alone are worth more than the subscription price to live druggists who operate soda fountains.

Dr. Diekman's assertion that there is far more danger to the public from physicians who dispense their own drugs, or who are interested in proprietaries, than there is from the sale of impure drugs, is based upon evidence gathered by the State Board of Pharmacy. As an abstract fact, however, the first part of his statement will appeal with more force to most observing and appreciative druggists.

N.A.R.D. never was intended to be a vehicle to induce physicians to use only U.S.P. and N.F. preparations. If National work was advisable the A.Ph.A. would be the proper body to conduct it, but experience shows that propaganda work cannot be prosecuted through the same methods in different localities, conditions never being precisely alike in the various fields of effort.

Pharmacists should heed the appeal for communications for the scientific section of the A.Ph.A. which has been issued by the chairman, M. I. Wilbert, 25th and E streets, Washington, D. C. Ample time will be afforded for reading and discussing all papers that are presented.

Some interesting bits of late drug trade news found their way into the pages of the January *Soda Fountain*. More of the same may be expected in future issues of this bright journal. Druggists will find it more necessary to them with each succeeding issue.

A.D.S. and similar organizations are certainly helping their members to make the money that will be needed at the divorce trial at which the terms "pharmacist" and "druggist" will be separated in popular meaning.

Good work that of the New York State Board of Pharmacy to bring the percentage of short standard drugs down to 7 per cent. That accounts for some of the opposition.

On the next page Mr. Cary, who modestly admits sponsorship for the Coudrey U.S.P. control bill, answers critics who seek to avoid what he considers the vital issue.

Co-operation in Brooklyn has struck a snag and got into the courts, but Dr. Anderson guarantees a cure on page 164.

If all medicines should be standardized as provided in the Coudrey Bill what would happen to the proprietaries?

Mr. Blair's plea for supremacy for professional pharmacy, printed on page 128, is notable for its sincerity and force.

Don't omit to read the article on fountain advertising which appears on page 151 of this issue of the ERA.

Perfumery can be made a most profitable pharmacy feature.

CORRESPONDENCE

California Bees and "Japanese Beer Seeds."

Editor The Pharmaceutical Era:

I have read with great interest the article in THE PHARMACEUTICAL ERA of December 16, 1909, page 623, on the subject of "What Are Bébées or California Bees, and Where May They Be Obtained?" The reading of this article from friend Kebler interested me greatly, because, during the past twenty-five years, I have been searching for material, known in 1859 as "Japanese Beer Seeds," which at that date, were used in my part of Kentucky for the making of a "home drink." The description given by Dr. Kebler demonstrates conclusively to me that the material to which he refers is the long sought ferment of my early recollections.

History.—Through an advertisement offering "Japanese Beer Seeds" for the making of beer at home, and emanating, if I remember correctly, from an Eastern establishment, these "beer seeds" were introduced to our part of Kentucky. They came dried, apparently much like some forms of tapioca, or perhaps they might better be compared to disintegrated, dried pulp of boiled rice. It seemed as though a mass had been made, as of dried dough, and when nearly dry, broken into crumbly fragments, about the size of tapioca. These were of pure white color, and possessed the following qualities:

A glass jar was filled with sweetened water, one-half pound of sugar being taken to the gallon, if I remember correctly. Into this sweetened water at the temperature of the room, these "Japanese Beer Seeds" were placed. They sank to the bottom of the jar, and within a few hours bubbles of gas would collect about them. When the gas bubbles had grown of a size sufficient to overcome the gravity of the pulp-like material, they would rise to the surface, bringing the "seeds" with them. Striking the surface of the liquid the gas bubbles would burst, the pulpy "seeds" sinking to the bottom, to begin once more the process of decomposing the sugar, with the constant evolution of carbonic acid gas, and the production of alcohol. The transparent liquid would be studded with this moving material, some of the fragments rising, others settling, a few floating on the surface attached to the bubbles that seemed not to break, and others lying upon the bottom, preparatory to the further evolution of gas. This active movement would progress rapidly, so much so that within a reasonable period the liquid would be strongly alcoholic. It was then decanted, fresh liquid supplied, and the decanted alcoholic liquid cooled and used as a beverage. If the supply of sugar became exhausted, the "seeds" lay dormant on the bottom of the jar.

These "Japanese Beer Seeds" were increased in amount by cultivating methods, by mixing them, if memory serves me correctly, when in a pulpy condition, with large amounts of boiled rice, allowing the mixture to stand for a considerable length of time, then drying and powdering it. I do not know that directions for this method of increasing the "seeds" accompanied them from the dealer by whom they were distributed, but I do know that my father was accustomed to use this method to increase the quantity, for distribution among his friends.

These "Japanese Beer Seeds" were also, at that time, utilized in other sections of the country, but I do not know how extensively they obtained a foothold, outside my section of Kentucky.

It was customary in those days for the families utilizing the beverage thus obtained to keep two or more jars in process, supplying sugar and water until the taste of a jar of liquid became satisfactory, when, as I have said, it was racked off and more sugar and water added, thus keeping a continuous supply of "Japanese Beer."

I have been looking for many years for something concerning these "Japanese Beer Seeds," and am now wondering, more than ever, in what this ferment consists, that, popularized more than half a century ago, in my part of Kentucky, seems to have been revived under the name recently employed, "Bébées, or California Bees."

In conclusion, I will say that, in my opinion, the origin of this ferment is in the Orient, and that the original name, "Japanese Beer Seeds," will be found to correctly apply. It

will also be discovered, in my opinion, that in some part of the Orient this "Japanese Beer," or this method of fermenting saccharine liquid, goes back to a period far antedating the time of its employment in Kentucky. That it is a ferment in the nature of yeast, is evident. Very truly yours,

Cincinnati, Ohio. JOHN URI LLOYD.

Father of Coudrey Bill Explains Motive.

Editor The Pharmaceutical Era:

I have read with great interest the criticisms on my crude amendment to the Pure Food and Drugs Act, and possibly, on account of its so-called crudeness, the motive of this amendment has not easily been distinguished, except by one gentleman, Dr. A. B. Lyons. I would like to have you place before these gentlemen a few of my inquiries for their most respected replies.

Are they aware of the "joker" in the present Food and Drugs Act which permits drug traffic from sordid interests to go on merrily? I do hereby quote the law, Regulation 7, Standards for Drugs (Section 7):

(b) "A drug bearing a name recognized in the United States Pharmacopœia or National Formulary, and branded to show a different standard of strength, quality or purity, shall not be regarded adulterated if it conforms to its *declared* standard."

This permits any drug in or out of the Pharmacopœia to be sold at any standard. It cannot be possible that these gentlemen are in favor of such a law. Is not the government, so to speak, "accessory to the crime" by permitting such a statute to exist?

I ask this question most respectfully: Should there be any professional hold-up or false ethics between the schools of medicine on one simple standardization, when practicable, of all drugs used to combat disease?

Is not the Federal Government financially able to employ moral and scientific chemists to edit a standard text-book on all agents used for medicaments?

Is it not practicable for these learned gentlemen of the revision committee of the Pharmacopœia to dip into the standard Federal book on drugs, take out what drugs they see fit and construct their formulas?

Should not all agents used for medicaments be standarized?

Who can, but the Federal Government, in an unselfish way, standardize all medicaments?

The issue is as simple as it is vital. It is not primarily a subject for technical or commercial discussion. It is a question of right which relates to the public's well-being, and under the fallacy of the present law, drug traffic will still go on. Technical and commercial questions are involved in the subject of this crude amendment, but they are incidental as compared to the question: *Should there be more than one standard for agents used to combat disease and suffering?*

Does it not limit and embarrass the possibilities of every physician? Is there not a chance for a tragedy, when it could be eliminated?

Let these learned gentlemen stop and think and appreciate that some day they will take a prescription to their own castle that shields their own treasures.

One standard of drugs and chemicals for the benefit of mankind and animals is not burdensome to any honest physician, druggist, drug manufacturer, manufacturer of proprietary or patent medicines. I am, yours most respectfully,

New York, Jan. 13, 1910. H. A. CARY.

Concentrates vs. Perfume Compounding.

Editor The Pharmaceutical Era:

In a recent address to the Philadelphia branch of the A.Ph.A., Mr. W. G. Ungerer very ably presented sundry "compliments" to the "would-be-perfumer," and incidentally condescended to make guarded mention of the so-called "concentrates." While we agree with Mr. Ungerer as to the foolhardiness of the amateur who plans to compound essential oils without any intimate knowledge of them, our viewpoint is a little different, viz., we think the chief danger of the amateur is from essential oil salesmen, who are often so grossly ignorant of the chemistry of the products they are offering that any formula or recommendations which they present cannot be worthy of serious consideration.

We also differ from Mr. Ungerer in his obvious respect for untutored "art" in perfumery. The fact is that the great bulk of consumers now insist upon powerful odors; that in order to attain these powerful odors it is necessary to use very concentrated forms of naturals and usually some synthetics; that an intimate knowledge of the chemistry of both is necessary to fine results; that the moment we enter into the realm of synthetics we are departing from many traditions and stepping into a field of modern chemistry.

And in our opinion it is greatly to the credit of the great manufacturers of essential oils and the splendid progress of perfume manufacture, that the traditional "Art of Perfumery" is fast becoming a more exact science wherein the chemist who specializes in essential oils and synthetics must ultimately supersede the mysterious sorcerers of olden times. Certainly it now requires expert chemical assistance to keep abreast of adulteration which is being so cleverly devised and applied, and on account of which many unscrupulous persons also find it necessary to have an intimate knowledge of the predominant compound and subsidiary substances which are part of every so-called natural.

As to concentrates—is it possible that Mr. Ungerer would try to stem any tide of modern progress? Does he not know that every buyer of essential oils is knowingly or unknowingly purchasing many less finished compounds? Do we not know that most of the otto of rose sold in this country is in reality a compound? Is it not very well known that the concentrates are in enormous use throughout France and Europe, and that most of the great essential oil houses are very busily engaged in manufacturing great quantities of them? As to "original effects," "economics," etc., we respectfully submit that while there will likely be just as many poor concentrates as there are poor essential oils—the concentrates which are compounded by chemists, after most valued French formulæ, with an exact knowledge of the chemical property of each ingredient, are not only equal, but as a rule vastly superior to home compoundings with less scientific attendance. We also hold that the blending and aging of the oils in their entirety is a great advantage and gives better final results; that most of the original effects presented in recent years are the result of work from concentrates; and that the great bulk of perfume manufacture in this country and through Europe is in reality only a manipulation from more or less finished compoundings. But perhaps the best testimony to concentrates is the increasing line of these products which most of the essential oil houses are now openly or secretly handling under coined prefixes which add mystery and profit. CHARLES E. SHOLES.

Putting Character Before Gain.

Editor The Pharmaceutical Era:

Goethe's saying, "more character, less talent," received a big post mortem boost in the $500 Prescription story in your January issue. The sermon, like the "Sermon on the Mount," will live when other preachers have forgotten that they ever knew anything.

It is a most pathetic outcry against this tendency of "office for revenue" only, and will do more good to put character before gain in filthy lucre than a dozen conventions of upliftrs and nickel-plated reformers. W. BODEMANN.

Chicago, Jan. 21, 1910.

NEW BOOKS.

BASKERVILLE, C. General inorganic chemistry. Boston: Heath. 7+357 p. 12mo. cl., $1.50.

COULTER, J. MERLE. New manual of botany of the central Rocky Mountains (vascular plants); rev. by Aven Nelson. New York: American Book Co. c. 646 p. O. cl., $2.50.

GREEN, JOS. REYNOLDS. A history of botany, 1860-1900, being a continuation of Sachs' History of Botany, 1530-1860. New York: Oxford University Press (Amer. Branch). 543 p. D. cl., $3.15.

HOAG, ERNEST BRYANT. Health studies: applied physiology and hygiene; with prefatory note by D. Starr Jordan. Boston: Heath. c. 10+224 p. 12mo. cl., 75c.

JENKS, TUDOR. Chemistry for young people; with 16 il. and 27 diagrams. New York: Frederick A. Stokes Co. c. 10+309 p. D. cl., $1.50 net.

MacKNIGHT, F. ELIJAH. Fertilizer and acid plants. New York: Insurance Press. c. 94 p. il. plans. 8vo. (Insurance engineering ser.) 50c.

NAGEL, OSKAR. Producer gas fired furnaces, detailed descriptions and illustrations of practical producer gas-fired furnaces of the chemical, metal, metallurgical, iron, steel, lime, cement glass, brick and ceramic industries; a handbook for engineers, chemists, manufacturers, superintendents and students; with 237 illustrations. New York: Oskar Nagel. c. 6+192 p. O. cl., $2 net.

Cross Country Glimpses—Pasadena's New Year's Day Flower Pageant.

By Emma Gary Wallace.

Representation of Part of "Midsummer Night's Dream" and Another Float of Many in Pasadena's Carnival of Roses.

IF the monotony of every-day life palls, and one hankers for a panoramic variety of life and scene, a trip from the Atlantic to the Pacific coast of our great country will surely satisfy in some measure at least, that longing desire.

Snow-clad hills, ice-bound rivers, wind-swept prairies, rugged mountains, deep canyons, wierd deserts where the cactus and sage brush and wandering tumble-weed hold sway and where the sand storms boom angrily about the speeding train as if protesting against the invasion of civilization, more mountains where snows lie surprisingly deep—and then the magical transition to fertile stretches waving with palms, peppers and dotted with beautiful groves of citrus fruits.

Throughout the entire journey one is reminded of the worthy lady who declared delightedly respecting her first-born, "Every day you finds someding new out."

The Land of Optimism.

The Westerner is a firm believer in the trinity of self, country and advertising.

His belief in himself does not render him aggressive. On the contrary, he is cheerfully, hopefully, radiantly optimistic both for himself and for you.

EDWARD T. OFF, of Pasadena, President California Pharmacy Board and prominent in State affairs.

Do you seek business? Opportunity awaits you. Are you in quest of health? It fairly riots about you in the magic of almost continual sunshine, in the breezes purified and tempered by 10,000 miles of travel over rolling seas, in the protection from cold winds and frosts which the circling Mother Mountains afford, rising from smaller uplifts of the earth's crust to snow-capped peaks over two miles above the level of the sea.

The Westerner has succeeded. He has found health perchance, and opulence. Why should he not be enthusiastic, hopeful? Why should he not have faith in this glorius "Land of the Afternoon?"

The winter rains, together with the necessary irrigation, cause orange and lemon crops (worth some thirty millions yearly), grapefruit, guavas, limes, strawberries, cabbages, onions, peas, radishes and numerous other vegetables to mature the whole year through. Then in turn come blackberries, canteloupes, cherries, currants, loganberries, figs, grapes, nectarines, olives, peas, peaches, persimmons, plums, prunes, pomegranates, quinces, raspberries, melons, nuts and honey, which together with the crops of alfalfa hay, grain, yellow gold and native gems—add to the vast native wealth.

It surely is a wonderful section of a wonderful country. How can its people be other than proud and happy that nature has done so much and made so much possible?

The Westerner makes no talk of hard times, gloomy market outlook, or the likelihood of things going to the dogs generally. He talks in big figures. He breathes and lives in an atmosphere of sunshine and growth, and he is not staggered by enormous odds. If he is downed—and he sometimes is, he gets up and goes after success with a grim determination which is sure to win out. What he does not like about the country or its conditions, he is willing to pitch in and help change. What he does like he proceeds to enjoy to the limit.

Advertising a Big Asset.

The Westerner is a thorough believer in the efficacy of advertising. He figures out its value at long range as an investment and at close range as an immediate winner in a smaller way.

The Pasadena Tournament of Roses which takes place annually on New Year's day costs many thousands of dollars, but it brings back in direct returns many times that amount. It has focused the interest and attention of the entire country upon that city yearly. Even abroad it is famous as a wonderful open-air mid-winter gala day.

The climatic conditions which allow such a celebration at a time when many parts of the country are shivering in winter's grasp must be ideal. It is, as it were, an assurance that the claims of summer weather in mid-winter are real.

Flowers in great abundance must be had, for there must be no cause for disappointment. The great floral pageant which will afford a fete day for thousands of home people and visitors must take place on schedule time.

For twenty years the weather on the great day has been all that could be desired, but this year a prolonged and heavy rain was in progress as the new year approached. There was good reason to fear and believe that the day would be an inclement one—for the first time in the history of the Tournament of Roses.

To have the floats and various spectacular allegories ready for the morning parade, the flowers are distributed the evening before and the decorators work all night long, only putting on the finishing touches as the parade sets forth, that the blossoms may be fresh and dewy.

With the rain making rivers of the streets, they worked this year, when it looked like sheer madness. Thousands and thousands of bunches of roses, lilies and violets; tons of holly and pepper berries and other decorations were worked up—and still the rain fell.

"We will have the parade," the Tournament directors said firmly—and they did.

It all came out just like a story book. The rain fell in

torrents until [illegible] and then the wonderful California sunshine [illegible] the streets mysteriously dried up in a marvelously short time and to the sound of stirring music the [illegible] started forth.

Picture From Fairyland.

It was like a moving picture from Fairyland. Wonderful [illegible] horses but by [illegible] horses and [illegible] horses or electricity. Outriders in rich costumes which rivalled the brilliant flowers in color. Elves, fairies with gauzy wings, cupids, mythological figures and the old ox team and covered wagon such as followed the Oregon trail, buck-skin clad girls typical in their fearlessness of the Golden West—all went by with kaleidoscopic swiftness, each having an interest all its own.

There were advertising ideas which were particularly clever. The Realty Board kept a weather eye on business and displayed a great floral globe measuring eight feet in diameter made of flowers. North and South America were worked out in violets on a solid background of white. A gold crown located Pasadena and the location of the land for sale by the Realty Board. The floral announcement, "Pasadena Best on Earth," completed the story.

On the Water Wagon.

The W.C.T.U. drove a gayly decorated water wagon, and the riders lustily declared in song: "We'll Make the Map all White." The bankers, the hotels, the schools, various neighboring towns and individual enterprises all vied with each other to win the prizes in the seventeen or so different classes.

It was all very splendid, but where were the druggists? They were florally silent. Perhaps it is not considered the part of wisdom to acknowledge there is any need of them at all in this healthful place. But there is—and fine up-to-date modern stores they have, too. Personally they are busy, prosperous and exceedingly courteous to strangers.

The bankers combined forces and funds and had a magnificent float of a dignified character. There was likewise an opportunity to have said to the thousands of visitors, many of them in search of health:

"Yours for accurate, scientific service. The Pharmacists of the Crown City of the West."

Within half an hour after the parade passed the writer heard three strangers say in substance: "I wonder which drug store I better make my headquarters for supplies this winter?"

There is food for thought in this query for the druggist who is located where there is a more or less shifting summer or winter population. They need supplies. Who will furnish them?

A Leader in California Progress.

It is interesting to note that Edward T. Off, the president of the California State Board of Pharmacy, is deeply interested in all that pertains to the development of his State as well as his profession alone. He is a man of many interests, being president of the Pasadena Board of Trade, president Pasadena Electric Express, one of the directors of the Pasadena National Bank, one of the Tournament directors, having personally driven in the famous Chariot races; vice-president of the Western Wholesale Drug Company, and has been instrumental in securing much good legislation for the safe-guarding of the legitimate interests of the drug business.

A man of such large affairs is bound to have the best and broadest interests of the business at heart, and to be able to do much to place it upon a high plane.

With the opening of the Panama Canal, the development of South American and Mexican natural resources, together with the advantages of year-around life in the open, the future of the West is indeed bright.

The spirit of the country seems to be, build well, build for the future—and let the world know about it.

Mrs. Wallace Injured in Explosion at Pasadena.

Pasadena newspapers of recent date report that Mrs. Emma Gaze Wallace, who is spending the winter in that city, was injured by the explosion of a steam heater in the rooms of the Board of Trade, whither she had gone for information. The board's secretary, Mr. Bertonneau, suffered a broken arm. Mrs. Wallace was stunned and badly bruised. Prompt assistance was given and the injured were made as comfortable as possible. Mrs. Wallace did not go to the hospital.

Sunday Rest in Canada.

"Works of Dire Necessity and Mercy" Are Alone Permitted to Be Done in the Dominion.

An Ottawa correspondent of the New York *Herald*, in a lengthy article on Sunday rest conditions in Canada, gives information that will interest American druggists: It is not permitted that anything which if done in Canada would be a violation of the Sabbath shall be advertised. This prevents even the advertisements of base ball games, races, excursions, etc., in the bordering States of this country if they are held on Sunday. The law contains numerous exceptions under the head of "works of necessity and mercy," and of these the work of clergymen, choristers, etc., lead all the rest. Physicians may minister to the sick, as many nurses and ambulance drivers, etc., but druggists, it is held, may sell only drugs, medicines and surgical appliances. The soda fountain shall not fizz on Sunday, even though the drug clerk may be busy with his pestle and mortar, and likewise while he may sell ipecac and quinine he cannot sell candy or hair brushes or shaving soap or cosmetics.

Drug stores provide a good deal of trouble for the enforcement of the Sunday laws, says the *Herald*. Nowadays pills and tablets are only a fraction of the stock of the average drug store. Nearly always they keep cigars in stock, and since tobacconists are closed tight on the Lord's Day many a smoker who has forgotten to stock up Saturday night with nicotine fuel for the long Sunday likes to slip over to the apothecary's during the limited hours he is doing business and buy a few cigars.

If the druggist refuses to violate the law his customer is likely to give him a sly wink and possibly refer to the fact that he is an old patron. The drug store man then must choose between the law and offending a steady customer.

Just now the Lord's Day Alliance is preparing to carry into a higher court the decision of a Toronto magistrate that cigars are a drug. A druggist was charged with violation of the law by selling cigars on Sunday and set up the plea that he sold them as a drug good for toothache and stomach ills.

Hotels and restaurants with a liquor license may sell drinks with meals on Sunday, and in many places has been witnessed the introduction of a prototype of the Raines law sandwich which under similar laws in New York made possible the slaking of thirsts on the Sabbath.

A judge in Vancouver hit the property sandwich a terrible blow which would have destroyed any less durable article. "A sandwich is not a meal," he ruled; "therefore drinks cannot be sold with sandwiches on Sunday." In Toronto when the total number of hotel liquor licenses was reduced from 150 to 100 the hotel bars began to experiment with "soft drinks," "local option" beer, etc., offering these mild substitutes for sale on Sunday. The Lord's Day Alliance announces its purpose to prohibit the new practice.

The Lord's Day Alliance is more concerned about fishing which is carried on more as a business than as a sport.

All sorts of strange pleas are set up by shopkeepers charged with violation of the law, the proprietor of the Palms, at Hamilton, defending the sale of candy to two boys on the ground that the sweets were food. The magistrate decided otherwise and fined the defendant $20.

The Lord's Day Alliance workers are strategists. Not long ago certain post-offices in the Western provinces were open on Sunday, mail being distributed. Recipients of the circular were requested to keep secret the fact that the Lord's Day Alliance chiefs soon would descend on the Dominion government and demand stricter observance of the law. It is unfair, declare Mr. Moore and his associates, that postal clerks should be obliged to work on Sunday. The law provides that any person required by his employers to do the usual work of his calling on Sunday shall be given 24 consecutive hours without labor within the next six days of the week.

The practice of holding funerals on Sunday is diligently discouraged by the Lord's Day Alliance, which approves the action of the Belleville (Ont.) Cemetery Company in closing the cemetery on the Sabbath. Mr. Moore writes in the *Lord's Day Advocate:* "Inquiry shows that no troubles have resulted and the public are not in any way inconvenienced by preventing funerals on Sunday."

Can You Blame Them?

By Joel Blanc.

AS frequently happens, I was speaking in defense of the small dealer, and warning my hearers against cutters, department stores, and other concerns generally accused of indulging in unfair competition. Among my hearers were a number of women, one of whom is quite active in church work. When I paused in my defense of the independent retailers, the little lady had her say, and I present you her side of the case as a text for what I am about to write to you:

Said the little lady: "What you say sounds very nice, and there is much truth in it, but you seem to think that there is nothing to be considered in making purchases except price and quality. What I, and what a great many others care for almost as much as we do for price and quality, is service. The average small dealer apparently does not know how to give, or at least, does not give good service.

"I am a frequent purchaser of ice cream for both church and home use. For years I purchased it from different confectioners and caterers who manufactured it. To procure any considerable quantity it was necessary to order a day in advance, and when in a hurry for a small portion for home consumption I was forced to accept whatever flavors the maker chose to have. If we wanted sliced portions we were compelled to slice the bricks ourselves. We had to accept the deliveries whenever the makers chose to make them. there was no uniformity of packing, and, in brief, we never knew what, when, or how our ice cream was going to turn out. Whenever I made complaint, the purveyor would attempt to excuse his own shortcoming by abusing a large ice cream manufacturing company which is rapidly gaining control of the ice cream business of the city. At last I determined to find out if the company was such a wicked 'trust', 'monopoly' and so on, as I had been repeatedly told that it was. I found that I could telephone to the big concern at almost any time, either night or day, and have my delivery made at almost any exact moment that I desired. I found that there were a large variety of flavors always on hand, that the bricks would be made in any size or in as many slices to the quart or gallon as I might wish; that each slice was wrapped in paraffin paper and then packed in quart cardboard boxes; that one or more of these boxes were placed in a properly sized metal container and then packed in cracked ice in a more thorough and uniform manner than I had ever before seen. In brief, the service of the so-called trust saved half my work of serving, saved waste, worry and that at a cost no greater than the cream purchased from your lauded 'small' dealers. Can you blame us for turning away from the small dealers who give such poor service, and seemingly do not desire to improve?"

The foregoing is but an illustration of conditions which are paralleled in the drug trade and which will confront one more and more noticeably as the chain-store system is developed. These conditions are not new, neither are they entirely the creatures of concentration and combination. The fittest always did and always will survive, and the newest commercial evolutions show no more than that the fittest to survive can live longest through combination. But not now nor within this generation will combinations or even close corporations take the place of all individual dealers. For many, perhaps hundreds, of years, there will be thousands, of individually owned drug stores throughout the U.S. Of these thousands, however, every man will be of a higher grade business class than is the average druggist of the present. The purchasing public always has gone and always will go where it can get the most for its money. The time when "most for the money" meant merely quantity or quality has passed. In this age of nervous pressure and general condensation in both mind and matter, *service* has become something for which the public not only pays, but which it demands.

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Service means something more than action of human mind and muscles. In service, assortment, fixtures, labor saving store appliances, packing materials and delivery facilities are so closely linked with action that they are barely distinguishable from it. It is in perfection of service that the independent business man already finds himself being hardest pushed by the large concerns and, unfortunately. it is something which many druggists pompously waive aside as being something beneath them, something non-professional, non-ethical, as it were.

Of the many forms of competition which the druggists of today consider as unfair there is not one but that largely draws its trade through superiority of service. When a mail-order house issues a large catalogue and therein describes its merchandise in terser and more clearly descriptive language than that in which the druggist or clerk describes merchandise held in hand,—that is giving better service. When the retailer sends out a half pound of a powdered drug in a poorly wrapped and loosely tied package, he is giving poorer service than the "big cutter" who hands out the same quantity of the same drug in a neat, dust-proof box. And if you will just carefully compare the packages of the "big store" with those of the average druggist you will find that much of what is called "unfair competition" is nothing but superior service.

I am fully aware when I acknowledge that efficient service demands material adjuncts as well as action that some of my readers will declare that the small retailer cannot afford the boxes, fixtures, and other material aids demanded. That is not a valid excuse. To prove it to his own satisfaction the average druggist can look around and see competitors with less capital and smaller business who are giving better service than he is. It is perhaps fair to say that good service consists of one-third thought, one-third action and one-third material aids. Without the first two-thirds the last third is useless, but having the first two the last is always procurable. There is a vast difference between the service rendered with a dirty-faced, sticky fingered delivery boy and a clean one—and the only difference in cost is represented in a bit of soap.

I have in mind two drug stores which are located within a block of each other in a suburb of one of our large cities. For years both were run in about the same way. The way was neither very good nor very bad, just about as seven drug stores out of ten are run. At last one of the stores was sold. The man who bought it put all his capital in it, and gave a mortage besides. He had no money for new fixtures and appliances. He had neither sufficient capital nor credit to immediately improve the stock, but the very day he took possession he improved the *service*. That was about six years ago. Today, the man who knew the value of service owns and has enlarged the building. Today he has, and can afford to have, every material need to add to the action of good service. I know of no large store with a better selling, delivery, advertising and storekeeping service than this man has. But he started by giving the best possible service with the best tools he could afford at the time. At the start, his competitor on the next corner had equal material advantages and the extra advantage of acquaintance and long standing. He also had much more capital. He refused to compete with good service, and while he is still in business at the same old stand, he is dragging out a weary, profitless, grouchy existence.

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One of our contemporaries recently published a cut of a card to use in the N.F. Propaganda. The card showed a druggist with graduate in hand, and supposedly filling a prescription. In this cut the druggist was attired in "jumpers." There is another illustration of the idea some druggists have of service. It is not unusual to see a druggist or clerk serving a patron, while he, the salesman, is partially covered with a dirty apron, in shirt sleeves with unguent smeared arms, or otherwise carelessly dressed or even partially disrobed, and yet, the very druggist who does or allows such things in his own store would snort with critical disgust if he saw, an even cleanly, short-sleeved salesman in one of the "big stores."

Is there any reason why a big store should be kept cleaner than a small one? Is there any reason why packages should be tied better by a "cutter" than by a "schedule" man? Is there any reason why a delivery boy from a big store should walk faster, have a neater uniform, a cleaner face, or better manners than a delivery boy from a small store?

The people go, your wife goes, you go, to buy groceries, drygoods and all that is bought, where the service is best. Can you blame them? Can you blame the grocer for going where he gets the best drug store service, if you go where you get the best drygoods service?

If each one of a chain of a dozen or more drug stores gives better service than you do in your one store, it is up to you to improve your service and to do it quickly, or it will be "eeny, meeny, miney, mo, OUT" for you.

Pharmacists Must Take a Stand.

Former President Blair Explains Position in Resigning From the Philadelphia Retail Association.

This letter was sent to the Philadelphia A.R.D. before the meeting at which withdrawal from the N.A.R.D. was voted:

Mr. N. A. Cozens, Secretary the P.A.R.D.:

DEAR SIR:—I herewith tender my resignation to take place at once.

I do this with sincere regret, as my connection with the work of the association, with the members, and with the National body with which we were associated in the past, has been a pleasure and a benefit to me socially and materially.

The N.A.R.D. was one of the greatest organizations in this country. Its greatness was due largely to the P.A.R.D., which financed it in its time of need, gave it some of its best men, supported it whenever it was in the right, and stood by it even when it did not accept its views and was always ready to do more than its share in the propaganda of the U.S.P. and the N.F.

The P.A.R.D. has heretofore stood for professional dignity, integrity, honesty, fairness and right, even though its purpose was primarily the betterment of the retail druggists in a purely financial way.

Both the P.A.R.D. and the N.A.R.D. have claimed that medicine and pharmacy are sister professions and have endeavored to bring them closer together. Pharmacists have worked to persuade physicians to prescribe ethical preparations and to discontinue dispensing medicines, and physicians have urged pharmacists to discontinue counter prescribing and the sale of nostrums, while both professions have been and are doing all that it is possible to bring around a reformation that will benefit not only the public but themselves as well.

Now, however, the N.A.R.D. has departed from its former principles and is urging its members to assist in promoting the patent medicine or nostrum cause on the one hand and the propaganda work on the other. Such pursuit of two diametrically opposed causes could not escape the notice of our medical friends, and as I stated at our last meeting, the American Medical Association would sooner or later direct its attention toward our double dealing. You will observe in the *Journal of the A.M.A.* for January 8, 1910, that this association has taken notice, and in so doing it expresses itself in no uncertain terms.

As pharmacists, we must take a stand. Either we must espouse the cause of pharmacy as a profession and do nothing that will degrade it, or we must take up the nostrum business with all its attendant evils, chief of which is the deception of the public.

I am convinced that the P.A.R.D. can be the best, the strongest and most powerful association of pharmacists in the State of Pennsylvania, if it could work alone. But associated in any way with the N.A.R.D., which has been absorbed by the greatest nostrum organization in the country, it can only bring itself into disrepute, and gradually dwindle in strength and usefulness, ultimately defeating the very purpose for which it has been organized.

In resolving to affiliate itself with the N.A.R.D. for the year 1910, the P.A.R.D. must naturally take upon itself its share of blame which will naturally be showered upon the National organization by the medical profession and by the ethical part of the pharmaceutical profession.

Believing that the nostrum business is one of the worst crimes that have been perpetrated upon the American public, and knowing that the N.A.R.D. is practically identical with the greatest organization of nostrum vendors and manufacturers of this country, I cannot see how any pharmacist who believes that pharmacy is a profession and who is trying to promote the ethical ideals of the pharmaceutical profession can lend his name to the support of an organization which is striving to defeat these high ideals.

In promoting the U.S.P. and N.F. propaganda, the P.A.R.D. pledged itself to the public and to the medical profession to give them a square deal, but in affiliating itself with the N.A.R.D. this pledge is broken, and for one who has always stood by his work there is only one course possible; that is, to resign his membership in the organization.

Trusting that you will pause before the association my reasons for resignation, I am, yours very truly,

Philadelphia, Jan. 17, 1910 HENRY C. BLAIR.

Washington Branch, A.Ph.A.

Philadelphia Visitors Participate in Meeting, Which Discusses Revision of the U.S. Pharmacopoeia.

WASHINGTON, Jan. 20.—The January meeting of the local branch of the American Pharmaceutical Association was devoted to a discussion of the U.S. Pharmacopœia. George M. Beringer, in calling attention to the report of the A.Ph.A. committee on the U.S.P., pointed out that no attempt had been made to harmonize the individual views of its ten members. One member thought the Pharmacopoeia should be a medium of communication between physicians and pharmacists and should represent the present day needs and practices of representative medical men. Mr. Beringer criticized the contraction of chemical names for synthetic remedies and thought that the Pharmacopœia should contain a comprehensive list of synonyms and that U.S.P. Latin titles should be as near correct as possible. He suggested as desirable features for the new Pharmacopœia: Working methods for determining physical and chemical constants, methods for sterilizing official substances, and the harmonizing of tests so as to make them applicable by the retail druggist.

Professor Henry Kraemer discussed the importance of pharmacognosy in connection with pharmacopœial work and pointed out that fully 70 per cent of the articles in the U.S.P. were intimately dependent on plant drugs. He thought that U.S.P. VIII was not abreast with the advances in pharmacognosy.

H. H. Bartlett in discussing the nomenclature of the U.S.P. said that it was in great need of revision and classed certain titles now in use as of a hybrid character. Professor Joseph P. Remington, said that the terms most severely criticized had received the sanction of the late Charles Rice, generally recognized as a Latin scholar. It was Professor Remington's opinion that the committee on revision should be extremely conservative in the matter of nomenclature changes. He thought that a long list of synonyms would be dangerous and was to be avoided. Admissions to the U.S.P. should be left to physicians and the American Medical Association, through its committee, should admit a tentative list of admissions and deletions at the coming convention.

Dr. H. W. Wiley expressed the opinion that the coming revision of the U.S.P. should be conducted on a distinctly higher plane and embody a broader view of the whole general subject, greater skill of the individuals who are responsible for the revision and a greater appreciation of the public welfare, for the Pharmacopœia is a book, primarily, to protect the unfortunates who are in need of medicine to make them well, rather than for the retail druggist, the physician or anyone else. Dr. Wiley paid a high tribute to the committee of revision for U.S.P. VIII.

President S. L. Hilton appointed the following committee to prepare a report suggesting desired changes in the N.F.: Chairman, Dr. L. F. Kebler; H. E. Kalusowski, Lewis Flemer, Augustus C. Taylor and Wymond H. Bradbury. A vote of thanks was tendered to the guests from Philadelphia.

WOULD BE A "LABORDINIZED PHARMACOPOEIA"

(From the Journal of the American Medical Association.)

"Readers of the *Journal* may remember that the Hon. H. M. Coudrey has previously been referred to in his capacity as president of the Labordine Pharmacal Company, of St. Louis. Labordine, it will be further remembered, was, previous to the Food and Drugs Act, a 'purely, vegetable cardiac stimulant' which should be given preference over other antipyretics so as to 'avoid acetanilid poisoning.' Examination in the association's laboratory showed Labordine to contain nearly 40 per cent acetanilid—a result which the makers of the nostrum had to acknowledge after the Food and Drugs Act made it expensive to lie on the label. Those interested will find our write-up of the matter in the *Journal* of March 30, 1907. What the particular 'joker' is in the bill thus introduced by a man whose various activities as an insurance agent, politician and 'patent medicine' promoter so peculiarly fit him to pass on such an intricate subject as the revision of the Pharmacopœia, we cannot say. That there is a 'joker'—or many of them—we do not doubt, any more than we think that revision of the Pharmacopœia by the 'patent medicine' interests or their tools would further the best interests of the public, of the medical profession, or of scientific pharmacy."

P.A.R.D. Secedes From National Association on Propaganda Issue.

Six Hundred Druggists Out of N.A.R.D. as First Results of Attack of Medical Association's Journal Connecting N.A.R.D. With the A.D.S. and Accusing Them of Fostering Nostrum Evil—Dr. Anderson Defends Both—Brooklyn Discouraged With Propaganda Results in That Borough.

The propaganda question, coming up in various aspects, both on its own account and in connection with the co-operative enterprises and associations, figures prominently in the early history of 1910. Much of moment is the vigorous attack made on the N.A.R.D. in connection with the A.D.S., growing out of the allegations of interests of the two associations and the conflict of purpose involved in the propaganda campaign of one with the manufacturing of remedies by the other. The physicians profess to see what they characterize as double-dealing and their organ, the Journal of the American Medical Association, is printing indictments that explain their position. Two of these are reproduced on pages 131 and 132 for the purpose of letting druggists know just what the charges are. Dr. William C. Anderson, who is dean of the Brooklyn College of Pharmacy and is prominent in the A.D.S., besides being an ex-president of the N.A.R.D., makes reply through the ERA and what he says will be found on the next page.

One notable effect of the attack has been the withdrawal of the Philadelphia Association of Retail Druggists from the N.A.R.D. Former President Blair's resignation from the former association, is given on page 128. Members of the P.A.R.D., it appears, are heartily in favor of the propaganda, as conducted locally, without N.A.R.D. help, while in Brooklyn the Kings County Pharmaceutical Society has become discouraged and will probably continue the campaign only a month longer. With leading organizations involved in this way, U.S.P. and N.F. propaganda work is attracting more attention than ever before and no doubt when the smoke of conflict clears away there will be satisfactory adjustments of conditions in the relations of the pharmacists and the physicians of the country. The reports of the meetings and statements printed are exceedingly interesting.

PHILADELPHIA A.R.D. IS OUT OF THE N.A.R.D.

Action Taken at a Special Meeting, After Resolutions Had Been Lost by Six Votes at Regular Session.

Just as the February ERA goes to press it is learned that at a special meeting of the Philadelphia Association of Retail Druggists, held on January 21, the members voted to secede from the N.A.R.D. by adopting the resolutions offered by Mr. Apple at the previous meeting in January and which are printed in the opening portion of the following report of that meeting:

PHILADELPHIA, Jan. 20.—After prolonged discussion which frequently waxed exceedingly warm, the Philadelphia Association of Retail Druggists, at its January meeting, defeated a resolution to withdraw from the National Association of Retail Druggists. But it was only by a margin of six votes that the victory was won. Hardly had President Frank W. Fluck stated the purpose of the meeting when Franklin M. Apple offered the following resolution:

Whereas, The Philadelphia Association of Retail Druggists was organized to improve the commercial interests of the retail druggists of Philadelphia; and

Whereas, The most important issue of the Philadelphia Association of Retail Druggists is the propaganda for the United States Pharmacopoeia and the National Formulary preparations, which issue has unquestionably proved productive of great pecuniary reward to our members; and

Whereas, We think that greater results can be accomplished in propaganda if the Philadelphia Association of Retail Druggists severs its connection with the National Association of Retail Druggists; therefore, be it

Resolved, That the Philadelphia Association of Retail Druggists does not affiliate with the National Association of Retail Druggists and the dues for 1910 be eight dollars.

Immediately Mr. Apple drew the fire of some of the stalwarts, among them David G. Potts, brother to Thomas H. Potts, secretary of the N.A.R.D. In speaking to his motion, Mr. Apple declared that in his own opinion and that of others, among the latter prominent physicians of the city and State, the propaganda could be more effective if carried on by the Philadelphia organization than by the National body. He said it was absolutely necessary in presenting the propaganda as at present constituted, that it have the backing of an organization whose aims along these lines were identical with those of the physicians. The latter, he said, were causing the trouble and it was on account of their opinion of the present affiliations of the N.A.R.D. that the physicians were opposing the seating of delegates to the United States Pharmacopœial Convention.

Ought Not to Secede From N.A.R.D.

William E. Lee, the next speaker, in admitting that he had changed his mind on the subject, declared that he could not now see any advantage in withdrawing from the ranks of the National association. He said he could not see how the N.A.R.D. was radically different. Continuing, he said in part:

"We would lose our weight and influence, not only in the way we are regarded by the physicians but in various undertakings of benefit to the drug trade in general and to Philadelphia pharmacists in particular. The latter is true particularly as to legislation, for as a local body we could not hope to have the weight of a National body. I can't feel that we ought to leave the N.A.R.D., and such men as Hilton, Bodemann and men of equal standing who are staying in."

Otto Kraus said that the standing of the retail druggist in the opinion of jobbers and manufacturers had been advanced by the existence of the strong National body of retail druggists.

P.A.R.D. Can Best Handle Propaganda Alone.

In the opinion of William L. Cliffe, it was not only feasible but advisable for the P.A.R.D. to handle its own propaganda campaign with no assistance whatever from the N.A.R.D. He declared, however, that it was premature to say that the N.A.R.D. had lent its influences to the A.D.S. He said:

"If this was shown to be true, it would put a different light on the matter, but we must have actual facts. This year at least we should continue. We must look further than the mere money consideration, for there are other reasons for not withdrawing. This is Congressional year and bills will be introduced relating to the drug trade which will need the endorsement or the opposition of a National organization of retail druggists."

David H. Ross stated with emphasis that if affiliation with the N.A.R.D. was going to injure the standing of the druggists of Philadelphia in the opinion of the physicians, then he was in favor of dropping the N.A.R.D.

"Other Interests Running the N.A.R.D."

In his well known energetic manner, Mr. Ross declared that there were other interests running the N.A.R.D., and that it was only by strategy that the P.A.R.D. had been successful at Atlantic City.

"Has the P.A.R.D. received a single thing," he continued, "in the way of an appointment or a representative. [Here Mr. Ross was informed that Philadelphia had a representative on the National telephone committee and that some of its members had refused places on the National propaganda committee.] Well, I say stand on your own feet as men and as pharmacists and the physicians will think more of you for it. The only issue that has done me any good is the propaganda and in that respect we do not have to look for help from the N.A.R.D. We are too much afraid—the sooner we stand alone, the better it will be for us."

Mr. Potts asked what were the direct charges of the N.A.R.D. being controlled by the A.D.S. and in reply, Mr. Fluck recognized Henry C. Blair.

Philadelphia Mainstay of the N.A.R.D.

Mr. Blair spoke right out from the shoulder and concisely summed up the events of the past year and a half. He said in part:

"We have always been the mainstay of the N.A.R.D., financially and otherwise. We have had a year and a half to look

at this matter. At the Atlantic City convention, the most powerful [illegible] said, 'There will be another year.' I agree thoroughly with Mr. Apple's resolution. The same amount of money spent in propaganda by the Philadelphia association alone will do vastly more good.

Mr. Lee declared that there was not a man on the executive committee of the N.A.R.D. who owned a share of A.D.S. stock. Chairman Rehfuss wanted to know if the same was true a year ago, and Mr. Lee replied that he did not know about that.

When the question was called for it was decided to vote by ballot on the issue, and President Fluck appointed Theodore Campbell judge, and Messrs. Cliffe and Apple tellers of the balloting. The result, a victory for the adherents of the N.A.R.D. by six votes, was greeted with a ripple of applause.

On motion, the dues for 1910 were continued at $12. A motion by Mr. Rehfuss that the entire work of the propaganda be carried on during the coming year by the local committee and that 20 per cent be deducted from the N.A.R.D. dues, was carried. R. H. Lackey urged that in the future all of the members be apprised of just what this committee was doing in the way of preparing literature for the physicians so that the druggists would be prepared to meet all demands.

Ex-President Anderson Replies to Attack—Explains A.D.S. Purposes.

Dr. W. C. Anderson, dean of the Brooklyn College of Pharmacy and vice-president of the American Druggists' Syndicate, when shown the article in the *Journal of the American Medical Association*, declared that it was a personal attack by certain officers of the American Medical Association who may see, in such action, some individual advantages. He did not believe their course would be generally approved by the medical profession when the true facts became known.

"The whole question resolves itself into the attitude the medical profession has taken and will continue to maintain in reference to the manufacture and sale of household remedies," said Dr. Anderson. "In all my experience I have yet to find a physician, no matter how rigidly he may be opposed to the general sale of all patent medicines who would not recognize the necessity for legitimate household remedies or who would think of making the claim that all household remedies should be eliminated from the retail drug trade. I have yet to find the physician who thinks the public should consult him when it was necessary to take a dose of sulphate of quinine or castor oil. On the contrary, all recognize the absolute necessity for simple remedies that can be employed by the public without the necessity of seeking a physician's advice. Patent medicines were introduced to the public by physicians. Their extensive use was stimulated by their advice and advertisements. The retail drug trade became a party to their distribution because physicians forced this condition upon them.

"The success of the patent medicine venture on the part of the physicians naturally attracted others who were not actively engaged in the practice of medicine and large business enterprises in such commodities have grown up. It was only natural that these same enterprises should follow the example set them by the physicians and seek the most advantageous means of getting their goods into the hands of the public. As the patent medicines produced either by physicians or other manufacturers were secret remedies, it was impossible for the retail druggist to choose between those that were valuable and practically harmless and those containing ingredients detrimental to the public welfare. The manufacturer created the demand and the retail druggist was the innocent distributer. He has diligently endeavored to eliminate from his own business, in fact, from distribution in any way, all products that were to his knowledge of a nature that would be either temporarily or permanently injurious to the public.

"Retail druggists have always been in the front ranks of the contenders for laws that would make it impossible for the public to secure habit-forming, intoxicating and other dangerous drugs and preparations, thus sacrificing their commercial advantage in the interest of public welfare and the honor of their profession. Both the physician and the pharmacist recognize the necessity for catering to the public demand for true, effective and practically harmless household remedies, and it was with the idea of eliminating the dangerous, secret and in some cases harmful patent medicines by employing true and honest remedies the constituents of which could be known to all, that co-operative organizations took up the work of supplying legitimate household remedies.

"The physician who is honest in his contentions for the elimination of the dangerous nostrum cannot consistently attack or criticize the retail druggist nor organizations of retail druggists that are using their best efforts in the same directions and have adopted the only method that has ever shown any degree of success.

"The attack in the *Journal of the American Medical Association* is an outrage because, at the time of publication, Dr. Simmons, who we believe is its author, knew the true objects sought by the retail drug trade in taking the attitude they have, and had been made familiar with the fact that the labels and circulars which are referred to as being used on the A.D.S. products had been revised and that practically every assertion that appeared on the original labels, which he criticized so severely, had been eliminated. The labels and circulars now being used contain true and honest statements and no attempt has been made to make false claims or to deceive anyone. They are, moreover, in strict accordance with the provisions of the Pure Food and Drugs Act.

"The suggestion was even made to Dr. Simmons that as the A.D.S. represented such a large proportion of the retail drug trade, which has a just desire to comply with the wishes of the medical profession, that if any number of responsible physicians or a regular committee of the American Medical Association would criticize the A.D.S. products, labels, literature, etc., we would gladly accept their suggestions for such changes even to the discontinuing of any product that could be considered objectionable. This would be freely done in order that the physicians and the pharmacists might work together in a consistent and effective campaign for the accomplishment of results which we believe most of the representatives of both medicine and pharmacy desire. We believe that the enemies of the A.D.S. are at the back of this attack rather than the medical profession."

BROOKLYN PROPAGANDA WORK DISCOURAGING.

Members Discuss Practicability of Continuing Work. Dr. Muir Reports on Proposed Pharmacy Law.

At the January meeting of the Kings County Pharmaceutical Society, Dr. William Muir, chairman of the legislative committee, presented a report on the proposed new State pharmacy law, of which a hearing was held in this city recently.

Charles Heimerzheim, who has been conducting the propaganda work of the society for the last half-year or more, reported that he hadn't received a single letter from the pharmacists of the borough commendatory of the work done by his committee. As over $750 had been spent since September 1 and as much more was needed to continue the work, he had become very discouraged and was inclined to think that it wasn't as popular with the members as he at first believed. Several members spoke of the good results attained by the distribution of samples and other work of the detail man. Mr. Raubenheimer said that he should be very sorry to see it dropped and thought it was up to the retailer to do a little detail work himself.

Treasurer Oscar C. Kleine reported that he didn't think the treasury warranted the continuance of the work, and as for himself personally he thought it ought to be dropped. To him it was a loss. An argument brought forward by one member in regard to dispensing by physicians and the need of continued propaganda work was that the physician who charges $1 a visit will not give his patient a prescription which will cost 75 cents, but will substitute something which the large pharmaceutical manufacturing houses have ready and which is cheaper.

One More Month of Propaganda Anyway.

Upon Dr. Muir's motion, $50 was voted to continue the detail work for one more month and at the next meeting the question whether it shall be dropped will be decided. The chairman expressed it as his opinion that the work was never in better hands than Mr. Heimerzheim's and the fact that the finances for this work was formerly derived from subscriptions probably accounted for the present lack of enthusiasm. When the members applied their money directly to the work they wanted to see it well spent.

Text of A.M.A. Journal's Recent Attack on N.A.R.D. and A.D.S.

"The American Druggists' Syndicate an Arrangement Whereby Retail Druggists Become Wholesale Nostrum Manufacturers," is the Medical Editor's Heading.

(From the Journal of the American Medical Association, Chicago, Ill., January 8, 1910.)

For years the manufacturers of "patent medicines" have been reaping a golden harvest at the expense of the public's purse and health. Naturally those druggists who think more of profits than pharmacy and dollars than decency have, to a large extent, participated in the dividends of the nostrum exploiters in the capacity of distributors. More recently, however, the growth of "department store" druggists and other "cut rate" concerns have made serious inroads on the profits to be realized by the sale of "patents." This loss of profits, in turn, has led many of the none-too-particular druggists to take stock in one or the other of the co-operative enterprises that have entered the field to "out-Herod Herod" in the matter of exploiting ready-made remedies to cure all diseases that human flesh is heir to.

Of these organizations, one of the most impudent in its claims and obnoxious in its methods is the American Druggists' Syndicate, more euphoniously known as the A.D.S. This concern, which has been referred to before in the *Journal*,* was founded by one C. H. Goddard, formerly a newspaper man in California and interested in the mining business. According to the advertisements, the A.D.S. is an association of retail druggists "who are daily compounding thousands of prescriptions written by the most eminent physicians of the country."

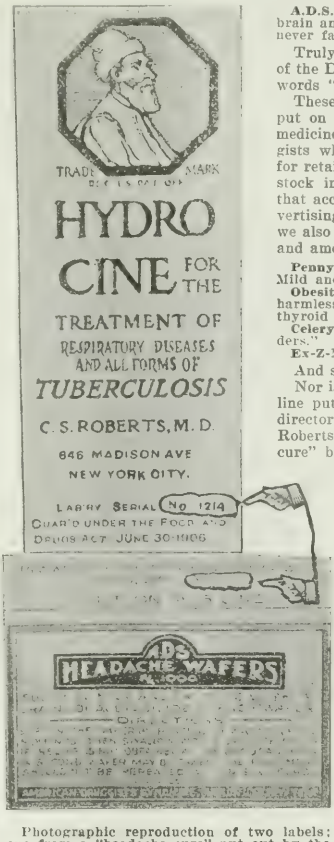
"They not only compound these prescriptions, but they are in daily contact with the patients, and thus have an opportunity of watching their results and those which prove the very best by the practical tests are forwarded by each druggist member to the A.D.S., and from the thousands presented, a competent board of physicians and chemists select the premium prescription and offer it to the public in a ready-made package."

Despite all that has been said about the general harmfulness of ready-to-take panaceas, and despite all of the positive knowledge that we now have regarding the immediate, as well as the remote damage done by taking "patent medicines," we have here the appalling evidence that a very large number of retail druggists, men that should and no doubt do know at least something of the harm that is being done by nostrums, are openly co-operating in the manufacture and exploitation of nostrums! Baldly stated in their own words: "The American Druggists' Syndicate Places the Profit Side of the Patent Medicine Business Where it Belongs"—that is with the retail druggist.

These preparations are objectionable because they tend to mislead and harm the purchaser, degrade the morals of the men who make and sell them, and discredit all who are in any way connected with the drug business or with pharmacy.

As an illustration of the generally objectionable nature of these preparations we would call attention to:

A.D.S. Pelvitone: "A blessing to weak women. A purely vegetable compound." "Is the prescription used by the most eminent and successful physicians." ". . . was selected . . . by an association of three thousand successful druggists." "Try one bottle and you will recommend it to your afflicted lady friends."



Photographic reproduction of two labels: one from a "headache cure" put out by the A.D.S., the other from a "consumption cure" (Hydrocine, now called Oleozone), exploited by C. S. Roberts, one of the original directors of the A.D.S. Notice that the serial number on the two labels is the same, indicating a common source.

Is this ethically, morally, or scientifically on a higher plane than the Lydia Pinkham or the Pierce nostrums?

A.D.S. Headache Wafers: "This prescription was selected from a thousand as the very best, most effective and safest remedy on earth for headache." "Will positively relieve you and not hurt the heart." [Each wafer contains four grains of acetanilid!—Ed.]

Wherein is this better than the thousand-and-one other headache cures that flood the nostrum market?

A.D.S. Brain and Nerve Tonic: "It feeds both brain and nerves." "A scientific nerve food." "It never fails."

Truly a scientific (?) preparation. The courts of the District of Columbia have decided that the words "brain food" are "false and misleading."

These are but examples of the preparations put on the market by this co-operative "patent medicine" concern—a concern comprised of druggists who not only get the regular commission for retailing these nostrums, but who, by owning stock in the A.D.S., participate in the profits that accrue from their manufacture. In the advertising pamphlets distributed by the A.D.S., we also find listed "A remedy for every ailment," and among dozens of others, the following:

Pennyroyal Pills: "For female irregularities. Mild and safe."

Obesity Remedy: "Removes fat slowly and harmlessly." [Harmless? Asserted to contain thyroid extract!—Ed.]

Celery Compound: "Great for nervous disorders."

Ex-Z-Mo: "It will cure eczema."

And so on *ad nauseam*.

Nor is the "patent medicine" business the only line put out by the A.D.S. One of the former directors of this organization was Dr. C. S. Roberts, whose activities in the "consumption cure" business the *Journal* has had occasion to expose. It will be remembered that Dr. Roberts exploits hydrocine (now called oleozone), the marvelous "hyperoxidized hydrocarbon" which he recommended as "a positive cure for tuberculosis." Analysis of Dr. Roberts' product disclosed that it consisted of 95 per cent sugar and small quantities of volatile oils and a trace of pancreatin. This mal-odorous sugar mixture is now manufactured in the A.D.S. nostrum factory as the reproduction of the hydrocine label shows.

One of the advertising schemes of the A.D.S. is the sending out of a Pullman car containing an exhibit of A.D.S. products. This advance agent of the nostrum manufacturers was labeled "A Druggist Organization for the Protection of the Public Health!" After this can we blame Dr. Hartman, of Peruna fame, and Lydia Pinkham, for posing as public benefactors?

Summed up, what does it all mean?

It means that the druggists constituting the A.D.S. are concerned not with scientific pharmacy, but with the marketing of nostrums.

It means that the filling of physicians' prescriptions is being utilized by many retail druggists as a cloak of respectability to hide their real object in business, and finally:

It means that the medical profession in its fight against "patent medicines" of a harmful nature is deprived of a part of the assistance that should be forthcoming from pharmacists.

THE N.A.R.D. AND THE A.D.S.

For some months it has been persistently rumored that the

National Association of Retail Druggists, more familiarly known as the N.A.R.D., has become in effect a creature of the A.D.S. While there have been denials of this, particularly in the pages of *N.A.R.D. Notes*, the official organ of the National Association of Retail Druggists, the secretary of this association recently admitted that with two exceptions all of the officers of the N.A.R.D. are now A.D.S. men.

Even with this admission, however, it might be considered that these A.D.S. members were interested in the N.A.R.D. in their individual capacity were it not for the positive statement recently made by Secretary Goddard, of the A.D.S., who, in the *Voice of the Retail Druggist* (the A.D.S. house organ) for October, 1909, says:

"Notes, the official organ of the N.A.R.D., seems to be ashamed of the action of the delegates of its organization at the last annual meeting in electing an A.D.S. man as president, and they try to make it appear that the newly elected president was chosen by the 'Old Guard,' of which he was a great favorite.

"This is a most surprising position for Notes to take for many reasons:

"First: Because it is not in accordance with the facts.

"Second: Because it should be proud that its organization is at last officered by a man who is (through his prominent connection with the A.D.S.) a recognized representative of the retailers. • • •

"If Notes is still in doubt as to the attitude of its subscribers toward the A.D.S., we would suggest that the editor of that publication submit the matter to its members, for we feel sure that if it were left to a vote of its subscribers, a large majority would not be unfriendly, for the reason that organization druggists generally are almost a unit behind the A.D.S.

"I cannot go into further details, but if I were in the retail business, I would get busy pushing A.D.S. preparations. You cannot lose, and it offers unlimited possibilities."

And this, it should be remembered, comes, not from a pharmacist, but from an erstwhile country newspaper publisher and promoter, who does not hesitate to tell the druggists of the country how to conduct their business—and not a few of them seem to be willing to accept his advice.

Incidentally, it may be added that the president of the N.A.R.D. was—last month—unanimously re-elected president of the A.D.S.

From what has been said, then, it appears that the "Great American Fraud" has secured the unequivocal endorsement of a majority of the members of an association that might have been a powerful influence for good, in safeguarding the public welfare.

Altogether, it is deeply to be regretted that at least a very large number of pharmacists are as yet quite unwilling to dissociate themselves from the "trickery, treachery, bumbug, fraud and lies" with which the nostrum business is so inextricably involved, and it is devoutly to be hoped that the very near future will bring with it a means for differentiating between the nostrum advocate and the pharmacist who is content to do a legitimate business.

In closing, let it be said that against the co-operative plan in itself there can be no objection. No one, except the druggists themselves, realizes more keenly than do physicians, the disgraceful way in which the "patent medicine" and proprietary interests have exploited for their own gain the retail druggist. And it must regretfully be admitted that the medical profession itself has been in no small degree responsible for this state of affairs—at least with regard to proprietaries. That druggists should revolt against the tyranny of these conditions is not only natural but encouraging; organization has no better field. If by co-operation the pharmacists of the country can produce legitimate products, well and good; the public will be the gainer. But that they should combine for the purpose of engaging in such a nefarious trade as that of the "patent medicine" business, not only fails to redound to the credit of pharmacy but at once damns the co-operative company thus engaged.

"PHARMACIST AND THE NOSTRUM BUSINESS."

(From the Journal of the American Medical Association.)

"For more than half a century the American Pharmaceutical Association has done splendid work in the interest of scientific pharmacy, its annual reports embodying a vast amount of invaluable data. Unfortunately, until within the last few years this association has dealt almost exclusively with the scientific side of pharmacy, having to a large extent ignored the economic problems of the profession; it also neglected to recognize aright the needs of the individual pharmacist and did little to encourage local organization. More recently, however, and when too late, it has extended the scope of its activities and branches have been established here and there which are dealing with local problems. By its former short-sighted policy, the American Pharmaceutical Association lost its opportunity—its hold on the retail pharmacists. By ignoring the very evident fact that pharmacy was a business as well as a profession and by refusing to recognize the equally patent fact that the very existence of pharmacy as a science was dependent on its success in coping with the economic problems involved, the association failed to appeal to the rank and file of druggists.

"To fill the gap thus left, another body was organized—the National Association of Retail Druggists—whose raison d'etre was frankly that of helping the pharmacist in his commercial dealings; it was, in brief, to deal with the druggist as a business man rather than as a professional man. This latter organization grew, and has branches all over the country. A little while ago it originated the "get-together" meetings—a splendid idea—to bring physicians and pharmacists into more intimate touch with one another. Incidental to this and connected with it was the movement to get physicians to prescribe official rather than proprietary medicines. In this the pharmacists recognized their own shortcoming in the past and expressed their desire to co-operate with physicians in an attempt to make druggists compounders of drugs instead of retailers of ready-made mixtures and to make physicians writers of real prescriptions rather than the dupes of proprietary companies.

"Unfortunately the National Association of Retail Druggists has within the past few months entered into a mesalliance with the 'patent medicine' evil in its most insidious form. It has become, apparently, the creature of a co-operative 'patent medicine' concern, comprised of a number of its own members, a concern to which we devote some space in the Pharmacology Department of this issue. If the retail druggists are sincere in the propaganda which they instituted with the object of weaning physicians from the unreliable and mystery-provoking proprietaries, back to prescribing official and non-secret preparations, then let them at least be consistent. If they insist on the right to prescribe, then, in the name of consistency, let them prescribe official and non-secret preparations themselves instead of substituting co-operatively-made, for privately-made, 'patent medicines.'

"The coalition is an unfortunate one, especially at a time when the medical profession and the public are keenly alive to the viciousness that is inseparable from the nostrum business It was to be hoped at this juncture, when the so-called ethical nostrums are being discarded by physicians and the use of 'patent medicines' by the laity is decreasing, that the druggists of the country would rise to the opportunity that presented itself to bring the profession of pharmacy back to its one-time position of honor. Nor for years has the time been so propitious for welding together the interdependent professions of pharmacy and medicine. We are still optimistic enough to believe that the eagerness of the retail druggists to go over, body and soul, to the nostrum business is more apparent than real, and that the present control of the National Association of Retail Druggists by an organization whose objects are so plainly inimical to the science of pharmacy is but a passing phase. The self-respecting druggist can assert himself in this matter none too soon; that this profession has so far forgotten its ideals as to lend its support to the vicious 'patent medicine' business is a standing advertisement of shame to the retail pharmacy business of this country."

Retail Druggists Will Fight Coudrey Bill.

PHILADELPHIA, Jan. 20.—At the January meeting of the Philadelphia Association of Retail Druggists, Chairman Cliffe, of the committee on legislation, called attention to the Coudrey Bill now in the National Legislature which proposes to amend the Pure Food and Drugs Act and at the same time provides for the editing of the Pharmacopœia by the Federal Government. On motion, the executive committee was instructed to prepare resolutions protesting the bill.

Pharmacy Will Be on the Fourth Floor.

One of the interesting features in the new skyscraper of the Jefferson Trust Company in Peoria, Ill., will be a fully equipped drug store on the fourth floor which will be installed by Paul R. Fritsche, of 725 Second street.

Shall We Have a Profession of Pharmacy? An Ideal Outlined.

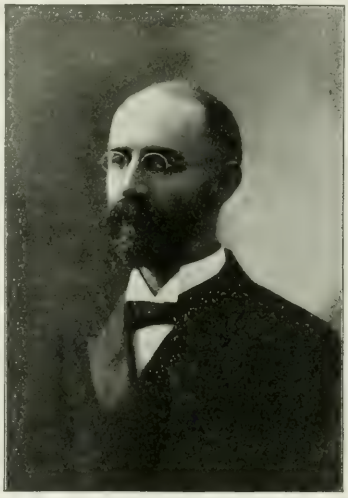
History Traced Back Through Medicine and Therapeutics to the Ancient Priesthood of Egypt—Separation of Surgery and Medicine an Act of the Church in England—Origin of the Dispensing Doctors—Birth of Apothecaries' Society in Time of King James I—Present Status and Progress.

Delivered by F. E. Stewart, Ph.G., M.D., at the Medico-Chirurgical College, Philadelphia, January 6, 1910.

THE colleges of pharmacy are safe in teaching that pharmacy is a profession so long as they do not attempt to define the term. Ask the members of the faculties of these colleges individually what they mean by the term "Profession of Pharmacy" and the answers will surprise you by their differences.

Progress in any science and in the practice of the arts depending upon it is in direct proportion to the amount of co-operation between those engaged in practicing the arts and reporting the results of their observation and experience to the general fund of knowledge for scientific classification. Co-operation, in turn, is dependent upon a clear comprehension of the character and scope of the field of work in which the practitioners are engaged. It is very important, therefore, to define the true meaning of the term "Profession of Pharmacy." In this lecture I propose to give you a clear cut description of what I believe to be the true ideal of professional pharmacy.

Contrary to the opinion of many persons, pharmacy cannot exist as a separate vocation, for it is directly dependent upon therapeutics. Pharmacy is the art of preparing medicines, and there is no use of preparing them unless they are to be used in treating the sick. The application of medicine for that purpose is therapeutics, and persons who apply them are practicing therapeutics. It may be a very poor sort of therapeutics as practiced by ignorant laymen, by uninformed druggists, or by a class of doctors who neglected their materia medica at college, and never posted themselves on the subject after graduation; then pharmacy languishes, but it is the practice of therapeutics all the same. If practiced by the ignorant public the demand for scientific pharmacy languishes because the public is looking for specifics or cures, and, with possibly rare exceptions, drugs are not specifics. If practiced by pharmacists the vocation becomes a menace to the public health, for pharmacists are not educated or licensed to practice medicine. If practiced by doctors who do not know how to write prescriptions intelligently or how to apply medicines properly as therapeutic agents, scientific pharmacy is unappreciated and the pharmacists who offer high class service are only throwing pearls before swine.



F. E. STEWART, Ph.G., M.D., of Philadelphia.

True pharmacy, as distinguished from the business of the nostrum manufacturers, had its origin in the medical profession, which, in turn, had its origin in the priesthood. True pharmacy, therefore, is a sacred calling in which the making of money is secondary to the service of humanity. Proper service demands self-sacrifice on the part of the practitioner, for there are many times and places in which opportunities for sacrifice of the public health for commercial gain are presented and may be taken advantage of to great pecuniary profit. Unfortunately the public is considered legitimate game by many persons engaged in the materia medica supply business, and, therefore, the public should protect its own interests by limiting the practice of pharmacy to persons trained to realize the sacred character of the calling, and the nature of the responsibilities imposed upon them as members of a beneficent profession.

The Origin and Development of the Medical Profession.

There is reason to believe that Egypt was the country in which the art of medicine was first cultivated with any degree of success, the office of the priest and physician being probably combined in the same person. In the writings of Moses, there are various allusions to the practice of medicine among the ancient Hebrews. The priests were the physicians, and were also the law givers; so that it is probable that the three learned professions, theology, law, and medicine, had a common origin in the priesthood. This is an important point to remember. The true physician and the priest are engaged in callings peculiarly sacred and altruistic in character, in which the making of money is entirely secondary to the service of humanity. And the same is true of the lawyer. Unfortunately these professions have become "commercialized" to an alarming extent, but the fact in no way militates against the correctness of the statement in regard to their beneficent character when carried on in a truly professional manner.

In India similar conditions to Egypt pertained to the practice of medicine and theology by the same person, but there is some difference of opinion regarding the connection between religion and medicine in ancient Greece. Aesculapius appears in Homer as an excellent physician, of human origin; in the later legends, he becomes the god of the healing art. The followers of Aesculapius were called Asclepiades. They inherited and kept the secrets of the healing art; or, assuming that Aesculapius was merely a divine symbol, the Asclepiades must be regarded as a medical, priestly class, who preserved as mysteries the doctrines of medicine.

Hippocrates is said to have descended from the Asclepiades of Cos, who traced their descent on their mother's side, from Hercules.

Other writers infer from the Homeric poems that medicine had already a history distinct from religion, and that the worship of Asclepius (or Aesculapius) as the god of healing, had no special connection with the development of the science or profession of medicine. Sick persons repaired, or were conveyed, to the temples of Asclepius in order to be healed, just as in modern times relief is sought by a devotional pilgrimage or from the waters of some sacred spring, and then, as now, the healing influence was sometimes sought by deputy. Moral or dietetic remedies were more often prescribed than drugs.

Traced Back to Hippocrates the Great, Whom, Authorities Agree, is the Father of Medicine.

All authorities agree, however, that the medical art as we now practice it, the character of the physician as we now understand it, both date for us from Hippocrates "the Great," the "Father of Medicine."

The Encyclopedia Britannica states, "The first grand characteristic of Hippocratic medicine is the high conception of the duties and status of the physician, shown in the celebrated 'Oath of Hippocrates' and elsewhere—equally free from the mysticism of a priesthood and the vulgar pretensions of a mercenary craft. The accompanying translation of this celebrated oath was made by Edgar A. Emens, of Syracuse Uni-

verse. Hippocrates is said to have been born on the Island of Cos about 460 B.C.

Medicine and Pharmacy in England.

In the early history of England, medicine, including pharmacy, was practised by the priests. We find that in the year 1215 the priests were forbidden by the church to practice any surgery which required blood shedding, on the principle that the church abhors blood; and, about one hundred years later, all surgery was forbidden them. Thus began the division between medicine and surgery which still continues to this day.

But the physician still continued to prepare and dispense his own medicines, so that medicine and pharmacy were practiced by the same individual. In the meantime chemistry was born of alchemy, and its application to the study of materia medica rendered pharmacy complex, and it was finally relegated to the apothecaries.

The apothecaries in those days were members of the Guild of Grocers, and the vocation did not partake of a professional character. The apothecaries, at least the better class of them, now commenced to perfect themselves in the knowledge of chemistry, and because of the increase of learning thus resulting, and the greater importance of the vocation, the practitioners of this art acquired a higher social standing.

When the monks ceased to practice surgery, the barbers, who had acted as their assistants, gradually stepped into their shoes, and a class of barber surgeons, mostly ignorant and venal in the extreme, arose, and practiced alongside of the surgeons proper. In the 14th century this state of affairs existed; but in the 16th century, medicine being still largely in the hands of the ecclesiastics, Linacre, a celebrated divine and physician to Henry VIII, founded, in England, the present College of Physicians, which, together with Oxford and Cambridge Universities, where medical schools had been established, received authority over all three branches of medicine.

"In April, 1606, James I incorporated the apothecaries as one of the city companies, uniting them with the grocers. On this charter being renewed in 1607, they were formed into a separate corporation, under the title of the 'Apothecaries of the City of London.' These apothecaries appear to have prescribed medicines in addition to dispensing them, and to have claimed an ancient right of acting in this double capacity."

A very insignificant point may be noted here, and that is, whereas physicians were qualified for their degree by study at universities, surgeons and apothecaries obtained their qualifications by apprenticeship, so that the surgeon and apothecary were placed in the same social rank as tradesmen or members of other crafts, while physicians had the higher social standing of the learned professions. The surgeons were not allowed to prescribe medicines to be taken internally, and did not regain the right to do so until early in the 19th century; and, as for the apothecary, he was the humble servant of the physician, preparing the medicines which the physicians ordered. Theoretically, this was the case, but, as already stated, the apothecaries claimed the right to prescribe or recommend medicines, in addition to dispensing them.

During the reign of James I the Society of Apothecaries was founded. Membership to this society required seven years apprenticeship, and under its beneficent influence the apothecaries grew more and more important. Then, in 1666, the great plague broke out in England, during which the apothecaries distinguished themselves for their courage and humanity. There were many physicians who stood nobly at their posts, and many more who fled in terror. In consequence of the courage displayed by the apothecaries, and the cowardice of those physicians who proved recalcitrant, the sick fell back upon the apothecaries, and summoned them from their shops to prescribe for them.

From this time on there seems to have been a tendency upon the part of the apothecary to more and more usurp the physician's prerogative, until there arose a warm contest between the physician and the apothecary—the former accusing the latter of usurping their province, and the latter continuing and justifying the usurpation until the dispute was finally set at rest by a judgment of the House of Lords in 1703, when it was decided that the duty of the Apothecary consisted not only in compounding and dispensing, but also in directing and ordering the remedies employed in the treatment of disease. He was given no right to charge any fee for his service, relying entirely on his medicines for profit.

The Act of 1815 clearly contemplated "the creation of a class of practitioners who, while having the right to practice medicine, should assist and co-operate with the physicians and surgeons." The Act of 1874 "gave power to the Apothecaries Society to unite or co-operate with the medical examining boards in granting licenses to practice."

In 1745 the surgeons emancipated themselves from the barber-surgeons, with whom they had amalgamated in 1540, and founded the College of Surgeons. From that time surgery made rapid progress until it became co-equal with "medicine" as a medical art. According to the Encyclopedia Britannica, from which I have drawn some of my information in regard to the status of pharmacy in England, the term "Apothecary" indicates a general practitioner who supplies drugs to his patients.

Oath of Hippocrates.

I swear by Apollo, the physician, by Aesculapius, by Hygeia, by Panacea, and by all the gods and goddesses, calling them to witness, that according to my ability and judgment I will in every particular keep this, my oath and covenant: To regard him who teaches this art equally with my parents, to share my substance, and if he be in need, to relieve him; to regard his offspring equally with my brethren; and to teach him my art if they shall wish to learn it, without fee or stipulation; to impart a knowledge by precept, by lecture, and by every other mode of instruction to my sons, to the sons of my teacher, and to pupils who are bound by stipulation and oath, according to the law of medicine, but to no other.

I WILL USE that regimen which, according to my ability and judgment, shall be for the welfare of the sick, and I will refrain from that which shall be baneful and injurious. If any shall ask of me a drug to produce death, I will not give it, nor will I suggest any such counsel. In like manner I will not give to a woman a destructive pessary.

WITH PURITY and holiness will I watch closely my life and my art. I will not cut a person who is suffering from a stone, but will give way to those who are practitioners in this work. Into whatever houses I shall enter, I will go to aid the sick, abstaining from every voluntary act of injustice and corruption, and from lasciviousness with women and men—free or slaves.

WHATEVER in the life of men I shall see or hear, in my practice, or without my practice, which should not be made public, this will I hold in silence, believing that such things should not be spoken.

WHILE I keep this, my oath, inviolate and unbroken, may it be granted me to enjoy life and my art, forever honored by all men; but should I by transgression violate it, be mine the reverse.

Status of the Apothecary in America.

The place of the pharmacist in America is still in the formative state, and the process of formation is now in rapid evolution. To understand the significance of the epoch-making events which have transpired in this country during the past decade, and their probable effect upon pharmacy of the future, it now becomes necessary to consider more in detail the true ideal of a profession of pharmacy.

The True Ideal of Professional Pharmacy.

As I stated in my paper entitled "Standardization the Foundation of Professional Pharmacy," read before the Pennsylvania Pharmaceutical Association at its 1900 meeting held at

Bedford Springs, "The term 'profession of pharmacy' implies a fraternity of pharmacists holding the results of the experience of the profession as common property. According to the professional ideal, each pharmacist should manufacture and deal in the same pharmaceutical preparations, under the same names, made according to common standards, and by the same methods; and each member of the profession is supposed to devote a portion of his time to materia medica research for the benefit of his profession. The result of these researches, when classified in the forms of science, constitute the science of pharmacy, or, more properly, the science of pharmacology."

Pharmacology is defined by the National Syllabus Committee as: "The sum of scientific knowledge concerning drugs and medicines; their nature, preparation, administration and effect; including pharmacognosy, pharmacy, pharmacodynamics and therapydynamics."

According to the same authority, pharmacy is a branch of pharmacology, including the science and art of preparing and dispensing medicine.

These definitions are not new ones. H. C. Wood, in his text book on Materia Medica, states that Materia Medica is the name of the collection of substances used as medicines, pharmacy is the art of preparing them, and therapeutics is the art of applying them in the treatment of the sick; also, these three branches are included under the general term, Pharmacology.

Herman, in his "Experimental Pharmacology," used as a manual in the medical schools on both sides of the Atlantic, defines pharmacology as the knowledge of drugs from every possible point of view.

The Standard Dictionary defines pharmacology as: The Science of Medicines, their nature, preparation, administration, and effects; including pharmacy, pharmacodynamics and pharmacognosis. Other dictionaries consulted give similar definitions.

A Comprehensive Definition of Pharmacology.

Pharmacology, according to the National Syllabus Committee's definitions, embraces knowledge of the following subjects:

Drugs. All substances used as medicines or in the preparation of medicines. Drugs that have not been changed by manufacture except by desiccation or comminution are crude drugs.

Materia Medica. The branch of pharmacology that treats of the physical, physiological and therapeutical properties of medicine.

Chemistry. The science of the composition of material things and the art of determining such composition. As a branch of pharmacology it treats of the chemical materials of medicine.

Pharmacy. The science and art of preparing, preserving, compounding and dispensing medicine.

Physiology, treats of the organic functions in a state of health.

Botany, treats of the structure, growth and classification of plants.

Microscopy. The art of examining objects with a microscope.

Pharmacognosy, treats of the identification and selection of drugs.

Toxicology-Posology. Toxicology treats of poisons, their recognition, effects and antidotes. Posology treats of the doses of medicines.

Elementary Physics. Physics is the science of the properties and forces of matter.

Manufacturing Chemistry. The production of chemical substances.

Pharmaceutical Arithmetic. The arithmetic pertaining to the science and art of pharmacy.

Pharmaceutical Latin. The Latin pertaining to the sciences and art of pharmacy.

Theory of Pharmacy. The exposition of the principles upon which pharmacy operations are based.

Practice of Pharmacy. Systematic exercises in pharmaceutical operations.

Commercial Pharmacy. Trade or commerce in pharmaceutical products, including business practice.

Manufacturing Pharmacy. The preparation of pharmaceutical substances.

Historical Pharmacognosy, treats of the recognition, identification, and selection of drugs by well-known methods and appliances, including the microscope.

Pharmacodynamics, treats of the action of medicines on healthy organs.

Therapydynamics, treats of the action of medicines on diseased organs.

Assaying, determining the amounts of valuable constituents of pharmaceutical substances.

Dispensing Pharmacy. The extempore preparation or compounding of medicine.

Pharmaceutical Jurisprudence. The relation of law and pharmacy to each other.

According to the Standard Dictionary, "Science is knowledge reduced to law and embodied in system." Therefore, the knowledge of the above defined subjects, when systematically arranged, constitutes the science of pharmacology.

The same authority says: "Knowledge of a single fact, not known as related to any other, or of many facts not known as having any mutual relations or as comprehended under any general law, does not reach the meaning of science." Therefore, pharmacy, as defined above, is not sufficiently comprehensive to justify dignifying it as a science.

It logically follows that the terms "College of Pharmacology," and "Profession of Pharmacology," are to be preferred to the less comprehensive terms now in use.

Pharmacology is also used in a restricted sense of the term to describe the action of drugs on healthy tissues. But no less authority than Professor Hermann, of the University of Zurich, whose manual in pharmacology is used as a handbook in laboratories of pharmacology on both sides of the Atlantic, calls attention to the restricted meaning of the term, and to its wider signification, the latter meaning referring to pharmacology as the name to be employed to describe the science of materia medica.

How the Professional Ideal Is to Be Realized.

Progress in pharmacologic science and practice is dependent upon four essential factors, namely, organization, co-operation, standardization and legislation.

Organization. It is evident from what has been stated that the true professional idea includes the organization into one association or fraternity of all persons devoted to the science of pharmacology or engaged in the practice of the pharmacologic arts, namely, pharmacognosy, pharmacy, pharmacodynamics and therapydynamics. Such an organization would include pharmacists engaged in the retail, wholesale and manufacturing drug business, also the pharmaceutical chemists connected with the laboratories of the manufacturing houses, and the teachers in medical and pharmaceutical schools working in the field of pharmacology. And, as pharmacotherapy is dependent upon pharmacology, physicians interested in that branch should also be included.

Have we any organization already existing which covers this field? The American Pharmaceutical Association is the nearest approach to an American Pharmacologic Association of anything now existing, and could be made to cover the field by broadening its work to include pharmacodynamics and therapydynamics, and, in time, also to include pharmaco-therapy.

Unfortunately neither physicians, pharmacists, nor pharmaceutical chemists are sufficiently versed in all the branches of pharmacology to listen intelligently to papers on all pharmacologic subjects, but it is evident that this will not long be true if the plan of education mapped out by the National Syllabus Committee is carried out.

From its inception the scope of the work of this committee has been the outlining of a minimum course of study and the preparation of a syllabus for the guidance of pharmacy schools in their preparation of students for admission to the licensing examinations of the boards of pharmacy of the United States. The work originated in New York State, as a result of the passage of the so-called prerequisite law, and has already become National in character.

The pharmacy syllabus, or concise statement of a scheme of lessons, is prepared to indicate the general scope and character of the instruction to be given by the teacher, and the work to be done by the student.

The work of this committee has become part of the work of the Section on Education and Legislation of the American Pharmaceutical Association and the report of the committee appearing on pages 750-58 of the Proceedings for 1908 is worth the most serious consideration by every teacher and student of pharmacy.

I have already given you the scope of the field proposed by the committee in the list of definitions just read. Consideration will clearly show you that the creation of a body of men educated along the lines therein mapped out, and the entrée of this body into pharmacologic practice, would revolutionize the drug business. My own impression is that it would revolutionize it along the lines indicated by the development of the vocation of the English apothecary, for the medical profession has drifted so far away from scientific pharmaco-therapy that there is a fine opening for the physician-apothecary in America.

Co-operation. Progress in pharmacologic science and practice requires co-operation between practitioners of the pharmacologic arts and the medical profession. Of what use is a profession of pharmacology engaged in the study of the materia medica and in the selection and identification of drugs and their preparation, preservation, compounding and dispensing, unless the medical profession uses the medicines thus prepared for treating the sick? The idea of having such a body of men educated and trained to deal in medicines for self-medication

is unpractical and absurd. The public is not sufficiently educated in medicine to be its own doctor, and the pharmacologist without education and training in the diagnosis and treatment of disease is a menace to the public health, and should be suppressed. Either the pharmacologist to be evolved by the operation of the educational system proposed by the National Syllabus Committee will have to add sufficient knowledge of these branches of medicine to warrant licensing him to prescribe or recommend medicines, or the medical profession will have to be educated up to the point of appreciating a pharmacologic profession. Both suggestions appeal to me as worthy of consideration.

Standardization. The professional ideal includes a pharmacopœia, dispensatories, text-books, and colleges of pharmacy or pharmacology. Before the Pure Food and Drugs Act of June 30, 1906, went into effect, conformity with the standards of the United States Pharmacopœia was purely voluntary. This gave an excuse for every manufacturer, little and big, to set up a standard of his own. The craze for new drugs and medicines, resulting from the desire of each manufacturer to introduce a new product for the purpose of monopolizing its sale and creating a demand for it by misleading advertisements, has become so great that the market is overloaded with all kinds of undigested and undigestible material, and scientific pharmaco-therapy is suffering with a bad attack of dyspepsia.

This is one of the causes which has given rise to a condition of mind upon the part of physicians known as therapeutic nihilism, for the cure of which the rejection of most of this undigested material, and the standardization of the remainder, is absolutely essential. The enforcement of the Federal Act referred to, aided by State legislation of the same sort, will do much toward reducing the mass into a condition permitting its investigation and scientific classification. The final end of any product worthy of consideration as a therapeutic agent should be its incorporation into the United States Pharmacopœia or National Formulary.

Legislation. One of the most important suggestions in regard to pharmacal and medical legislation ever made in this country is to be found in the decision of the Supreme Court of the United States, in the case of Worden vs. California Fig Syrup Co., No. 35, Oct. term, 1902, as follows:

> "Many, if not all, the States of this Union have enactments forbidding and making penal the practice of medicine by persons who have not gone through a course of appropriate study and obtained a license from a board of examiners; and there is similar legislation in respect to pharmacists, and it would seem to be inconsistent and to defeat such salutary laws, if medical preparations, often and usually containing powerful and poisonous drugs, are permitted to be widely advertised and sold to all who are willing to purchase. Laws might properly be passed limiting and controlling such traffic by restraining retail dealers from selling such medicinal preparations, except when prescribed by regular medical practitioners."

It is needless to add that such legislation as this would force retail dealers to go through a course of appropriate study and obtain a license from a board of examiners or discontinue their habit of recommending medicines. As the recommending and advertising of goods is considered a foundation principle of commerce, the deprivation of the privilege of advertising or recommending goods for sale to the public, would take away from the drug business a privilege belonging to all forms of commercial business. This fact clearly demonstrates the soundness of my contention that pharmacists should not prescribe or recommend medicine without first obtaining the necessary knowledge and license; and then the practice should be conducted, not as a commercial business, but as a branch of medical practice under the control of the medical laws.

We are therefore forced to this conclusion, namely, that when the medical profession relegated pharmacy to the apothecary, a mistake was made similar to that which occurred when surgery was relegated to the barbers. Surgery never realized its true fruition until it was redeemed from the barbers and restored to its true position as a branch of medical practice. And the lesson teaches us that pharmacy can never become a profession until it is taken within the medical fold where it properly belongs. In the process of evolution which is surely bringing it back to the fold, the tendency seems to be to bring with it a band of apothecaries trained as pharmacologists, whose function will be to select, prepare, standardize, compound and dispense medicines to meet the demands of the medical profession. And, judging from the experience of England, the profession of pharmacology resulting from this evolution will also perform the function of prescribing for minor complaints for which the public now goes to the drug store for treatment.

Function of the Pharmacologic Profession.

The function of the pharmacologic profession shall be,

1. To promote progress in the science of pharmacology and the practice of the useful arts of pharmacognosy, pharmacy, pharmacodynamics, and therapydynamics;
   a, by investigating the substances from all parts of the world which are used, or may be used, as medicines, and introducing them to science and commerce;
   b, by devising methods for their identification, selection, preparation, preservation, compounding, and dispensing;
   c, by adopting and maintaining standards for their protection against adulteration, sophistication, and fraudulent substitution;
   d, by legislation for the protection of standards (pure food and drug laws); for the protection of the profession from encroachments from without upon its field (pharmacy laws); for the protection of the profession from malpractice on the part of its members (code of ethics); to protect materia medica science and commerce (copyright, patent, and trade mark laws).
2. To co-operate with the medical profession in the prevention of disease and the cure of the sick;
   a, by refraining from encroachment upon the field of medical practice;
   b, by refraining from advertising medicines for self-medication;
   c, by taking an active part in educating the public against the abuse of drugs;
   d, by acting as a medium for the dissemination of information in relation to the prevention of communicable diseases, such as tuberculosis, small-pox, etc.
3. To practice the pharmacologic arts by selecting, preparing, preserving, compounding, and dispensing medicines in accordance with professional and scientific requirements.

Personnel of the Pharmacologic Profession.

The pharmacologic profession shall consist of licensed physicians specially interested in materia medica, either as practitioners, teachers or laboratory workers; graduates of pharmacy engaged in the retail or wholesale drug business or in the manufacturing chemical or pharmaceutical industries; pharmaceutical chemists with a degree from a reputable school or university; botanists specially interested in pharmacognosy, and members of botanical societies in good standing; physiologists engaged in pharmacodynamic investigation and materia medica standardization; bacteriologists connected with laboratories for the production of biological materia medica products, or their investigation and standardization; and government experts in any way associated with departments engaged in the identification, or standardization, of drugs, or the study of medicinal plants and their agriculture.

Co-operate Investigation of the Materia Medica and Introduction of New Products.

Progress in pharmacologic science can be attained only through the medium of co-operate materia medica investigation by the workers in the pharmacologic field above enumerated. The results of this work when reduced to law and embodied in system constitutes that branch of medical science hereinbefore described as Pharmacology. As the results of co-operate investigation belong to those doing the work, and as the professional ideal requires each individual worker to donate his work to the profession, the results belong to the profession, and not to the individual workers.

Public welfare demands that members of the pharmacologic profession shall occupy the position of scientists in relation to the materia medica. They are not in this position when their living is endangered if they speak the truth. With the exception of government experts and teachers, the pharmacologic profession should be supported by materia medica commerce. It is therefore essential that materia medica commerce shall be conducted as a professional, not commercial, vocation, so that members of the profession supported by commerce shall occupy the position of scientists.

The difference between professional and commercial materia medica business is most strikingly shown in the different meanings given to the word "introduce," in scientific and commercial circles. The word introduce, in scientific circles, means the donation of a materia medica product to science for the free use of all, especially for the free use of the profession. The word introduce, in commercial circles, means the monopoly of the product by the manufacturer, and the creating of a demand for the product by advertising. The word introduce, in scientific circles, has an altruistic meaning. The scientist is

seeking to know, that he may give away knowledge for the benefit of humanity. The word introduce, in commercial circles, has a selfish or egoistic meaning. The commercial manufacturer is seeking to know, that he may appropriate the knowledge for his own selfish purposes. The different principles here involved are also expressed by the words professionalism and commercialism. The medical profession is organized on a professional basis. The materia medica supply business should be organized on a professional basis, also.

Otherwise there can be no fraternal relations between the medical profession and the materia medica supply business, and professional men holding positions in the employ of manufacturing houses, as well as retail druggists claiming to be professional men, and physicians who patronize either by their prescriptions, stultify themselves, forgetting the obligations they assume upon entering the profession.

Pure Food and Drug Laws.

The Pure Food and Drug Laws not only protect materia medica standards directly but do so indirectly, by forcing manufacturers to tell the truth on their labels. Medicine manufacturers, both retail and wholesale, have long been in the habit of recommending their products as specifics or cures. Any one familiar with drug therapeutics knows that drugs are not specifics, with possibly two or three exceptions, such as the antitoxins, quinine in malaria, and iodine and mercury in syphilis. Therefore the claims made by retail druggists and manufacturers to cure diseases for which there are no specifics, are false. The government dealt a solar plexus blow to such pretense by ruling against the use of the word "cure" on labels.

The so-called "proprietary" business owes its success to the fact that the medical profession is unable to offer specifics or cures for diseases. Taking advantage of that fact, the "proprietary" drug trade stepped into the breach with its system of advertising cures for incurable diseases, and reaped a rich harvest.

The public, however, is getting wise on the subject, and no longer believe every advertisement of the nostrum manufacturers. People now recognize the limitations of drugs as therapeutic agents and are patronizing Christian Science, Osteopathy, the Emanuel movement, Psychotherapy, Hydropathy, etc., hoping to obtain the relief not afforded by doctors and druggists.

The effect of this drift of the public away from physicians and pharmacists has proved disastrous to the drug business as well as to the medical profession. Two remedies for this condition have been suggested. One remedy advocated is that druggists should have the same faith in drugs that Christian Scientists have in the doctrines of Mrs. Eddy, so that they may inspire the people with the same amount of faith in the curative power of drugs that Christian Scientists have in Christian Science. It is believed that if druggists would guarantee cures, the people would buy more drugs and receive the benefit of suggestive therapeutics. In other words, it is advocated that all retail druggists become quack doctors, and resort to pretense as a therapeutic agent. The other plan suggested is the one I have been advocating, namely, that pharmacists study medicine, obtain a license to practice therapeutics, and then take advantage of their close contact with the people to educate them on the subject of medicine, so that they may avoid the numerous pitfalls set for the unwary by quacks and pretenders of all kinds. Aided by the pure food and drug laws, the latter plan would doubtless prove of the greatest value to mankind, and do more than any plan yet suggested to raise pharmacologic practice to its proper position as a learned and beneficent profession. What we need, and what the public is going to have sooner or later, is an honest pharmacologic service; and if the physicians and pharmacists of this country will co-operate in this endeavor, medicine will be restored to public confidence.

Encroachment of the Manufacturing House.

Many retail druggists object to the pure food and drug laws on the ground that their enforcement is playing right into the hands of the manufacturing houses. They claim that the manufacturing of medicines is the exclusive right of the retail druggists; that the establishment of standards for materia medica products, and their enforcement by the courts, is taking away from the retailers their business as manufacturers; that it is placing the same in the hands of the great commercial houses which are conducted by a non-professional body of men who do not hesitate to sacrifice the public for gain.

There is some truth in this contention. If the physicians and pharmacists of this country had given the public a square deal in relation to the materia medica, the conditions now complained of might never have arisen. Unfortunately, the medical schools have neglected to teach drug therapeutics: and the retail druggists have carried on a proprietary medicine business of their own, open to the same objections they are now urging against the manufacturing houses. A reaction has occurred. The worm has turned. The pure food and drug laws are not the result of a co-operative effort on the part of the medical profession and retail druggists to reform conditions, but are due to public resentment of the conditions referred to. This reform should have come from medicine and pharmacy, not from *Collier's Weekly*, *Ladies' Home Journal* and other periodicals.

On the other hand, all must concede that centralization is the tendency of the day in all lines of manufacturing. This is an evolutionary process due to economic conditions, and represents advance in civilization.

The great manufacturing houses have come to stay. Iron, steel, copper, wagons, shoes and nearly every other manufactured article, are now produced on a large scale by great plants. The same centralization is going on in the chemical and pharmacal industries. Who can stop the process of evolution?

Individual manufacturers working on a small scale cannot hope to compete with the great manufacturing houses. This is true now, and as standardization of products in every line becomes more prevalent, the small manufacturer will have less and less chance of success. Standardization work cannot be economically carried on except in relation to large outputs. It costs just as much to standardize a pound of steel as to carbon content as it does to standardize a ton, and the same principle applies to the standardization of materia medica products.

This evolutionary process of centralization is by no means completed. Whether or not it will end in socialism remains to be seen. Socializing medical and pharmacal practice has its advocates. However, this phase of the subject is outside the limits of my lecture.

The Retail Druggist as a Manufacturer.

Under a professional system with its common standards, and freedom from monopoly, every retail druggist has an equal chance with others as a manufacturer of pharmaceutical preparations, but under the proprietary system of monopoly and misleading advertisements, the nostrum manufacturing house has the advantage.

As a matter of self-interest, therefore, the retail druggist should favor the professional ideal. The experience of those interested in pharmacal legislation, points to the contrary. Retail druggists as a class favor class legislation in their favor as manufacturers, but are generally opposed to legislation made to limit the nostrum evil. Students on the subject account for this by saying that every druggist dreams of the time when he, too, shall become a nostrum king and therefore opposes legislation not favorable to the continuation of the nostrum business.

A large part of the demand for medicines is now represented by ready-made prescriptions in forms of sugar and gelatin coated pills, compressed tablets, hard and soft capsules and other forms which cannot be economically manufactured except on a large scale. It is hoped by those druggists who are engaged in the U.S.P. and N.F. propaganda, that physicians will discontinue ready-made prescriptions and return to prescription writing. That may occur, but probably not in the manner hoped for. The tendency is away from polypharmacy and toward the use of pure drugs and in a more scientific manner. This tendency is as unfavorable to the polypharmacy extemporaneous prescription as it is to the ready-made polypharmacy prescription.

Progress in pharmacotherapy is along the lines of standardized medical products. Standardization of the future will include botanic standardization, namely, pharmacognosy, also pharmaceutical assaying, and pharmacodynamic testing of products on animals. This work is expensive and must be done on a large scale for the sake of economy.

What Is the Use of Pharmacologic Education?

This question is often asked, and the answer is frequently pessimistic. Personally, I believe there should be an opti-

mistic answer to the question. I believe that there is a better future for drug therapeutics. Never before in the history of medicine has there been a greater need for a profession of pharmacology. The members of that profession will naturally divide themselves into specialists. Those engaged in government laboratories and in teaching will do most of the research work. Those employed by the large manufacturing houses will also engage in original investigation, but not to the same extent as the first class. Those engaged in the retail drug business will become learned in pharmacologic science and occupy the position of experts in the knowledge of drugs, and their preparation and application as remedial agents. To the extent that each has the necessary facilities, he will become a manufacturer or will hold stock in some large manufacturing house and do all in his power to promote the advancement of the corporation in which he is interested. This, at least, seems to be the tendency of things. And this tendency is in line with the best interests of the public, as it will place the practice of the pharmacologic arts in the control of the pharmacologic profession where it properly belongs.

Pharmacy Laws.

It is manifest from has been stated above that the enforcement of the professional ideal of pharmacologic practice will place professional pharmacists and manufacturers in a position of disadvantage in competition with commercial druggists, and manufacturers of so-called "proprietary" medicines. "Professionalism" requires the surrender of new products to the general fund and includes the teaching of all members of the profession how to make and use the same. "Commercialism" means monopoly of new products by individual manufacturers, firms or corporations, and their introduction to commerce by advertising.

An anomalous condition of law exists in this country by which the manufacturing houses are exempted from the operation of both medical and pharmacal laws. Any person, no matter how ignorant, is permitted to set up as a manufacturer and practice pharmacy and therapy at wholesale without license. As a result, an enormous industry in nostrums has been built up and conducted in unfair competition with physicians and pharmacists. This is one of the abuses for the pharmacologic profession to remedy. The Supreme Court of the United States pointed out a way in its decision in the Syrup of Figs case above referred to. Manufacturing houses should be licensed the same as individual physicians and pharmacists.

Copyright, Patents and Trade Marks.

Contrary to public opinion, the names of medicines cannot be copyrighted. Any person who does not believe this statement can send to the Librarian of Congress and obtain an official circular stating the fact.

Contrary to public opinion, the name of a medicine cannot be privately owned by anybody. What, say you, cannot a manufacturer own the name of a medicine as a trade mark? No. It is an axiom of law that the name of an article of commerce cannot be a trade mark, the reason being that the name of an article cannot at the same time perform the function of an appellative to distinguish it from other articles of commerce, and a trade mark to distinguish the brand of an article from other brands of the same article. The name salt distinguishes salt from sugar. Salt cannot, therefore, serve as a trade mark to distinguish brands of salt from each other. There might be a "salt" brand of sugar, and a "sugar" brand of salt, but there cannot be a sugar brand of sugar or a salt brand of salt.

It is believed by many that inventors possess a natural right to prevent others from copying their inventions, and that an invented or coined word is therefore the natural property of the inventor of the same. This, however, is not the case. There is no such thing as natural property in an invention. The right to prevent others from copying an invention is not a natural right but a creature of statute and of grant, subject to the conditions imposed by the statutes and by the grants. The statutes granting inventors the right to prevent others copying their inventions are known as patent laws, and the grants are called patents. The government does not grant patents on names, as already stated. Moreover, any person has the right to manufacture any invention if it is not patented, that is if he knows how to do so and has obtained his knowledge in a legitimate manner. Any person has an equal right to manufacture and deal in the invention under its proper name, namely: the name which the public generally use to describe when purchasing the article.

Authorities Agree on This View.

Plenty of evidence to support these statements may be found by referring to the following authorities: Encyclopedia Britannica (chapter on "Copyright"), Browne on "Trade Marks," Kerley's "The Law of Trade Marks," "Report of the Commissioners Appointed to Revise the Patent and Trade Mark Laws under Act of Congress Approved June 4, 1898," known as "Senate Document No. 20."

The medical profession is standing between two opinions on the subject of patents on materia medica. One side takes the position assumed by Lord Camden in his celebrated speech on the subject of copyright as follows: "Glory is the reward of science, and those who deserve it scorn all meaner views. I speak not of the scribblers for bread, who tease the press with their wretched productions. Fourteen years are too long a privilege for their perishable trash. It was not for gain that Bacon, Newton, Milton, and Locke instructed and delighted the world. When the bookseller offered Milton five pounds for his Paradise Lost he did not reject it and commit his poem to the flames, nor did he accept the miserable pittance as the reward of his labor; he knew that the real price of his work was immortality and that posterity would pay it."

Those who believe in the application of patents to materia medica products agree with the statement made by Terril in his treatise on Patent Laws. According to this authority:

"The theory upon which these laws rest is that it is to the interest of the community that persons should be induced to devote their time, energies and resources to original investigation for the furtherance of science, the arts, and manufactures. This was recognized from the earliest periods which can pretend to be described as civilized. It is to the advantage of the whole community that authors and inventors should be rewarded, and no measure of reward can be conceived more just or equitable, and bearing a closer relation to the benefit conferred by the particular individual, than to grant him the sole right to his writing or discovery for a limited period of time."

True Scientist Works for Pure Science.

Scientists in every line take a similar position to that of Lord Camden, namely: that "Glory is the reward of science," and refuse to recognize any person as a scientist who attempts to monopolize the results of his observations or discoveries. It is said that the true scientist is working for pure science and is not in any way interested in the application of science to practical purposes; and if the medical profession wishes to be a scientific body, physicians must refrain from commerce in materia medica inventions and discoveries.

Those who believe in the application of patents to materia medica products represent the commercial ideal of the materia medica supply business. The professional ideal of the vocation is represented by still another class who believe with me, that those who are engaged in the practice of the pharmacologic arts should be supported by commerce in the materia medica products, but who hold that materia medica commerce should be conducted as a professional vocation. Practitioners of theology, law and medicine are all engaged in a commercial vocation in one sense of the term. They deal in advice but not in material substances. It is idle for them to assume that they are less commercial than practitioners of professional pharmacy, for we all know only too well that members of the so-called learned and beneficent professions sometimes commercialize their vocations, and thus degrade themselves in the eyes of the community.

The Copyrighting of Medical Books.

Carried to its logical conclusion, the enforcement of the professional ideal would exclude from fellowship the authors of medical books, who take advantage of the copyright law to secure monopolies of the products of their brains. Copyright has been made necessary, however, on account of the necessity of protecting the capital of publishers engaged in the business of printing and marketing books. But the monopoly obtained by copyright does not extend to the subject written about. It only includes the title of the book and its language. In the same manner, exception can be made in favor of the inventors of new processes and apparatus for materia medica medicine, and the government can, without danger to science, grant them the right for limited periods of time, to prevent others copying their inventions, so long as the patents do not cover the

Group Picture of the Illinois State Ph.A. at Quincy Meeting, 1909.

products themselves. If the products themselves are monopolized, every effort is made by the manufacturer to push them to the front as therapeutic agents in place of other products used for the same purpose. Too often this is done by exaggerating their merits, and repressing their unfavorable sides, so that it became next to impossible for physicians to ascertain their true limits as therapeutic agents and to use them intelligently. And if any physician has the temerity to publish the untoward effects of a proprietary product, he excites the antagonism and reprisal of the manufacturer.

Introduction of New Brands of Materia Medica Products to Commerce.

There is a great deal of difference between the introduction of new products to science and new brands of manufacture to commerce. The former belongs to the sphere of science, and the latter to the sphere of commerce. The former can only be accomplished by the use of scientific methods; the latter requires commercial methods. The exploitation of new products by exaggerating their merits and repressing knowledge of failures is one of the most dangerous forms of quackery. The introduction of new brands to the medical and pharmaceutical professions, in the advertising pages of the medical and pharmaceutical press, shows business sagacity and enterprise. But it should always be remembered that: "Commercialism is not a word in good repute in connection with the practice of medicine (including pharmacy or the manufacturing of medicine for therapeutic use). Not that it is wrong for a physician (pharmacist or manufacturer) to make money if it is done honorably; nor is it beneath the dignity of an ethical member of the medical (or pharmaceutical) profession to apply honorable business principles in obtaining just remuneration for services rendered; but it is wrong, and degrading, for him to subordinate all he may do to commercialism. The making of money is the mainspring of commerce, but medicine (including pharmacy) in its scientific as well as altruistic ideals, has a higher and nobler aim. If it were not so, our widely uttered claims of being a liberal profession are false, and a large proportion of what we may call the non-scientific portion of medical literature, including most addresses to graduating classes in medicine (and pharmacy) and to societies, is the veriest talking for effect."

Conclusion.

Shall we have a profession of pharmacy? Yes, but the scope and title of that profession should be enlarged to include the co-operative practice of the pharmacologic arts by physicians, pharmacists, physiologists, botanists, chemists, and all others engaged in investigating and classifying the materia medica, and in selecting, preparing, preserving, compounding, and dispensing drugs and in applying them to the treatment of the sick.

How shall we have a profession of pharmacy? That question cannot be answered in a single paragraph or page. Only by a complete study of the subject along the lines mapped out by this lecture can the question be answered.

? QUESTION BOX ?

THE OBJECT of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc. Requests for information are not answered by mail, and ANONYMOUS COMMUNICATIONS WILL RECEIVE NO ATTENTION; neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of The Era, copies of which, if not out of print, may be obtained for 25 cents each.

Blue Color for Bichloride Solutions.

(M. J. C.)—"Kindly furnish me with information as to a color (blue) for bichloride of mercury solution that will stay that color when making a 1 in 10,000 solution."

Soluble blue, aniline blue and methyl violet are all used for coloring bichloride tablets for making antiseptic solutions. One formula for making tablets, one of which dissolved in 1 pint (Imp.) of water will make a 1 in 10,000 solution of bichloride, is the following:

Mercuric chloride	175 grains.
Sodium chloride	821 grains.
Soluble blue	4 grains.

Mix the salts with the dye, damp with methylated ether to distribute the color, allow to dry and compress into tablets to weigh 5 grains each. If methyl violet be preferred as a coloring agent, you can use about 0.02 grain to each tablet. For a gallon of solution 2 grains of aniline blue will probably be sufficient, although some experimenting is necessary to determine the right quantity to produce a given shade of blue.

Bleaching Infusorial Earth.

(L. P. L.)—Infusorial earth is usually prepared as a filtering medium for use in pharmaceutical operations by first calcining, which removes the organic matter, and then treating with boiling dilute hydrochloric acid and washing with water. This removes the iron, which almost all samples contain. Any sand the infusorial earth may contain may be removed by subsequent levigation.

At a meeting of the British Pharmaceutical Conference in 1898 John Moss read a paper on the possible pharmaceutical uses of infusorial earth in which he stated that if the product was free from organic matter, it seemed to possess all the needful qualities for clarifying liquid galenicals and certain solutions of salts and acids. He stated that it possessed the advantage over talc or asbestos in that it did not clog up the filtering bag, and filtration is consequently rapid and at the

same time perfect. A disadvantage is the difficulty with which it mixes with liquids. It should be worked down in a mortar with a little of the liquid to be filtered, so as to form a smooth thin paste; this can be mixed with more of the liquid to start the filter. If this is carefully done, the filter sets at once, and very little of the filtrate will have to be returned.

Commercial calcined "kieselguhr," which is one of the common forms of infusorial earth, varies in color from a very pale cream to a reddish tint, according to the amount of iron associated, and contains as much as 95 per cent or more of pure silica.

Percentage Solutions.

(J. P.)—"The Bulletin of Pharmacy recently gave in its 'Board Questions and Answers' the following problem: How many grains of cocaine in one ounce of an aqueous solution, 2 per cent.? and the following answer was given: 456.4 × .02 = 9.128. It has been maintained at this hospital that the correct basis is 480 and not 456.4. Could you inform me which of these numbers is correct?"

The last number (456.4) is probably nearly correct and will approximately represent the weight of a fluidounce of an aqueous solution of cocaine, 2 per cent. The weight of a fluidounce of water is approximately 456.4 grains and it is not reasonable to suppose that a fluidounce of a solution made by dissolving 2 parts of cocaine in 98 parts of water would weigh 480 grains. In all percentage solutions or mixtures, weight percentage is understood, unless volume percentage is expressly stated, and the quantity of active constituent in any solution or mixture can be easily calculated if the weight and rate per cent be known. To make a percentage solution of definite volume is to approach the problem from the other direction, and the calculation would be comparatively easy if we always knew in advance the specific gravity of the percentage solution wanted. As we do not always know this, the calculation is expressed as follows: Since the solution is 2 per cent strong, the solvent must be 98 per cent, the finished product containing cocaine 2 parts, water 98 parts, or 100 parts in all. Accordingly, 98% : 2% :: 456.4 grains (weight of 1 fl. ounce of water) : ×, a statement in which × = 9.31 + grains. Thus by measuring out one fluidounce of water, and dissolving in it 9.31 grains of cocaine we obtain a trifle over a fluidounce exactly 2 per cent strong.

Estimating Percentage of Alcohol in Tinctures.

(W. Dr. Co.)—"Will you answer how you can obtain the per cent of alcohol in U.S.P. tinctures made from the drugs and not from the fluidextracts? This is to settle a little argument."

The percentage of alcohol in a tincture may be loosely calculated from the amount of absolute alcohol in the menstruum used and making certain deductions for the amount of extractive. The only correct way, however, is by distilling off the alcohol from the tincture and then, by comparison of the specific gravity of the distillate with the corresponding specific gravity of an alcohol of known strength, as set forth in the Pharmacopœia or other alcohol tables, the percentage of the alcohol is ascertained. The usual method is to take 50 cc. of the liquid to be tested, and carefully noting the temperature of the same, transfer it to a small retort attached to a condenser, rinsing out the measuring flask with two successive quantities of 5 cc. each of distilled water. The measuring flask is then placed at the end of the condenser and the distillation continued until 40 cc. have passed over. Ten cc. of the distilled water are now added to the contents of the retort and the distillation continued until very nearly 50 cc. have been distilled over. The temperature of this distillate is now brought to the degree as that at which the original liquid was measured, and distilled water added to make the distillate measure 50 cc. By this means it is possible to obtain a volume of pure spirit of precisely the same strength as the sample. The specific gravity is taken and the alcoholic strength is obtained by means of the alcohol tables referred to. Some chemists prefer to distill off three-fourths of the sample, and having taken the specific gravity of the distillate to add some water and distill off the remaining fourth, taking its specific gravity separately and finally adding the separate results together.

Some of the considerations which enter into calculations of this kind were set forth in an article by Prof. A. B. Stevens, published in the ERA of February 7, 1907, page 130, which you should read. You will note that the tinctures of the Pharmacopœia are not made from the fluidextracts of the corresponding drugs but from the crude drugs themselves. We do not answer queries by mail.

Pharmacists in the Marine Hospital Service.

(B. J. E.)—All persons in the Public Health and Marine Hospital Corps come under the jurisdiction of the surgeon-general of that service, a branch of the Treasury Department. Applications for entrance must be made to the Civil Service Commission, which conducts and controls the examinations; application can be made on blanks furnished by the commission for the asking.

Applicants must be graduates of a reputable college of pharmacy and must present their diplomas, or evidence thereof; they must be examined physically before other examination by a medical officer of the service, who must fill in and sign the candidate's application blank to the commission. The physical requirements are as strict as for either army or navy service. Age limit, 21 to 30 years. In addition to the physical examination the applicant must take the examination before the Civil Service Commission, which covers spelling, arithmetic, penmanship, letter writing, elements of bookkeeping and accounts, geography and history of the United States. The professional examination relates to chemistry, pharmacy, materia medica and toxicology. A knowledge of minor surgery, bandaging, first aid to the sick and injured and care of sick is accepted as being very favorable to the applicant. The duties of pharmacists in the service are at marine hospitals, quarantine stations and ships, as aides in large cities where stations are maintained and sometimes on emergency duty at detention stations and temporary camps for contagious diseases. At the close of the last fiscal year there were 48 pharmacists on duty in the service, as follows: Pharmacists of the first class, 16; second class, 20; third class, 12.

Violet Water.

(H. H. H.)—Try one of the following from "Pharmaceutical Formulas":

(1)

Violet extrait	2 ounces.
Cassie extrait	6 drams.
Spirit of rose	6 drams.
Spirit to make	16 ounces.

(2)

Violet extrait	2 ounces.
Cassie extrait	1 ounce.
Spirit of rose	½ ounce.
Tincture of orris	½ ounce.
Spirit to make	20 ounces.

(3)

Artificial violet	3 drams.
Schimmel's jasmin	1 ounce.
Concrete orris oil	20 grains.
Oil of bitter almonds	2 minims.
White heliotropin	8 grains
Artificial musk	1 dram
Deodorized alcohol	144 ounces.
Dissolve and add—	
Powdered orris	4 ounces
Macerate for two days; then add—	
Distilled water	16 ounces.

Filter after seven days and color green. According to the authority we have quoted, this perfume, which is of American origin, should have a pale greenish tint, but darker than violet extrait. However, a violet tint may be produced by mixing red and blue until the desired shade is obtained, or by using tincture of litmus or ammoniated cochineal coloring. A spirit-soluble aniline dye of the required shade may also be employed.

No Politicians Wanted on U.S.P. Job.

The dying patient and his doctor don't want to wait for red-tape processes at Washington. Nor does any practical physician or layman want to witness the spectacle of politician job-holders there compiling a pharmacopœia instead of learned and experienced professionals.—*New York Commercial.*

Woman's Reason.

Maisie—Why is his mustache gray while his hair is black?
Daisie—He exercises his mouth more than his head.—*Judge.*

The Essential Oils of the United States Pharmacopoeia.*

By Paul Jeancard and Conrad Satie, Cannes, France.

In most European countries the function of pharmacopœias is to consider only products as utilized in pharmacy. This restriction is quite consistent with the etymology of the word. In the United States, on the other hand, the Pharmacopœia has the authority of a legal standard not only for products which are intended for pharmaceutical use but for table consumption as well.

An official book with so broad a province should maintain great exactitude in its descriptions and strict precision in the analytical methods which are used to demonstrate the quality of products. We are persuaded that the eighth revision of the American Pharmacopœia, notwithstanding the great amount of work which has been accomplished by its authors, is lacking in this precision. It is not our intention to review the description of the numerous products mentioned in the Pharmacopœia. Our sole purpose in the following pages is to review that part of the book which deals with the essential oils and perfumes and to show that it is not always consistent with the established facts of science and industry.

We shall consider the subject in two divisions. In the first we shall collect in a systematic manner the analytical methods scattered here and there in the Pharmacopœia. The second part will be taken up with a discussion of the essential oils and some of their constituents.

I. Analytical Methods.

Essential oils are mixtures of certain chemical bodies: such as, terpenes, alcohols, ketones, etc. They have no fixed physical or chemical properties, the properties varying within certain limits which depend on the place of origin of the plant, the climatological influences, the condition of cultivation, method of preparation, etc. The limits of variation in a given property of a substance, which have been recorded by investigators during a number of years, we shall speak of as "general limits." These represent the extremes of variation.

We have recently *(P. Jeancard et C. Satie: "La chimie des parfums en 1908"—"Revue Générale de chimie pure et appliquée 1909," vol. xii, page 173,* and "American Perfumer," 1909, vol. iv, page 82), proposed that there also be recognized "annual limits." It is obvious that the latter would be more restricted than the former and would necessitate a more exact determination of the purity of a substance.

A pharmacopœia which is in force for ten years or longer should make use of general limits only. It is evident that those limits represent the extremes of variability.

(1) Determination of Physical Properties.

The specific gravity, the optical rotation, the solubility in dilute alcohol, the points of fusion and solidification are the principal physical properties to be determined in the analysis of essential oils.

Specific Gravity.—Two methods are recommended by the Pharmacopœia for this determination: Westphal's Balance and the pycnometer. The temperature at which the specific gravity is to be determined is specified as 25° C.

The choice of 25° C. as normal temperature is perhaps not a very fortunate one. It is a somewhat summery temperature! It would have been preferable to keep the temperature of 15°, which is the mean temperature and also that used in most of the determinations of the physicists since the middle of the 19th century.

It will be noticed that the old tables of alcoholic percentage demanding a temperature of 15.66° have been kept by the Pharmacopœia, whence arises what might be called by the hypercritical an anomaly: the solubility of oil of rosemary is to be determined at 25° C. in alcohol which is 80 per cent at 15.66°!

In the ordinary practice of laboratories, the determinations of specific gravity are so much the more exact when made at room temperature. The pharmacist and the industrial chemist need to know only the three first decimals of the specific gravity. In order to know whether the figure found is within the general limits, it is necessary to make use of a coefficient to calculate the specific gravity at standard temperature. For the essential oils, the coefficient is generally something between 0.0005 and 0.0008; this is, of course, not absolutely exact, but it is so convenient and expeditious that this mode of comparison is used daily for mineral and vegetable oils and animal fats.

Optical Rotation.—For certain essential oils, the oil of lemon, of sweet orange and of bitter orange, the influence of temperature on the optical rotation is not a negligible factor. It is customary to observe the optical rotation at a temperature of 20°. The Pharmacopœia would have done well to have allowed the observation in the case of oil of lemon and of orange to remain at the lower temperature of 20° instead of 25°.

Solubility.—Most chemical works do not sufficiently emphasize the importance of the determination of the solubility in dilute alcohol as a means of investigation, although the fact that a certain organic product is soluble in the usual solvents is a fact of utility. U.S.P. is not exempt from this criticism.

The determination of the solubility of essential oils has two distinct aims. In the preparation of perfumery, for instance, it is necessary to know the solubility of the essence in dilute alcohol in order to obtain a clear preparation. On the other hand, a test of the solubility in alcohol furnishes a very simple means of detecting certain frauds or whether the preparation has been properly distilled. The solubility in dilute alcohol varies with the nature of the chemical constitution. For instance, the alcohols, aldehydes and phenols are very soluble in 60, 65 and 70 per cent alcohol. The aromatic hydrocarbons and the terpenes are only soluble in alcohol of 85 to 95 per cent strength and the sesquiterpenes are only slightly or not at all soluble in 96 per cent alcohol. In considering a series of ethers obtained by utilizing the same acid and different alcohols it will be noticed that the solubility varies inversely with the molecular weight. As an example might be mentioned the index of solubility of the benzoates in 70 per cent alcohol:

Benzoate of methyl, 1.5; benzoate of ethyl, 2.0; benzoate of propyl, 4.2; benzoate of iso-butyl, 8.1; benzoate of iso-amyl, 13.

As essential oils are mixtures of alcohols, ethers, terpenes, etc., the above principle may be utilized by employing a series of three alcohols differing to the extent of 5 per cent. Thus the lavender from the High Alps and the summits of the Low Alps is soluble in 2 to 3 volumes of 70 per cent alcohol, and slightly or not at all soluble in 20 volumes of 65 per cent alcohol. That from the Italian Alps is soluble in less than two volumes of 70 per cent alcohol and in 3 to 4 volumes of 65 per cent alcohol. The index of saponification of the former is something between 100 and 140, and that of the latter between 58 and 90. This example illustrates the correlation that exists between the index of saponification and the solubility of oil of lavender *(P. Jeancard et C. Satie, "Remarques analytiques sur les essences de Lavande"—Bulletin de la Société chimique de France, 1908—4th series, vol. iii, page 155).*

It would be found convenient to state the solubility in three successive alcohols differing by 5 per cent, although the solubility in the most dilute alcohol is in itself an important point. Unfortunately this is not the method indicated by the Pharmacopœia. Some figures of solubility given in the Pharmacopœia will be found in the following table:

	Solubility.	
Oil.	*95 per cent alcohol.*	*70 per cent alcohol.*
Bitter almonds	in any proportion	1 volume
Eucalyptus	in any proportion	3 volumes
Cloves	1 volume	2 volumes
Cassia		2 volumes
Eugenol	in any proportion	2 volumes

If oils of bitter almonds, eucalyptus and cloves are soluble in 1 to 3 volumes of 70 per cent alcohol, it is superfluous to determine their solubility in 95 per cent alcohol. The following table, as determined by us, shows how the solubility of the essential oils should be expressed:

	Solubility.		
Oil.	*70% Alc.*	*65% Alc.*	*60% Alc.*
Bitter almonds	1 to 1.5	1.5 to 2	2 to 2.5
Cassia	2	3 to 5	10 to 20
Cloves	1 to 1.5	1.5 to 2	2 to 5
Pennyroyal	1.8 to 2	2 to 5	5 to 8
Rue	2 to 3	5 to 7	10 to 20
Eugenol	1	1.5	2

The determination of the solubility under such conditions

*Presented by W. G. Ungerer and read at the January meeting of the New York Branch of the A.Ph.A.

renders information of distinct value. There is little use in the determinations required by the Pharmacopœia.

(2) Determination of Chemical Properties.

There are at present in organic chemistry no methods for determining with precision the chemical constituents of such mixtures. Approximate figures are obtained with difficulty. We are in the habit of speaking of the content of acetate of linalyl, thymol and cinnamic aldehyde in oil of lavender, of thyme or of cassia. This way of speaking hides our real ignorance of the question. For instance, in lavender or bergamot which contain a large proportion of the acetate of linalyl, we overlook the presence of certain other ethers which contribute to the aroma of these oils.

With these qualifications we shall pass on to a review of the methods generally employed in the determination of the chemical properties and compare them with those described in the Pharmacopœia.

Acidity.—The Pharmacopœia does not give any figure of acidity except in the case of bitter almonds in which the content of hydrocyanic acid is to be determined volumetrically. It is necessary, however, to determine the acidity of those oils of which the ether content is characteristic, as lavender or bergamot. This determination will demonstrate whether the oil is of recent preparation.

Ethers and the Index of Saponification.—We determine the index of saponification in the following manner: Weigh exactly 2 gm. of the oil in a flask of Bohemian glass having a capacity of 100 cc. and add 10 to 20 cc. of N/2 potassium hydrate solution. The flask should be furnished with a cooling tube 10 to 12 mm. in diameter and 1 m. long. The mixture is then boiled on a water-bath for half an hour. After cooling, water is added and the excess of alkali titrated with N/8 solution of sulphuric acid, using phenol phthalein as an indicator *(P. Jeancard et C. Satie: "Abrégé de la chimie des parfums." Paris, 1904, page 22).*

We call normal solutions those containing the number of grams per liter equal to the molecular weight of the substance. The solutions employed for the determination of the index of saponification contain then (*):

Alcoholic potassium hydrate N/2 28gm. KOH per liter.
Sulphuric acid, N/8 12.25 gm. of H_2SO_4 per liter.

In the above determination the index of saponification is calculated directly from the amount of acid required and it is easy to construct a table giving the index and the quantity of ethers. We insert an illustrative table which we have published:

H_2SO_4 N/8	I. S.	$C_{12}H_{20}O_2$ Percentage.
5.0 cc.	105.0	36.75
5.1	104.3	36.50
5.2	103.6	36.26
5.3	102.9	36.01
5.4	102.2	35.77
5.5	101.5	35.52
5.6	100.8	35.28
5.7	100.1	35.03
5.8	99.4	34.79
5.9	98.7	34.54
6.0	98.0	34.05

We have calculated the sources of error inherent in this determination of the index of saponification and the ether content deduced from it; errors in weighing, in measuring the volume of acid and the potash solution, etc. The ether content can be guaranteed only to one unit.

Let us see what the Pharmacopœia has to say upon the subject of this determination. The acid employed is N/4 solution and therefore contains 24.33 gm. to the liter. It will be noticed that this solution is twice as strong as ours *(Sic)*. A difference of 1-10th cc. in our solution makes a difference of .25 in the ether content while with the pharmacopœial solution the difference is .50. That is to say, that with this solution the ether content may be determined to within two units only. For the determination of the indices the Pharmacopœia indicates two methods which differ according to the oil.

If it is desired to determine only the index of saponification before acetylization, it is directed to weigh 2 cc. of the oil which is then transferred to a flask having a capacity of 100 cc. and then rinse out with alcohol the vessel in which the oil was weighed. The procedure is then concluded as described above.

Instead of weighing 2 cc. of the oil, would it not be better to weigh 2 grams, which would simplify the calculation and permit of the use of such a table as was described above. Another criticism: We weigh 2 grams of the essence directly in the flask which is to be used for saponification and we have more confidence in this direct method than in the use of two vessels.

The second method, which is that indicated for the determination of the indices of peppermint and rosemary, is most extraordinary. It is endeavored to determine the two indices of saponification before and after acetylization with the same portion of oil. So much is undertaken that little is accomplished. Let us consider a little. Exactly 10 cc. of oil are weighed. After saponification the excess of alkali is titrated with sulphuric acid. The product of saponification is washed several times with water to eliminate the ethyl alcohol. This done, one acetylizes by means of acetic anhydrid and after washing and neutralizing determines the index.

It would have been preferable so far as precision and rapidity are concerned to determine the two indices by two separate tests. In the first determination washing with water before titrating with sulphuric acid. Another omission: before acetylizing with acetic anhydrid it is convenient to dry over anhydrous sulphate of soda. If these two methods were combined as a matter of economy—the essences being more or less expensive—it is practicable to do the two tests separately at no greater expense: 2 grams might be used for saponification and 6 or 7 cc. for acetylization. In this way time and precision would be gained.

Estimation of Alcohols.—The total alcohol content is proportionate to the index of saponification after acetylization. This relation only holds good for the primary and secondary alcohols as the tertiary alcohols are partially dehydrated during acetylization. Unfortunately for the chemists, the tertiary alcohols, as linalol and terpinol, are found in most of the essential oils.

Numerous modifications have been proposed in order to render the determination of alcohols by acetylization more exact or rather less inexact. It has been proposed to acetylize in the presence of pyridin. *(Boules Bulletin de la société chimique de France, 1907, pages 117, 861 and 871)* has suggested acetylization by diluting the acetic anhydrid in oil of turpentine; but the latter itself, under these conditions, is partially acetylized. There are too many corrections to be made for the method to give reliable results.

We have suggested a modification of this method by replacing the amount of turpentine with xylene. Under these conditions the acetylization of the linalol seems to be complete and that without dehydration. But the analytical difficulty rests in determining the index of saponification of the acetate formed. One part linalol, one part acetic anhydrid and five parts xylene are heated to boiling. They are then washed four times in water and carbonate of soda, before weighing out 2 grams for the determination of the index of saponification. In the washing there is a loss and the composition is somewhat different from what it was before boiling; further, the index found has relation to nothing but the acetate of linalyl, that is to say, 1-6 of the total mass. The following figures refer to rosewood which contains about 90 per cent of linalol: Acetylization without xylene, 45 to 52 per cent linalol; acetylization with xylene, 70 to 91 per cent linalol.

The U. S. Pharmacopœia seems to have no doubts concerning the reliability of the results obtained by the methods advocated. Except that the indices of saponification are not altered in the examination of essential oils. It should have required the index before acetylization for coriander, sandalwood and especially lavender and the index after acetylization for coriander, lavender and rose.

Aldehydes.—The usual methods now employed for estimating

[*The Pharmacopœia has adopted the atomic weights of the International Commission of 1904. These weights vary considerably from those published in 1909 by the same commission. The molecular weight of potassium hydrate and sulphuric acid were given as

	1905.	1909.
Potassium [illegible]	55.74	56.10
Sulphuric acid	97.35	98.07

For industrial analyses it would be preferable to retain the former values of 56 and 98 than to be obliged each year to change the strength of normal solution.]

aldehydes are based upon the bisulphite method and give very variable results, particularly where the aldehydes are present in small quantities. In this case, results obtained by different chemists are so variable as to be of little value.

The Pharmacopœia indicates two methods for the estimation of aldehydes in the essential oil: the bisulphite and the sulphite methods. The first consists in shaking 10 cc. of the oil with bisulphite and estimating the uncombined portion. This method is advised for pure cinnamic aldehyde. We wonder why the cinnamic aldehyde is estimated by the bisulphite method in commercial aldehyde which contains at least 95 per cent and by the sulphite method in cassia, which contains 80 to 88 per cent.

The sulphite method is called also the method of Sadtler. It depends upon the fact discovered by Tiemann *(Bulletin de la société chimique de Paris, 1899, 3d series, vol. xxi, page 190)*, that when a neutral solution of a sulphite of sodium is added to citral, there is formed citraldihydrosulphonic acid with the liberation of caustic soda. The two substances are found in definite proportion. The weak point of this method is the difficulty of ascertaining the end reaction. The Pharmacopœia recommends phenolphthalein as an indicator, although rosalic acid is recommended in the supplement of May, 1907. We agree with Schimmel that this method is inapplicable for the estimation of citral in oil of lemon.

Ketones.—The Pharmacopœia gives no information concerning the estimation of ketones. It is, however, indispensable to ascertain even approximately the carvone and pulegone in caraway and pennyroyal.

Phenols.—The Pharmacopœia requires the estimation of the phenols of cloves, allspice and thyme. The eugenol in the oil of cloves and allspice is estimated by shaking 10 cc. with caustic soda in a 100 cc. vial having a neck graduated to tenths of a cubic centimeter. The phenols of thyme are estimated in the same manner except that a graduated burette is used. Why this difference of apparatus in the determination of like chemical bodies? It should be noted that the results of the determination of phenols agree to almost five units.

Cineol.—The Pharmacopœia estimates the cineol by means of the phosphoric acid method. Scammel patented his method for obtaining pure cineol with phosphoric acid in 1895. Since that time many chemists have endeavored in vain to apply this method successfully, and it is to be regretted that it is approved by the Pharmacopœia. We shall merely mention the figures obtained by Schimmel *(Bulletin Semestriel de Schimmel et Cie, 1907, Oct., page 47)* in the determination of cineol in a mixture of cineol and turpentine:

Found 42 per cent of cineol in place of 50 per cent.
Found 53 per cent of cineol in place of 60 per cent.
Found 70 per cent of cineol in place of 70 per cent.

By this method the actual content of cineol may be underestimated by 16 per cent. Under such circumstances it is preferable not to talk about the estimation of cineol!

II. Essential Oils.

In the first part of our work we have reviewed the analytical methods presented by the American Pharmacopœia. We have grouped them in logical order so that the defects might be easily recognized. It remains to terminate this critical review by an examination of each of the essential oils.

The Pharmacopœia describes the color, fluidity and odor of each oil. It is difficult to describe graphically the physical characteristics of an oil. The color is variable even for the pure oils. Some oils are described as liquid, others as viscid. These are vague terms. We have suggested more precise terms for the determination of the viscosity of oils *(P. Jeancard et C. Satie: Bulletin de la société chimique de Paris, 1901, vol. xxv, page 516, and Revue Technique, 1904, page 256)*.

The odor of oils is very difficult to describe. We have no desire to criticize the Pharmacopœia on the subject of the physical properties of the oils. Neither have we any doubt that the oil of cloves possesses the aromatic odor of cloves nor the oil of caraway the strong aromatic odor of caraway, etc.!

After what we have said concerning the analytical methods, it is evident that our review of the oils will be a brief one.

Oleum amygdalæ amaræ (Oil of Bitter Almond).—As we have remarked, before, the sulphite method does not permit of an exact calculation of the benzaldehyde.

The solubility in 70 per cent alcohol is 1 to 1.5 and not 1.

Oleum anise (Oil of Anise).—The specific gravity of the oil has been corrected in the supplement of May, 1907, the correct limits 0.975—0.988 being given.

Oleum aurantii corticis (Oil of Orange Peel).—The residue at 100° is a determination of some value. It should amount to 2 to 4 per cent in a good oil.

Oleum cajuputi (Oil of Cajuput).—It is the content of cineol which should determine the value of this oil. But as we have shown, the phosphoric method employed is inexact.

Oleum cari (Oil of Caraway).—The limits of specific gravity have been corrected in the supplement of May, 1907. It is to be regretted that no mention has been made of the content of carvone.

Oleum caryophylli (Oil of Cloves).—The limits of specific gravity given are those at a temperature of 15° and not 25°!

Oleum eucalypti (Oil of Eucalyptus).—The estimation of cineol is inexact.

Oleum Hedeomæ (Oil of Hedeoma).—The minimum content of pulegone should have been given.

Oleum Juniperi (Oil of Juniper).—It is unusual to obtain a pure oil soluble in 10 volumes of 90 per cent alcohol.

Oleum lavandulæ (Oil of Lavender Flowers).—We have *proposed to classify lavenders in two groups (P. Jeancard et C. Satie: Remarques analytiques sur les essences de Lavande. Bulletin de la société chimique de France, 1908, 4th series, vol. iii, page 155): First Group:* Lavender of the High Alps and summits of the Low Alps: oils containing 35 to 47 per cent or more of ethers. They are soluble in 2 to 3 volumes of 70 per cent alcohol and slightly or not at all soluble in 20 volumes of 65 per cent alcohol.

Second Group: Lavender of the Italian Alps and the former County of Nice: oils containing 20 to 30 per cent of ethers. These are soluble in less than 2 volumes of 70 per cent alcohol and in 3 to 5 volumes of 65 per cent alcohol. They are sometimes soluble in 60 per cent alcohol.

The other properties are identical for the two groups and are as follows:

Specific gravity at 15°	0.8800 to 0.8900
Refractive index	—6° to —10°

Index of saponification after acetylization—above 160.

Oleum limonis (Oil of Lemon).—The estimation of citral should be omitted until an exact method of estimating small quantities of aldehyde is discovered.

Oleum menthæ piperitæ; Oleum menthæ viridis (Oil of Peppermint and Spearmint).—We have previously shown that the analytical procedures of the Pharmacopœia for the estimation of menthol are inexact. No mention is made of the determination of menthol in spearmint.

Oleum rosæ (Oil of Rose).—In 1904 *(P. Jeancard et C. Satie: Contribution à l'analyse des essences de Rose, Bulletin de la société chimique de Paris, 1904, 3d series, vol. xxxi, page 43)* we described the following properties of the oil of rose; the point of solidification, the content of stearoptene and citronellol. The two latter permit one to differentiate the oil of France from that of Bulgaria. The characteristics given in the Pharmacopœia correspond quite closely to those of the Bulgarian oil. The index of saponification required is of no value in determining the purity of oil of rose. In the reference cited we gave the following limits:

Oil.	*French Oil.*	*Bulg. Oil.*
Point of solidification	25 to 28°	19 to 21°
Percentage of stearoptene	30 to 35°	18 to 23°
Eleoptenes.		
Citronellol	20 to 23°	30 to 40°
Total alcohols	75 to 90°	84 to 88°

Oleum rosemarini (Oil of Rosemary).—Instead of speaking of the content of acetate of bornyl and of borneal it would have been preferable to give the indices of saponification. It is not necessary to repeat that there is no use in following the methods of the Pharmacopœia for the determination of these indices.

Oleum thymi (Oil of Thyme).—The Pharmacopœia describes the oil of thyme as colorless. Such an oil is the result of rectification, for the oils obtained directly from the distillation of the plants are colored and sometimes highly colored. Phenols of the red oil of thyme vary between 10 and 70 per cent *(P. Jeancard et C. Satie: Sur quelques essences de thym. Bulletin de la société chimique de Paris, 1901, 3d series, vol. xxv, page 893)*. As we have shown in 1901, the propor-

tion of phenols depends principally upon the method of distillation.

Conclusions.

The United States Pharmacopœia possesses all the faults of the pharmacopœias of other nations. These faults are results of the method of constructing the books. They are edited with much care and with inexhaustible patience and are so thoroughly edited, that by the time they appear, they are about ten years behind contemporary science.

These books must furnish information about a great number of substances. They are neither manuals nor technical dictionaries, although the products are arranged alphabetically. Each country has its pharmacopœia and, curiously enough, these books which pretend to defend the public health, differ from one another. This fact in itself must prove their uselessness.

If in our time a pharmacopœia is really necessary, and this has never been proved, it should contain only the established facts of science. A pharmacopœia whose directions have authority for ten years is a strange thing in an epoch in which the most important scientific discoveries rapidly succeed each other and when industrial developments are revolutionizing the customs of the world.

If the United States considers that a pharmacopœia is indispensable to a great country, we look anxiously for the appearance of a ninth revision, which will conform with the actual facts of science and industry. In the ninth revision it would be preferable to drop the alphabetical arrangement which is worse than no arrangement. Would it not be possible to group all the analytical methods in one special chapter and to include tables giving the important facts relative to essential oils? Such an arrangement would be more complete and would economize space.

The purpose of the pharmacopœias must not be to limit the truth or to impose dogmatic limitations which are in force for years. They should be simply good manuals, easy to consult for precise and useful information. No longer legal standards, they should serve as reference books to which we might profitably turn in every difficulty.

Paper Discussed by the New York Branch.

A long discussion followed the reading of abstracts of this paper at the January meeting of the New York Branch of the A.Ph.A., in which Dr. Clemens Kleber, Dr. Dodge, of the Bureau of Agriculture, and others participated. Dr. Kleber recommended the adoption of 25° C. as the temperature at which specific gravities of oils should be obtained and that the atomic weights of the U.S.P. should be placed on a 0=16 basis. Otto Raubenheimer remarked apropos the criticisms of the U.S.P. that "the Frenchmen, in criticising our Pharmacopœia which appears every ten years, had forgotten that their own only appeared every 25 years."

THE WOULD-BE PERFUMER.*

By W. G. Ungerer, of New York City.

Almost every other man seems to want to become a perfumer now-a-days. The "woods are full" of the amateurs who, having read some formulæ and seen the advertisement of a purveyor of raw materials, deem themselves ready to send out to the yearning world some more kinds of perfumery. It looks so easy. Only a drachm of this, an ounce of that, a pint of the other, and here is a perfume that costs a few cents to make and may be sold for a dollar. This is the dream of the amateur—but the awakening comes.

Very soon he is surprised to note that the money is running low in the bank, that the stock is accumulating, for no one will buy his goods, and he himself begins to doubt whether he was ever adapted to the business.

The fact is that there are at least three elements necessary to the manufacture of salable perfumery: high grade raw materials, perfected formulæ, and most of all, expert manipulation. Many a deluded individual has paid a high price for some "exclusive and secret" formulæ or book on the subject, expended a large sum for raw materials, and then found himself seated before a mass of product which the most flattering friend could not call perfumery. The manipulation of the materials is really the most important element in compounding a perfume, and the manufacture of perfumery is a process of extreme delicacy. Perfumery making is not merely a science, which can be taught in a day or learned from books, but an art, which requires something more than exact knowledge. It is beyond dispute that the greatest perfumers the world has known are the French, and there the pursuit of this profession (for it is more than a trade in France) has been handed down from father to son, for generations, so that there is not only an inheritance of formulæ, but a far more important inheritance of artistic ability, taste and heightened sense for odor. It is this combination which makes for supreme success in the field of perfumery manufacturing, and it would be well for every would-be perfumer to consider the enormous risk of undertaking so special a business. If any ordinary business man with limited capital were to come to us and ask our advice about going into the perfumery business, we would advise him, in the famous words of *Punch:* "Don't!"

We certainly do not wish to sell raw materials to any amateur perfumer—for we are certain that, notwithstanding the irreproachable character of these materials, we would hear endless complaints as to the goods, when the fault would lie entirely with the ignorant manipulator.

If a man is desperately determined to go into the perfumery business, notwithstanding all that has been urged, let him employ an expert perfumer—and this is by no means easy to secure. Let him see that he has a very fat bank account, for it will cost him more than twice what he expects before he is well started—and then let him stop and consider once more.

It would be far better for the amateur perfumer to buy concentrated compounds from those who at least know something about the business, than to waste his time and money experimenting, in which all the chances are against success. Of course he will not secure any very original effects from these compounds, or produce any very remarkable perfumes, but at least he will not have thrown his money out of the window.

Of course there is much more than mere manufacture to a successful perfumery business. We have heard somewhere that the selling end is not a negligible element in attaining success, and that special ability is required for placing perfumes, especially if they are not well known or well advertised, but though the amateur "rush in where angels fear to tread," he cannot say that we have not tried to save him from the results of his folly.

Nor should the would-be perfumer forget the enormous competition which he faces in the perfumery trade. There are manufacturers already supplying every kind of demand, from the finest extracts in elaborate boxes, to the cheapest and poorest scented toilet waters that will bear a perfume label. What reason is there for him to expect patronage? Has he anything better to offer? Can he sell any more cheaply? Can he make his goods any better than known products with years of advertising behind them? In fine—what encouragement is there for the would-be perfumer to risk an enormous amount of money in a business which must take years to build up, if it is ever successful, against competition that is worse than killing? Is it not better for the amateur to try almost any other business in the world?

*Read before Scientific Section of American Pharmaceutical Association, Philadelphia, January 13, 1910.

Missouri Pharmacists Renewing Licenses.

ST. LOUIS, Jan. 20.—Charles Gietner, local member of the Missouri Board of Pharmacy, says that the applications for renewal of pharmacy license due January 1 are coming in rapidly and there is every reason to expect that by March 1, the end of the period of grace, that most of the 5000 pharmacists will be in line. The tone of the applications, according to Mr. Gietner, indicate that the law is well received and that the board will have more aid in its work than in the past. H. W. Servant, a member of the board from Sedalia, has resigned, but no action will be taken upon his resignation until after the January meeting at Jefferson City.

Era Course is a Good Investment.

Editor The Pharmaceutical Era:

I received my diploma to the ERA COURSE IN PHARMACY of which I am very proud. The course is as good an investment as a person can make who desires a pharmaceutical education. Wishing you the best of success for 1910, I remain, sincerely yours, HARRY H. HART.

Winnebago, Minn.

THE QUIZ MASTER

A MONTHLY SERIES OF PRACTICAL AND EDUCATIONAL QUESTIONS FOR DRUG CLERKS AND STUDENTS, WITH THREE CASH PRIZES EACH MONTH FOR THE MOST CORRECT ANSWERS.

THREE PRIZES of $5.00, $3.00 and $2.00 respectively, will be paid each month to the three persons submitting the largest number of correct answers to each monthly series of questions. In the event of a tie for any one of the prizes offered, such prize will be equally divided among the successful contestants. This competition is open to all who may desire to compete.

ANSWER BY NUMBERS and write your answers upon letter size paper (8x10 in.), one side only, with your Name and Address at the top of each sheet. Also number your sheets.

ALL ANSWERS for each month's series of questions must be sent at one time, and must be with us not later than the 15th of the following month.

CORRECT ANSWERS to each series of questions and the names of the three contestants who have been awarded the prizes will be published in the Era, after the close of the respective contests.

WE INVITE our readers to send us their questions for publication in this department, particularly questions related to the practical work of drug clerks.

ALL COMMUNICATIONS relating to this department should be kept separate from other correspondence, and addressed to

The Quiz Master
Care The Pharmaceutical Era 90 William St., New York

FEBRUARY SERIES, 1910.

1—What three fatty acids are commonly found in fixed oils?

2—Why are jars made of china or queensware not good containers for ointments?

3—Why do resinous tinctures precipitate upon the addition of water?

4—What are three U.S.P. drugs which are adapted for use as poultices?

5—Why should the measuring of potent medicines with spoons, glasses or cups be discouraged?

6—What four elements are most usually found in organic matter?

7—What advantages are claimed for formaldehyde as a disinfectant over chlorine or sulphur?

8—If benzoin cost 70c. per pound (avoir.), what is the cost of the benzoin used in making one gallon of tincture of benzoin? Show work.

9—What is the physiological action of sarsaparilla?

10—When water and a salt are prescribed in the same prescription and more of the latter is ordered than will dissolve in the quantity of water specified, why should heat not be used to increase the solubility of the salt in water?

11—What precautions should be observed in protecting perfumes from deterioration?

12—Why should silver nitrate be protected from light?

13—What occurs when soap is added to hard water?

14—What acid is frequently employed in the manufacture of imitation vinegar?

15—What does the anatomist mean by the "permanent teeth"?

16—What is the chief objection to the use of iodoform?

17—What official drug does the Pharmacopœia specify shall be preserved in hermetically sealed glass tubes?

18—Sweet root is a common name for what two official drugs?

19—What is meant by a corrosive poison?

20—What U.S.P. infusions are made by the cold process?

21—Aconite is sometimes mistaken for what common root?

22—What is the difference between two samples of alum, one of which is marked "alum, dried and powdered" and the other "exsiccated alum"?

23—What is the strength of (a) camphor liniment; (b) spirit of chloroform; (c) emulsion of cod liver oil; (d) syrup of hydriodic acid?

24—What occurs when copaiba is mixed with about a sixteenth of its weight of magnesium oxide?

25—What are the two classes of manufactured emulsions?

26—What is meant by pulverization by intervention?

27—What are four U.S.P. barks which are obtained from native trees of the United States?

28—What agent would you employ to cover up the odor of phenol in an antiseptic solution?

29—What is the official average dose of infusion of digitalis, syrup of ferrous iodide, sublimed sulphur, and colocynth?

30—What is the botanical name of the plant from which prunes are obtained? What part of the plant is official?

31—What occurs when a steel spatula is dipped into a strong solution of copper sulphate?

32—What means would you employ to retard oils of orange and lemon from acquiring a terebinthinate odor and flavor?

33—What are two drugs commonly called wormseed, neither of which is a seed?

34—What are three methods for mixing powders?

35—How many avoir. ounces of morphine would be contained in 1000 grams of opium which just meets the U.S.P. requirements? Show work.

36—What effect does ammonia water have upon an aqueous solution of ferric citrate?

37—What are the stomata of a leaf?

38—What are emollients?

39—What are syrups as used to designate a class of official preparations?

40—What have been two important difficulties which have interfered with the successful commercial cultivation of opium in the United States?

41—What U.S.P. pills contain soap?

42—What incompatibility exists between syrup of garlic and ammonium carbonate?

43—What are four elements, salts of which, are normal constituents of urine?

44—What is meant by "breaking" of an emulsion?

45—What is the appearance of resin of jalap?

46—What is the weight of a piece of wood which, when dropped into a graduated flask containing 50 cc. of water, causes the water to rise to the 55 cc. mark? Briefly explain answer.

47—When poisons in the solid form are dispensed, other than on prescriptions, what is your method for marking and wrapping the package you hand to the customer?

48—What are two metals which occur in nature chiefly in the form of sulphides?

49—What are the ingredients in essence of pepsin, N. F.?

50—What is meant in botany by plant organs?

Competitors, Please Notice.

The above questions is the complete series for February, and all who desire to compete for the prizes should see that their answers are received by the Quiz Master not later than March 15. Do not send your answers in parts, but mail them all at one time, and be sure to follow the instructions given at the head of this department. Answers in the handwriting of the competitors are desired, although such answers transcribed on a typewriter will be accepted. Careful penmanship is to be commended and this as well as neatness, order and spelling will be considered in grading the papers and awarding the prizes.

Answers Will Be Published.

So many answers in the affirmative have been received from the readers of this department in reply to the Quiz Master's query regarding the publication of the answers in the Monthly ERA that it has been decided to continue this feature of the Quiz Master's Department.

The Quiz Master has been much gratified with the interest manifested in this department not only by contestants, but also by druggists in all sections of the country, and, stimulated by these expressions of approval, an endeavor will be

made to make [illegible] of such nature as to warrant [illegible] in this department, on the part of the readers of the ERA.

The judges of the December contest of the Quiz Master's Department have awarded the prizes as follows:

First prize, $5, to Elsie Day, Lincoln, Neb.

Second prize, $3, to J. P. Brumfield, Galena, Kan.

Third prize, $2, to Charles K. Stotlemeyer, Hancock, Md.

Contestants wishing to know the grades which they have made in December contest may obtain this information on request by sending two cents for postage to the Quiz Master.

THE QUIZ MASTER.

Questions and Answers, December Series, 1909.

1—What is lactucarium?

The concrete milk juice of Lactuca virosa.

2—A prescription was written which called for 24 doses of extract of belladonna leaves, each dose to contain one-fourth of a grain of the extract; after the pharmacist received the prescription the physician requested that the dose of extract be reduced to one-half; how much extract will be needed for compounding, and how much of it will be contained in each dose of the mixture?

Three grains of the extract of belladonna will be used in compounding the prescription, and each dose will contain one-eighth of a grain of extract. If each dose contained one-fourth of a grain of extract, then twenty-four doses would contain six grains ($\frac{1}{4} \times 24 = 6$). If the dose is reduced one-half, three grains of extract will be required ($6 \div 2 = 3$), and each dose will then contain one-eighth of a grain ($3 \div 24 = \frac{1}{8}$).

3—Why should graduates which have contained oils not be drained into a waste paper container before they are washed?

The oil which accumulates in the waste paper container may cause spontaneous combustion.

4—What free acid and what important digestive ferment are found in the stomach?

Hydrochloric acid and pepsin.

5—What are mineral waters?

Mineral waters are waters which are used in the treatment of disease, either by internal administration or by external application, and which owe their virtue to their solid or gaseous constituents or to their elevated temperature.

6—What is the iodoform test for ethyl alcohol?

Dissolve a small crystal of iodine in the suspected liquid; to the cold solution add potassium hydroxide T.S. until the brown color of the solution disappears. If alcohol is present a yellow precipitate of iodoform will be formed.

7—Why should a horn or rubber spatula be used in dispensing ointment of mercuric nitrate?

Such spatulas are not attacked by the ointment which is acid in reaction.

8—How should granular effervescent salts be kept?

They should be kept in well-stoppered bottles, in a dry place, as they tend to attract moisture from the air and thereby rapidly deteriorate.

9—What is a more satisfactory stopper for containers of hydrogen dioxide water than stoppers of cork or rubber?

A pledget of cotton used as a stopper is said to retard the deterioration of the solution of hydrogen dioxide.

10—Why is the following equation not correct: $FeBr + K_2CO_3 = KBr + FeCO_3$?

There are several errors in the equation, first the chemical formula for ferrous bromide is incorrect, as it should be $FeBr_2$ instead of FeBr. Second, two atoms of potassium are represented on the left hand side of the equation, and only one on the right hand side, moreover having corrected the formula for ferrous bromide, another atom of bromine must be represented on the right hand side of the equation. The extra atoms of potassium and bromine can both be represented by changing the amount of potassium bromide from one to two molecules, and the equation correctly written will then read: $FeBr_2 + K_2CO_3 = 2KBr + FeCO_3$.

11—What antitoxins are official?

Diphtheria antitoxin.

12—What are four acids which contain hydrogen, oxygen and sulphur?

Sulphurous acid, H_2SO_3; sulphuric acid, H_2SO_4; pyrosulphuric acid, $H_2S_2O_7$; persulphuric acid, $H_2S_2O_8$.

13—What is the source of benzin?

A distillation product of American petroleum.

14—What is the source of benzole?

A product obtained from coal-tar.

15—How does rock candy differ from ordinary cane sugar?

Rock candy and cane sugar are identical in chemical composition. When a concentrated aqueous solution of cane sugar is gently heated and alcohol added, white semi-transparent crystals of hydrated sugar will separate from the liquid on cooling. These crystals have the shape of oblique four-sided prisms and are called rock candy.

16—In the preparation of what official pills is reduced iron employed?

Pills of ferrous iodide.

17—What change does santonin undergo when exposed to light?

When exposed to light, santonin assumes a yellow color.

18—What are four economic uses of plants?

Food, fuel, building material and medicine.

19—Why should spirit of nitroglycerin be handled with care?

Spirit of nitroglycerin is not considered explosive, but a dangerous explosion may result if any quantity of the spirit be spilled, and the alcohol be partly or wholly lost by evaporation.

20—What is a mixture as applied to a class of official preparations?

Mixtures, as applied to a class of official preparations, are aqueous liquid preparations for internal use, which contain insoluble non-fatty substances, usually held in suspension by substances having viscid properties.

21—If iodine is quoted at $2.85 a pound (avoir.), how much can be bought for $5?

1.7547 + lbs. For $5.00 you can buy as many times the amount bought for $2.85 as $5.00 \div 2.85 = 1.7547 +$.

Then 1 lb. $\times$ 1.7547 + or 1.7547 + lbs., the amount of potassium iodide which can be bought for $5. This problem can also be solved by proportion as follows: 2.85 : 5.00 :: 1 : X = 1.7547 + or 1.7547 + lbs.

22—What is the appearance of oil of cloves? What is its chief medicinal constituent?

A colorless or pale yellow, thin liquid becoming darker and thicker by age and exposure to air. Eugenol.

23—What is an official test to show the difference between creosote and phenol?

Phenol mixed with an equal volume of collodion will produce a permanent coagulum while creosote and collodion mixed in the same manner do not produce a permanent coagulum.

24—Why does the Pharmacopœia permit the presence of as much as one per cent of alcohol in chloroform?

Pure chloroform tends to decompose, and alcohol is added to counteract this decomposition and to preserve the chloroform.

25—What are the English equivalents for the following Latin contractions: (a) ad grat. acid.; (b) consp.; (c) gtt.; (d) q.s.?

(a) To an agreeable sourness; (b) dust or sprinkle; (c) drop or drops; (d) a sufficient quantity.

26—What are rubefacients?

Rubefacients are drugs which when applied cause local irritation and redness of the skin.

27—What is an official leaf drug whose activity is due in part to a volatile alkaloid?

Lobelia; the volatile alkaloid is lobeline.

28—What are the parts of a complete flower?

There are four parts, namely, the sepals constituting the calyx, the petals comprising the corolla, the stamens and pistils.

29—In handling soap bark, why should it not be agitated any more than necessary?

Soap bark should not be agitated any more than necessary, because the dust resulting from such agitation is very irritating to the eyes and mucous membrane, particularly that of the nose, causing sneezing.

30—What are two official drugs which are sometimes used in place of iodoform as dressings for wounds?

Thymol iodide and iodol.

31—What effect do strong acids or alkalies have upon phenacetin?

Strong acids and alkalies decompose phenacetin.

32—In this country, by what system of weight does the druggist usually buy his drugs?

By the avoirdupois system of weight.

33—What is the chief medicinal use of oxygen?

Free oxygen is chiefly used medicinally by inhalation in diseases of the respiratory apparatus, in asphyxia, and affections characterized by incomplete oxidation.

34—What is the average official dose of fluidextract of cascara sagrada, asafetida, emulsion of chloroform, diluted hydriodic acid?

Fluidextract of cascara sagrada, 15 minims; asafetida, 4 grains; emulsion of chloroform, 2 fluidrachms; diluted hyriodic acid, 8 minims.

35—What is the difference between mercurial ointment, diluted mercurial ointment and blue ointment?

Mercurial ointment contains mercury, oleate of mercury, prepared suet and benzoinated lard. Diluted mercurial ointment is made by mixing 67 parts of mercurial ointment with 33 parts of petrolatum. Blue ointment is a synonym for diluted mercurial ointment. Mercurial ointment contains 50 per cent of metallic mercury, while diluted mercurial ointment contains 33.5 per cent of metallic mercury.

36—What is meant by colloidal substances?

Colloidal substances are those which do not have a crystalline form, and will not pass through a vegetable or animal membrane by the process of dialysis.

37—How would you proceed to cut a piece of glass tubing?

Glass tubing can usually be easily broken by first scratching it across with a sharp three-cornered file, then grasping the tube with both hands, one on each side of the scratch, and making a slight outward and downward pressure.

38—What is the part official, botanical name and active constituents of podophyllum?

The dried rhizome of Podophyllum peltatum. The active constituents are podophyllin, picropodophyllin and podophllotoxin.

39—What is the physical difference between iodine, bromine and chlorine?

Iodine is a solid having a metallic lustre and a bluish black color; bromine is a heavy, dark brownish-red mobile liquid; chlorine is a greenish-yellow gas.

40—If one quart of a sodium chloride solution contains 40 grains of sodium chloride, how much of this salt is in one fluidounce of the solution?

One and one-fourth grains. $40 \div 32$ (fl. oz. in 1 qt.) = $1\frac{1}{4}$ or $1\frac{1}{4}$ grains in 1 fl. oz.

41—What are three vegetable drugs which contain emulsin?

Wild cherry, bitter almond and sweet almond.

42—What are five spices usually for sale in drug stores?

Cinnamon, cloves, allspice, ginger and myristica.

43—What changes does decolorized tincture of iodine, N.F., tend to undergo soon after it is prepared?

It usually acquires a disagreeable alliaceous odor and deposits crystals of sodium tetrathionate.

44—What is the official Latin name for (a) colophony; (b) precipitated phosphate of lime; (c) muriate of soda; (d) yellow prussiate of potash?

(a) Resina; (b) calcii phosphas precipitatus; (c) sodii chloridum; (d) potassii ferrocyanidum.

45—What part of cardamom contains the active medicinal constituents?

The seeds contain the active medicinal constituents.

46—What is approximately the volume of a wineglass?

Two fluidounces.

47—How would you soak a label from a bottle while the bottle is being filled?

Fasten a piece of wet blotting paper or sponge over the label by means of a rubber band, and by the time the bottle is filled the label can usually be easily detached.

48—What do you consider a good method for removing the odor of iodoform from a graduate?

Washing the graduate first with a strong solution of potassium or sodium hydroxide and then rinsing with a little alcohol is considered a good method by some reliable authorities, while others equally competent assert that the odor can be removed by first adding a few drops of oil of turpentine to the utensils and then washing with soap and water.

49—Why does effervescent sodium phosphate sometimes not effervesce?

Usually because the containers have not been properly sealed, thereby permitting the salt to absorb moisture and producing premature effervescence.

50—How would you clean a mortar which has become stained?

When the nature of the stain is known it is frequently not difficult to secure a proper solvent or cleansing agent, but when such information is not available the stains can usually be removed by treating the mortar with some strong oxidizing agent such as a mixture of sulphuric acid and potassium dichromate, or sulphuric acid alone, or chromium trioxide.

The Era Course in Pharmacy.

Begin the new year by enrolling as a student in the ERA COURSE IN PHARMACY and use to good advantage time and money which were formerly wasted. The ERA COURSE is a home study course in Pharmacy which is divided into ten parts with recitations and examinations by mail. Thorough instruction is given in General Chemistry, Theoretical and Practical Pharmacy, Botany and Materia Medica. The cost of the Course is ten dollars, and each student is given gratis a year's subscription to the Monthly ERA. A prospectus will be sent by the publishers of THE PHARMACEUTICAL ERA to any one who applies.

New classes are organized each month and now is an excellent time for students to enroll, because the ERA COURSE can be most profitably and advantageously studied during the winter evenings.

N. Y. COLLEGE OF PHARMACY ALUMNI DANCE.

Old Grads Enjoy Themselves at Annual Ball—Honorary President Ewen McIntyre Leads Grand March.

The fifteenth annual ball of the Alumni Association of the College of Pharmacy of the City of New York held recently at the Harlem Casino, 124th street and Seventh avenue, was attended by many of the graduates and students and their ladies. The hall was tastefully decorated for the occasion, the boxes in the balcony being especially gay with the various colored banners of the classes and fraternities.

The grand march which took place at 10:30 o'clock and in which about fifty couples participated, was led by Ewen McIntyre, honorary president of both the college and the alumni association, and William Ebbitt. Second in line was Hieronimus A. Herold, president of the association. After the march, dancing was begun and it was not until the wee, small hours of the morning that the gayety came to an end. The committees having the affair in charge were as follows:

Executive—Chairman, Ewen McIntyre, William Ebbitt, H. A. Herold, C. P. Wimmer and F. A. Leslie. Floor—Chairman, Ed. Pfaff, C. W. Ballard, F. Borggreve, W. Gale, N. R. Hirsch, F. P. Tuthill, A. G. Gilmore, L. W. Brown, Th. M. Davies, S. May, Wm. Pruss, W. J. Ferrier and N. S. Tow. Reception—Chairman, N. S. Kirk; assistant chairman, W. A. Hoburg, Jr.; A. C. Searles, G. Hohmann, L. W. Geisler, E. F. Thode, F. N. Pond, A. Henning, O. Raubenheimer, C. S. Erb, G. A. Ferguson, W. B. Stacom, G. F. Burger, F. L. Linnig, G. Abbehusen, F. L. Nagel, B. E. Dawson and A. Hegeman. Press committee—Chairman, Caswell A. Mayo, C. A. Lotz, F. W. Brown, F. W. Welbert, William A. Ward, E. W. Blake and Wm. E. Warner. Ball—Chairman, Ewen McIntyre; vice-chairman, William Ebbitt; treasurer, C. P. Wimmer; secretary, F. A. Leslie; C. W. Ballard, A. J. Bauer, F. Borggreve, R. Duckworth, C. S. Erb, P. M. Everts, W. J. Ferrier, L. W. Geisler, A. Henning, G. Hohmann, N. S. Kirk, H. C. Lovis, E. Pfaff, F. N. Pond, A. Vorisek and W. H. Ward. Graduate—Wm. B. Stacom, C. A. McBride and J. A. Steffins. Floor manager—Edward F. Pfaff; assistants, P. M. Everts and R. Duckworth; chief usher, A. Kuhlman; ushers, H. D. Miller, G. A. Cheney and A. Hamelin, all juniors, and E. Auchenpaugh, M. H. Weil and A. Lawson, seniors.

World's Fair to Be Held in New York in 1913.

The New York Advancement Co., which was incorporated last month at Albany to organize and hold a world's fair in New York in 1913 in commemoration of the 300th anniversary of the settlement of Manhattan Island by the Dutch, has elected James F. Graham, temporary president and George N. Moran, secretary. The committee on site reported that it had received six offers of sites ranging from 300 to 962 acres, four of which are in the city limits and two in the suburbs.

International Congress of Hygiene Postponed.

On account of the unpreparedness of the United States the proposed International Congress of Hygiene, which was to have been held in Washington, D. C., during the present year has been postponed, and the Senate has adopted a resolution validating for 1911 or 1912 the invitations heretofore extended to other nations for 1910. A resolution, authorizing the extension of invitations to the various states of the Union, has been adopted.

ADVERTISING HINTS

TWO NEARBY WINDOW TRIMMING DAYS.

St. Patrick and the Eggs.

This year Easter comes at an earlier date than for ten years (March 27) and thus brings within one month two notable window trimming occasions—St. Patrick's Day and Easter.

A Combination Window.

For those who wish a combination display commemorative of both anniversaries, the following description will be found both suggestive and helpful:

Across the back and sides of the window place a dado, or wall, of plain white, or cream-tint, wall-paper, as high as necessary store lighting will permit. Of course, one must also consider the size of the window to be enclosed, and as a general guide it may be said that this wall, or lining, should not be higher than the breadth of the window floor from the glass to the rear edge. From smooth, emerald green paper cut a number of figures to represent shamrocks or clovers, from eight to twelve inches across or of a size that will best conform to the size of window. An enlargement of a playing card "club" answers well for a pattern. Paste these shamrocks along the upper edge of the white dado so as to form a border. Now cut out numerous "eggs" from paper of several colors and of varying sizes and attach them promiscuously to the balance of the dado. Cover the floor of the window with green cloth, excelsior or sawdust. Take pliable strips or pieces of hoop and so tie as to form a deep cup. Cover the cup with white paper to imitate large egg-shell. Make the edge of opening at the top irregular, to resemble the "broken" edge of a shell. Mount this on wheels to form a "chariot". With white and green ribbons hitch four or more "candy-box" rabbits to this chariot. Arrange artificially lilies and other flowers to hang over the top of the egg. Take a doll of appropriate size and dress it in green robe and cowl. Stand this "St. Patrick" at the head of the rabbit team. Place a rough staff in the hand of the doll. Have a card lettered—

> Easter comes so early this year that
> St. Patrick leads it in.

Display candies, perfumes and other articles, or gift goods, with packages of green, white and gold predominating.

The Real Sod

Arrange a dado as previously described, but omit the paper "eggs." Take a large shallow box or pan, fill it with loam and in it plant clover seed. Do this in time so that the seed will sprout and produce a good growth of clover before St. Patrick's Day. Place the box containing the clover in the centre of the window. Upon a stick thrust into the earth attach a sign announcing that the box contains—

> A rale bit 'iv th' owld sod.

In the window display appropriate merchandise.

The Harp of Erin.

Make a harp frame of light wood or heavy cardboard and cover it carefully with green silk. Use a narrow yellow ribbon or confectioners' gilt cord for harp strings. Cover the sides [illegible] as in the combination display described above, omitting the eggs. Stand the harp on a white pedestal in the centre of the window. In front of the pedestal arrange a stand of small American and Irish flags. Around the edges of the window floor place pots of growing palms or other plants. Display a card [illegible] of appropriately colored goods.

Incidentals.

Some suggestions which may be utilized in arranging window trims for St. Patrick's Day are the following: A Belgian paving block or other piece of stone labeled "A chip from the Blarney stone", a battered silk hat with green band, clay pipe stuck underneath the band, and a policeman's club, labeled, "[illegible] Pat. His Irish crown and American sceptre"; a large Irish potato labeled, "The brain builder, muscle maker and nerve nourisher of the ruling race"; a flask of whiskey labeled: "Where the only snakes of Ireland are to be found"; or, a pair of old boots may bear the label "Where St. Patrick drove the snakes of Ireland."

For Easter Only.

One of the most simple, and yet artistic displays seen in New York last year was made as follows: Procure seven pliable strips of wood about one-third greater in length than the distance between the floor and ceiling of the window. Upon the floor of the window, near the centre of the rear edge, nail a block of wood as long as the combined widths of the strips. If the strips are two inches wide the block or thick board should be twelve inches long. Take one of the strips and place one end against the inside edge of the block. Spring the other end forward and downward so that it will touch the window glass at the extreme top and exactly in the centre of the width of the glass. Spring the other strips similarly into position, on each side of the central strip, but spreading at the top like a fan. The object is to arrange the strips to form a fan-shaped, semi-dome canopy frame, similar in proportions to the sounding board placed behind a pulpit. When the strips are in place fasten them by nailing at the top and bottom to the window ceiling, and the block respectfully. Cover the inside of the shell-like frame thus made, with white muslin, or cambric. Upon the overhead surface of the canopy fasten gilt stars. Below the gilt stars fasten light blue, then dark blue and finally black stars. Mingle the gold with the light blue for some little distance. Blend the light into the dark blue and the dark blue into the black. In the downward direction increase the thickness of the stars and also their size, so that when within three feet of the floor, the white surface will be almost entirely covered with black stars. Procure a very large flower-pot or waste basket and cover it with gilt paper. Within the basket place an immense bunch of vivid crimson, tissue paper chrysanthemums, and then stand the floral display in the exact centre of the window beneath the canopy.

The Dye That Won't Come Off.

A novel display for advertising dyes was made as follows: In the centre of the window a large doll attired in a long white slip was seated and around it were scattered broken egg shells which had been dyed in various colors. The doll's face and hands were grotesquely smeared with dyes of many colors and the slip which it wore was streaked with dyes. Around the doll and broken shells was a display of dyes and a large card announced "Our dyes are the sort that won't come off."

Artificial Lilies.

For general Easter decoration, artificial lilies may be made as follows: Cut strips of thin copper wire in lengths of twelve inches. Tie them in bunches of ten, wrapping each bunch for nine inches of its length in green tissue paper. This forms the stem of the lily. Cut the lily leaves each three inches long from white crepe paper. Bend out the ends of five of the wires so as to radiate in the direction the leaves should take. Gild or wrap the ends of the other five wires so as to form the calyx. Now paste a lily leaf on each side of each of the radiating wires, so that the wires will be hidden between the layers of paper. When dry, each leaf may be bent or curled by manipulating the wires.

A Satirical Display.

Procure an ordinary gingham sun-bonnet, place it upon a stand, and label it "Grandmother's Easter bonnet." Procure a willow, or grass waste-paper basket, invert it, fasten a number of duster feathers to the bottom and surround the edge of the bottom with a wreath of garlic or onions. Festoon the sides with vivid flowers interspersed with a few lemons and turnips. Procure four or five three-foot wires and upon the end of each place a six inch disk of gilded cardboard, a champagne cork, a lump of coal, or other grotesque hat-pin head. Force these "pins" through the basket. Place the inverted basket beside the sun-bonnet and label it: "Granddaughter's Easter hat."

Druggist Fined $3500 for Illegal Liquor Sales.

ST. EDWARDS, Neb., Jan. 20.—A. D. White was recently found guilty on 14 counts of selling liquor without a license and to minors, each count costing him $250.

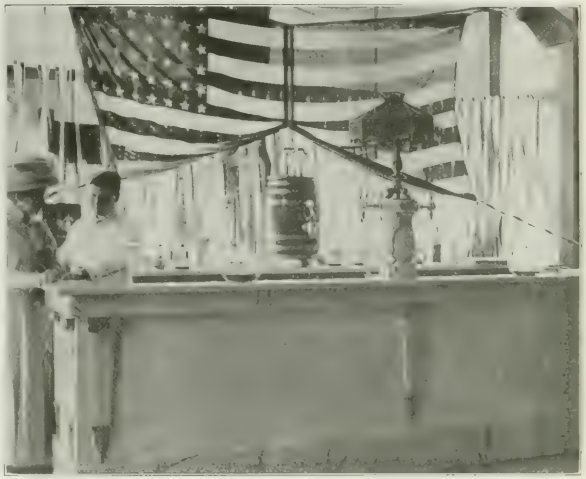
The SODA FOUNTAIN and CANDY COUNTER

Unique Location for Fountain in a Milwaukee Pharmacy—Some Strong Sellers.

One Milwaukee fountain that has been in steady operation all winter, despite the fact that it is not located in the busy downtown section, is the handsome new iceless fountain in the Puritan Pharmacy, Biddle and Van Buren streets. Samuel A. Schwandt and Robert W. Hindley, the two enterprising young proprietors of the pharmacy, are strong advocates of winter service at any fountain that can boast of a fairly good location. Hot chocolate, hot soda water and warm drinks of all kinds have reigned supreme at the Puritan Pharmacy all winter and the proprietors are far from being disappointed with results.

"Our fountain has been a tremendous success all winter and you can be sure that we are strong advocates of the 'all-the-year-around' fountain," said Samuel A. Schwandt. "The winter service that we have been offering seems to have been even more popular than we had even anticipated and there is no doubt but that with the experience that we have met with this winter that we will be able to double our trade next winter."

It was on July 3, 1908, that the Puritan Pharmacy was opened by its present owners, but before this time a well known drug store had been conducted in the same location, known as the Meadows Pharmacy. But with the appearance on the scene of the new and enterprising owners, things began to take on another aspect. Trade began to increase gradually at the rate of 20 per cent each month and steady advances are still being made. Samuel A. Schwandt, who is shown in the picture, had had ample experience in the pharmacy field before he opened the Puritan, having been located with Max Goetz's Merrill Park Pharmacy at Grand avenue and 27th street, for more than 15 years. Robert W. Hindley, the other proprietor, was for several years a chemist with the Horlick Malted Milk Company, of Racine, Wis., and later had wide experience in various pharmacies of the State.



Samuel A. Schwandt at Puritan Pharmacy's New Fountain, Milwaukee.

The Puritan Pharmacy has many advantages of location favorable to both the fountain and drug trade. It is situated right at the foot of Milwaukee's aristocratic east side residence section, a fact which insures a steady family trade, at least under the excellent business methods adopted by the present owners. To get to the downtown section of Milwaukee, many of its upper east side residents pass the Puritan Pharmacy. Then, of course, the transient trade is also important.

The picture discloses a most unusual location of the fountain, directly in the front window of the pharmacy. This is the only fountain in Milwaukee so located and the tremendous success that it has secured is a sure indication that there are many strong points in favor of such a location.

"The peculiar location of our fountain has attracted no end of comment," said Mr. Schwandt, "but the results that this location has brought us are more than pleasing. In the first place, the fountain, so located, is an attraction from both the exterior and the interior of the store and the fact that it is displayed to such an advantage naturally helps to increase trade. Then the saving of wall space for display cases and shelves is of no small importance. The space in the window would be liable to go to waste, but now it is utilized in the best possible manner, while the space that it would occupy at any other point in the store is now being used to the best possible use. As nearly as we can figure it out, we are securing just double the amount of space by this arrangement. We are now able to have ample room in the rear of our store for tables and chairs. Then there is the added advantage that this arrangement gives us plenty of opportunity to get around both sides of the fountain. I believe that many pharmacists might well follow this plan of ours, especially if their stores are not as large as they might be."

In the short time that it has been in operation the Puritan Pharmacy fountain has made itself especially well known, not only for excellent service, but for the wide variety of unusual dishes and drinks that are served. One of the big drinks served at the fountain last year was the celery phosphate, something rather unusual, and a drink that became popular from the very start. Another big seller was the "Merry-Go-Round" sundae, served in a champagne glass with a cone-shaped, hollow center, topped out with a slice of pineapple and a cherry and syrup to suit. This proved to be so popular that it is being called for even during the cold winter months.

Mr. Schwandt, who has general charge of the fountain, is "chuck full" of good ideas in regard to fountain service and to the serving of new and attractive dishes.

"Next year we will serve more ices, because I can see that there is a growing call for them," said Mr. Schwandt. "We will serve an ice in the usual manner, with shaved ice, fruits, phosphates and with a lemon or a wine flavor. A really good ice, daintily served, is always acceptable, especially in hot weather."

Both Mr. Schwandt and Mr. Hindley are enthusiastic over their fountain trade and both stand for the very best of service at the fountain, demanding absolute cleanliness in every respect from their dispensers and seeing to it that only the highest grade of everything is served over the fountain at all times.

"I think that it is a good suggestion for every dispenser to

adopt to feature the serving of buttermilk at all times of the year," said Mr. Schwandt. "Even here in Milwaukee, one of the greatest brewing centers of the country, I find that our buttermilk trade is enormous. I am confident that buttermilk has come to be a staple necessity at almost any fountain. This reminds me of another feature and that is the serving of Ilires nectar from the keg. We keep a keg on our fountain the year around and it is surprising how people like it."

FORMULAS.

Winter Bracer.

Pour ½ an ounce of sweet cream into a mug and add 1½ teaspoonfuls of powdered chocolate, 1 ounce of clam juice and a little butter. Fill with hot water and season to taste.

Special Cherry Milk.

Cherry syrup, 1 ounce; banana syrup, ½ ounce; whipped cream, ½ ounce; chipped ice, a sufficient quantity. Place in a 10-ounce glass, fill with milk and serve with spoon and straw.

Nedra Sundae.

In a fancy sundae glass place 2½ ounces of chocolate ice cream, 2 ounces of whipped cream and 1½ ounces of orange frappe. Then put on a few chopped walnuts, a Mexican kiss candy and half a slice of lady finger cake. On top put a teaspoonful of whipped cream and a red cherry.

Southern Railroad Special.

Into a fancy grape juice glass put ½ ounce of orange frappe, 1 ounce strawberry cream, 1 ounce vanilla cream, 1 ounce whipped cream, ½ slice of fresh pineapple and ½ of a macaroon cake. Serve with a fancy colored napkin.

Red Men's Special.

Serve in a fancy dish: One-half ladleful of tutti-frutti frappe and ½ ladleful of vanilla cream. Around the sides of the frappe and cream put a few chopped cherries and top off with a teaspoonful of whipped cream. Put one whole walnut on top.

Creamed Egg.

Into a shaker place 1 ounce of orange syrup, 1 ounce of pineapple syrup, 2 ounces sweet cream, a dash of soft ice cream, and 1 egg. Add shaved ice and shake well. Strain and add carbonated water, fine stream, to fill 12-ounce glass. Top off with nutmeg and serve with wafers and napkin on the side. Price, 10 cents.

Victory Sundae.

Place a cone of vanilla ice cream (10 to the quart) in a sundae dish and cover with maple caramel sauce. Top off with a maraschino cherry and add a few English walnuts. Price, 10 cents.

Ginger Ice.

Reduce ginger syrup as served at the fountain one-half with simple syrup; put a ladleful of this syrup on a cone of lemon sherbet (disher No. 12) and stick in the top either a piece of crystallized ginger or a festino.

Nut Souffle.

Place into a sundae glass or cup 1 ladleful of vanilla ice cream and over it pour vanilla syrup. Sprinkle with chopped nuts and top off with whipped cream.

Mixed Nut Dressing.

Chop fine ½ pound of English walnut meats, ½ pound pecans and 2 ounces of roasted almonds. Reduce to the proper consistency with maple syrup.

Natalie's Nectar.

Raspberry juice, 4 fl. ounces; pineapple juice, 2 fl. ounces; extract of vanilla, 1 fl. ounce; extract of almond, ½ fl. dram; sugar enough to sweeten to taste. Add foam solution, q. s.

Ambrosia Syrup.

Various mixtures of different flavors are dispensed under this name. As good a formula as any is raspberry syrup, 1 ounce; orange syrup, ½ ounce; pineapple syrup, ½ ounce; place in a 12-ounce glass with 2 ounces of strawberry ice cream and fill glass with carbonated water.

Hot Champagne de Menthe.

Into 8 ounce mug pour 1 ounce of champagne syrup and ½ ounce spearmint syrup. Add 3 dashes of acid phosphate solution, fill mug with hot water, mix, and float a slice of lemon on top.

Merry Widow.

Slice ½ of a banana crosswise and place the slices on a small butter plate. Over the slices place a ladleful of good stiff ice cream and over the cream sprinkle finely ground nuts and top off with a maraschino cherry. Over all place a ladleful of whipped cream that has been sweetened.

Hot Egg Caramel.

Chocolate syrup, ½ ounce; vanilla or almond syrup, ½ ounce; coffee syrup, ¼ ounce; 1 egg; sweet cream, 1 ounce; hot water to fill mug.

Princeton McAlpin.

Orange syrup, ½ ounce; raspberry syrup, ½ ounce; grape juice, ½ ounce; claret syrup, ½ ounce; 1 ladleful Hawaiian pineapple; shaved ice; ½ slice of orange; 2 cherries; fill glass with carbonated water, coarse stream, and serve with spoon and straws.

Ananassa Meringue or Sundae.

On an ice cream saucer put 2 dipperfuls of vanilla ice cream (20 to the quart); place on this 1 meringue shell and over it pour 1 ladleful of Hawaiian grated pineapple and a small quantity of whipped cream. Sprinkle with powdered sweet chocolate and add a red cherry. By omitting the meringue this delicacy can be served as a sundae.

Maple Cream Syrup.

Fresh cream, 1 pint; fresh milk, 1 pint; maple sugar, 4 pounds; gum foam, ½ ounce. Boil the sugar with the milk and add the cream and gum foam.

Pharmacists and the Fountain.

—A CANDY display of more than ordinary merit in the windows of the Krueger drug store at Shawano, Wis., has been attracting much attention.

—HOT lunches will be served in the Baker-Jones pharmacy in West Main street, Battle Creek, Mich. The store has been renovated and greatly improved.

—STANDARD PHARMACY, Elizabeth City, N. C., is installing a new and elegant fountain which will be ready for use with the first breath of milder weather.

—MARTIN & MOORE are spending about $3000 in enlarging and improving their pharmacy at Kankakee, Ill. A new and larger soda fountain is a part of the new equipment.

—MOORE DRUG STORE in Knoxville has been refurnished and the mahogany fixtures give a getter setting than was possible before to the handsome onyx fountain in the salesroom.

—TAMBLYN'S new drug store at 232 Yonge street, Toronto, Ont., which is finely fitted, has a soda fountain and candy counter, in addition to numerous tables for the accommodation of patrons who prefer to sit while partaking of fountain beverages and ices.

—W. C. BEBGER pharmacy at Bridgeton, N. J., has been sold to William E. Glaspell and others composing the Cuskaden-Glaspell Company. Mr. Glaspell, who is a graduate of the Philadelphia C.P. and has managed pharmacies in Philadelphia and Atlantic City, will pay special attention towards popularizing the fine fountain which is an attractive feature of the store.

Fountain Dispensers Accused of Theft.

WASHINGTON, Jan. 20.—Lonsworth Shuldt, alias Harry Taylor, and George Graham, dispensers at the fountain in O'Donnell's drug store, were arrested recently on charges of theft. Detectives had been placed in the store in the hope of discovering those who were guilty of taking missing toilet articles and fountain silverware. It is alleged that Shuldt and Graham were caught in the act and they were convicted in the police court, being fined $10 each. Shuldt claims to be from Newark, N. J., and Graham from New York and declare they have been chums for five years.

Candy in Drug Stores.

Pharmacist Davis Finds it Profitable to "Treat" His Youthful Patrons to "Sweets."

Casting bread upon the waters is the way Samuel B. Davis regards the giving of candy to every youthful patron of any of the six retail drug stores which he conducts in Philadelphia. And Mr. Davis is credited with thinking out some extremely clever trade-getting ideas which many of his fellow-druggists have promptly adopted. To a representative of the ERA, Mr. Davis discussed the situation about as follows: "You see all my places are neighborhood stores and there are plenty of young folks who do the errands for the family. Well you know, too, that there are very few youngsters who do not have a sweet tooth and their taste for sweets is generally greater than their means to gratify it. Now suppose they are sent on errands. If it is at all possible they will get the desired article at the store where they know they are going to receive a few pieces of candy. Sometimes two or three will come in and combined the sale may not amount to more than 5 cents. The next time, perhaps, the amount of the sale is 50 cents and the youngster will not think of going to any place but the one that gives away candy, even although he may have to pass several other stores to get to mine.

SAMUEL B. DAVIS.

"Many proprietors declare that it is a nuisance. It may be in their case, for perhaps the neighborhoods are not adapted, for several reasons, to giving away in this manner. But most of the patrons of my stores buy just when they need it—they want it as soon as possible and the quickest way to get it is to send one of the children into the store for it.

"You know that with the right kind of service, the parents and older members of the family will unconsciously follow the lead of the children. It gives you an opportunity to secure the trade of families when many other more expensive methods would fail. And the cost is so trifling. It may run as high as 25 cents a day, but can you adopt any cheaper advertising plan that would be as far-reaching? Besides I find that it helps to build up by sale of candy in bulk, the 5-cent sales that are so profitable to the retail druggist.

"Then, again, look at the pleasure it affords the youngster whose circumstances provide for absolutely no pennies spent on the sweets so dear to him. You forget that it is a business proposition when you see their faces light up as you hand out the expected sweets. You can't resist an added portion when you know that such circumstances exist and you make a friend for life of the boy or the girl to whom candy and the getting it for nothing is an event long remembered."

And it does look good to see the genial druggist with a "Here you are" dip into the box of moderate priced "chop-sticks" and similar confections just under the counter and drop a few pieces into the outstretched hand of the youthful purchaser of "five cents worth of Epsom salts" or even five postals. Perhaps ten minutes later, Mr. Davis has a 'phone call for some one in the neighborhood. He has only to go to the door and any boy in sight is only too glad to run the required errand and is just as willing to be remunerated with a handful of candy. It is business, but it is tempering business with sentiment in a manner that has made Mr. Davis one of the best known and most popular druggists in the neighborhoods in which his stores are located.

Krueger Fountain Now Runs All Winter.

Believing that it should start out the New Year right, the Krueger drug store at Shawano, Wis., opened its fountain with a full line of both hot and cold drinks. The store's fountain has, as a rule, been closed during the winter months, but the management has arrived at the conclusion that a winter trade may be made all important.

Fountain Advertising.

Valuable Off-Season Hints and Suggestions for Promoting the Publicity Department.

IN a country of such great extent as ours, there is such a wide range of temperatures that the fountain owners in the Northwest may be properly advertising hot soda when the owners on the Gulf Coast are appealing to a perspiring public with frigid beverages. However, taking the country in general, we may safely say that the late fall and late winter weeks are generally off-seasons in the fountain business. Now, as it is an established rule with the successful business men in all lines to do their most vigorous advertising in off-seasons, the fountain owner will do well to make especial advertising effort during those weeks when seasonal changes are showing the most rapid fluctuations of the thermometer.

In the following will be found an outline of a short advertising campaign for an off-season. This outline is, of course, merely suggestive, and intended to give examples of several classes of advertising.

A Portrait Contest.

Procure photographs of twenty-five well-known men, whose prominence ranges from local to national fame, the mayor of your town, local Congressman, Rockefeller, Edison and other men in the public eye. Take these photos to a photographer and have his retoucher disguise each face with painted whiskers, spectacles, or other additions that will not change the lines of prominent features. Remove or cover all names or identification marks that may be upon the photographs. Attach the photographs to a large board or other suitable backing, number each in consecutive order, and then place the board in the window or display it in the store, as may seem best.

Procure a sufficient number of cards, each having twenty-five numbered lines upon which to write the guesses, and with lines at the top for the guesser's name and address. Above the photographs place a show card lettered thus:

Give them a shave, massage, or knock their glasses off. These are portraits of prominent men who are partly disguised for the occasion. Guess who they are. Ask for a guessing card and write your guesses thereon. It will cost you nothing. Only one set of guesses allowed to a single person. Those guessing the entire 25 correctly receive five soda checks FREE. Three checks to those who guess 15. Two to those who guess 10. One to those who guess 5.

Have the guessing ballots placed in a locked box, and upon a certain date open the box and distribute the prizes.

A Specimen Off-Season Newspaper Ad.

BLOW HOT OR BLOW COLD,
We Are Right Here With the Goods.

This is the changeable season, when folks who come in for a Hot Soda often top it off with a Cold One. But of all things, this is the season for Eats—

SUNDAES.

We have a new wrinkle in a Caramel Nut Sundae. It's a fifteen-center; but it's

A DAINTY ROUND MEAL IN ITSELF.

FOR THIS WEEK ONLY!

A five-cent cigar or five cents worth of candy or gum with every

CARAMEL NUT SUNDAE.

The above advertisement was set in four inches, double-column space, and it proved to be a first-class business bringer.

The Octopus Window Trim.

With string and waste-paper make a ball about 18 inches in diameter. Make another ball six inches in diameter. Fasten the balls together to form the head and body of a devil-fish. Cover with pale yellow or ivory-white paper. Mark the eyes

and other features in red and black and as grotesque as possible upon the small ball, or head. Suspend by fine wire from the ceiling and in the center of the window. From the large ball which represents the body run spirals of crepe paper in simulation of the tentacles or arms of the devil-fish. Let these tentacles radiate from all sides, and fasten their ends to the top, sides and bottom of the window. At the fastened end of each tentacle attach a card bearing the name of some drink or dish. Make a light candy exhibit upon unoccupied part of window floor. Have a large show-card lettered with the following:

> We are down in the crowds but we are getting to be AN OCTOPUS ourselves. We can't help it.
>
> Our fountain goods are so good that we are rapidly becoming monopolists of the soda and sundae business.
>
> Come in and patronize the little trust that nobody wants to bust.

The Meal Ticket Scheme.

An off-season is a particularly appropriate time for starting the "meal ticket," a scheme which has been particularly successful with the few fountain owners who have adopted it. Have a heavy, good quality card printed somewhat as follows:

> Miller's Meal (and Drink) Ticket
> ONE DOLLAR AND FIFTEEN CENTS
> FOR A DOLLAR
> Keep this ticket always with you and present it when making a purchase at the fountain.

The dispenser will punch one 5c. mark for each nickel purchase. Around the edge of the card have "5c." printed 23 times. Sell the cards for a dollar each, but give $1.15 worth of drinks for each card. Your dispenser should be furnished with a punch, and cancel a figure five for each purchase of that amount.

Advertise the scheme. Call attention of people to the fact that they virtually receive 15 per cent interest on the investment of a dollar; that they get from three to five times the interest paid by savings banks and they can draw both interest and principal as rapidly as they choose—in soda.

The issuer of tickets of this sort rarely really gives 15 per cent, for a good many tickets are either lost or mislaid before being entirely used. The scheme is such a business stimulator that one can well afford to give full face value of the ticket in drinks. It is merely human for the possessor of the ticket to drink more often than he would if each transaction was on a cash basis. In fact he will "treat" more frequently and liberally, buy higher priced beverages and will confine his soda patronage to the store for which he has a ticket. This plan is better than that of selling separate soda checks in quantities at a discount, because it more closely confines the use to the original purchaser, prevents speculative peddling of checks by boys and girls, and looks bigger to the purchaser. For protection the tickets should be consecutively numbered, or bear the signature of the fountain owner. They may also be marked "Not transferable," and bear the name of the purchaser.

An excellent way to popularize the tickets is to frequently offer, *to ticket holders only*, some special 10-cent drink for 5 cents.

A Glimpse of Spring.

Spring is the season that rarely arrives on time, except on the calendar. It is noteworthy that the blustering storms of February and March make a much more disagreeable impression than storms of equal severity in mid-winter. It therefore follows that there is no season when leaves and flowers are so appropriate for advertising purposes as during the few weeks before out-door nature brings them. So this is the time of year when it is good advertising to trim the fountain, or window, or both, with artificial vines and flowers. If you have a columned wall fountain, bank it high with blooms of tissue-paper or other artificial flowers. If you have no canopy, make one with wooden uprights and cross pieces, cover with violet tissue and deck with roses, or cover with pink and white tissue and deck with violets.

Any of the many flower window trims which have been described in *The Soda Fountain* and ERA are adaptable for fountain advertising at this season of the year. Add colored electric lights if you can. Use your floral decorative material lavishly, thus suggesting the abundance of spring's b'essings.

Women's Organizations.

Activity of Washington Chapter, W.O.N.A.R.D.

WASHINGTON, Jan. 20.—Mrs. Nellie Florence Lee, National president, W.O.N.A.R.D., was present at the January meeting of Washington Chapter, held this evening at the residence of Mrs. W. H. Bradbury. There was an excellent attendance, with the president, Mrs. Roger Duffy, in the chair. Mrs. Lee spoke interestingly of the work of the National organization through its constituent chapters. She dwelt upon the accomplishments through the campaigns for the suppression of immoral advertising, sales of suggestive postal cards and other questionable merchandise, and the cigarette evil.

The recording secretary, Mrs. Augustus C. Taylor, read the usual reports. Several new members were welcomed. By request of several of the members, Mrs. Charles J. Fuhrmann read "The $500 Prescription," Joel Blanc's story in the January ERA. This story was officially endorsed as being one of great moral strength, and one which would tend to inspire its readers to higher efforts. During the social hour refreshments were served by the hostess.

Pushing Propaganda Work in Chicago Chapter.

CHICAGO, Jan. 20.—Mrs. Charles A. Redig, chairman of the publicity committee of Chicago Chapter No. 2, W.O.N.A.R.D., is sending out copies of the report recently made by the propaganda committee, composed of Mrs. W. H. Brown, Mrs. Joseph F. Forbrich and Mrs. George P. Mills, chairman. The report includes pertinent questions regarding women's co-operation in carrying on the propaganda campaign and will undoubtedly prove of value in aiding this work.

A general invitation has been extended to druggists and doctors, with their better halves, to attend the card party to be given by the chapter in Assembly Hall, N.W.U. Building, at 1.30 on the afternoon of February 8.

Tolstoi and Other Features in Boston.

BOSTON, Jan. 20.—The January meeting of Boston Chapter, W.O.N.A.R.D., was held this afternoon at the Hotel Vendome, with Mrs. Roxa K. Stover, of Cambridge, presiding. Mrs John W. Lowe was in charge of the programme, which consisted of an address on "Tolstoi" by Professor Richards, piano selections by Mrs. Freda Gerhard, and readings by Miss Eames. At the business session Mrs. Lowe and Mrs. Frank F. Ernst, of Jamaica Plain, were elected delegates from the chapter to the mid-winter meeting of the Massachusetts Federation of Woman's Clubs, on February 1, at the Park Street Church. A pleasant feature of the meeting was the distribution of the chapter year books.

Members of Cincinnati Chapter Twice Entertained.

CINCINNATI, Jan. 20.—Mrs. L. C. F. Cramer, of Cincinnati Chapter of the W.O.N.A.R.D., entertained the members a few days ago at her home in Tusculum with a musicale, assisted by Mrs. R. C. Yowell, of Hyde Park. Mrs. John Fallon, president of the chapter, also entertained the members at her home in Crown street, Walnut Hills. Both events were extremely enjoyable.

Westchester County Ph.A. Elects Officers.

The annual meeting of the Westchester County Pharmaceutical Association held recently at Park Hill Inn, Yonkers, N. Y., was attended by thirty or more members and the guests of the occasion, Mayor J. T. Lennon, Yonkers; Dr. William Muir, Clarence M. Lyon and Albert Van Houten. Dinner was served at a large circular table. Addresses were made by Mayor Lennon, Dr. Muir, Mr. Lyon and Ulrich Wiesendanger.

The officers elected for the ensuing year are: President, J. H. Thomas, Yonkers; first vice-president, F. Farrington, Tarrytown; second vice-president, F. L. Guernsey, Ossining; treasurer, J. B. Sackett, Tarrytown; secretary, J. Roemer, Chappaqua. Committees appointed: Executive, L. P. Schlesinger, W. H. Leonard, W. J. Koch; arbitration, Messrs Townsend and Dichter and R. C. Blackburn. Mr. Featherston, Yonkers, was elected a regular member and Dr. William Muir was made an honorary member. Mr. Sackett's re-election makes this the 22d year that he has held the office of treasurer. The next meeting will be held at New Rochelle.

MOSTLY PERSONAL

Rise of Frederick W. Stecher, Successful Pharmacist.

How millionaires are grown from small beginnings in the rich and fertile soil of American prosperity and trade progress is shown in a most interesting series of articles which is now being printed in the *Saturday Evening Post*. Using for his subject the title, "The Small Man's Market," James H. Collins, the author, tells his readers the stories of fortunes made from nothing at the start except a new idea, with energy to push it, perseverance to cultivate it and patience to gather the rewards of popular appreciation in the shape of millions.

Mr. Collins deals with the experiences of men and women who have devised new food specialties, contrivances for household or personal use, articles of wear and things that seem to them to be calculated to meet a wide human need. The originators, believing them to be as good as any of the famous articles sold nationally—maybe better—are always confronted with the problem of securing a market, as to which Mr. Collins says:

"Not one in a thousand of these promising specialties ever gets beyond a neighborhood sale, because the originators do not know how to build up a large business from slender means. It is generally assumed that abundant capital is needed to market such commodities—that everything nowadays is in the hands of trade combinations and that the opportunities are all gone."

Mr. Collins points out that this latter supposition is not true and among the examples he cites is the experience of one of the drug trade millionaires of today, Frederick W. Stecher, of Cleveland, Ohio, who, while his name is not given in the *Post*, will be recognized in the "true story of success" as narrated in this breezy chronicle of achievement:

"Twelve or fifteen years ago a young German druggist had a small store on the outskirts of a city in the Middle West. Up to that time, it is said, he had never cleared a net profit exceeding $2000 in any year. His shop was so far from the business center that he sold barbers' supplies as a side line, being the local agent for chairs and sundries, as well as for the toilet preparations used by barbers.

FRED W. STECHER,
of Cleveland, Ohio.

"His chief interest lay in chemistry, rather than in pharmacy, and he was constantly experimenting with new preparations. One of these, a toilet cream, seemed to have novelty. Compounded because there was an inquiry for some such article, it differed from ordinary cold creams. The latter have fats or oils as a base and are rubbed into the skin to be absorbed. His stuff, on the contrary, was made to be rubbed into the pores and then rubbed out again, cleansing in the process. Put on sale in the store it made friends so rapidly that he saw possibilities for building up wide distribution. But he saw them in the wrong direction. Had he possessed at that time all of the capital that he would have wished he might easily have dropped a fortune, because the road of development that he took at the outset ran into a blind alley."

Mr. Collins tells how the preparation, which has since become widely known as Pompeian Cream, at first appealed to Mr. Stecher as something ideal for barbers and professional masseurs and records how he proceeded to cultivate that field until he had it thoroughly worked.

"It was some time," continues the writer, "before the druggist realized that his logical field for development lay with the general public. Then he began placing the goods with other druggists. Demand grew rapidly, and he held it, and all his earnings were put back into development, until, one day, he boarded a train for New York to visit an advertising agent who had written encouragingly about his preparation, pointing out the fortune that could be made by creating a national demand. Arriving in New York at 7 the next morning the druggist went to the agent's office, but was told he seldom got down before 11. For years the druggist had been at work at 7 each morning. Instead of waiting, therefore, he went to the office of another advertising agent of whom somebody had spoken on the train. This second advertising man at first saw no possibilities in the preparation. The market already was filled with cosmetics, balms, unguents and creams. There was absolutely no chance. The druggist patiently explained wherein his stuff was different, got out a jar of the cream and rubbed some of it on the advertising man's hand to show how it worked, and they went to lunch together, still discussing. When they returned to the office the agent was persuaded that here was something of original merit.

"'How much do you plan to spend in advertising?'

"'Five thousand dollars,' replied the druggist.

"'Have you got it?'

"'No.'

"'Have you got that much credit?'

"'No, but I pay my bills and people respect me in my town.'

"'Well, you look good to me,' declared the advertising man finally. 'You've shown us. We'll take the account.'"

The campaign then begun in a small way was pushed and its scope and sphere enlarged until, as the writer in the *Post* says, "today that ex-druggist is building a fine mansion in the best residence quarter of his city, and his preparation has a world-wide sale."

So much for the *Post's* chronicle. But there is much more to Mr. Stecher than the mere discovery of a novelty in cosmetics and a success due to cautious development and systematic advertising. There is another story of his life that will appeal in its practical aspect to both druggists who have toiled and won and to those who have worked and failed in endeavoring to woo and win fortune through research in their fields of endeavor.

Mr. Stecher was born in Oshkosh, Wis., in 1866. With only a common school education he early in life served an apprenticeship in the drug stores of his native town. Studious, observing and attentive, as was to be expected in the son of a clergyman, he made progress in his drug store work and naturally chose pharmacy for a profession. Entering the School of Pharmacy of the University of Wisconsin in the fall of 1885, he graduated two years later, receiving the degree of Ph.G., the subject of his thesis being "Sanguinaria Canadensis." Soon afterwards he moved to Cleveland.

His brother, Henry W. Stecher, had a pharmacy in Cleveland, located at 1066 Pearl street, on the outskirts of the city. Naturally the young druggist went there to pursue his calling and soon was taken into partnership. Having other interests, the elder brother decided to leave the retail drug trade, and young Mr. Stecher became sole owner of the pharmacy.

With long hours and added responsibility Mr. Stecher did not abandon practical research. His opportunity came when a barber who bought supplies from him complained one day of the greasy creams he was forced to use, of their rancidity and expensiveness. Mr. Stecher worked to overcome those objections and soon produced the product which he called Pompeian Massage Cream. It filled the bill and its growth in popularity is a matter of general information, with which the readers of the ERA are familiar.

Despite the glamor thrown around the Stecher fortune by the magazinist, there was no hit or miss effort in the development of this preparation. The originator went systematically to work. He attended steadily to his duties in his pharmacy, but at the same time pushed his cream, first among the barbers and then with other druggists and the public. It has taken almost ten years to change the erstwhile hard-working druggist into the present-day millionaire. Nor have his efforts been all directed along one line, for with a natural business instinct seldom to be found in men of his professional attributes, he is, in addition to his office in his own manufacturing companies, president of the Security Mortgage & Investment Co., vice-president of the American Multigraph Company, vice-president Farmers' Chemical & Fertilizer Co., vice-president Wilson

Dress Book Company, and director in the Cleveland Phonograph Record Company.

Personally Mr. Stecher is a mild-mannered, of slight physique, with bright and kindly eyes. Unobtrusive and modest, he shrinks from publicity for himself but spends hundreds of thousands of dollars in advertising his preparations. On a recent visit to his old home in Oshkosh it was said of him:

"Many old friends were glad to see the former drug clerk, inasmuch as years and wealth have not changed him, nor has he become afflicted with the trouble which causes so many self-made men to unduly rate themselves: 'Fred Stecher,' as one of his friends said, 'will always be Fred Stecher.'"

—SAMUEL DAVIS, Boonton, N. J., recently visited the New York drug trade.

—JACOB BETZLER, Morristown, N. J., was a recent visitor in the New York drug trade.

—CHARLES E. KEELER, of Atlantic City, N. J., recently visited his many friends in this city.

—C. F. G. MEYER, Jr., of the Meyer Bros. Drug Co., St. Louis, was a recent visitor in New York and other Eastern cities.

—DR. G. S. SEABORN is now in charge of the department of experimental medicine of Parke, Davis & Co.'s New York Branch.

—H. A. STILES, druggist at Sturgeon Bay, Wis., was injured recently by falling down a slippery entrance to his basement.

—HUGO DU BOIS, of the Roessler & Hasslacher Chemical Co., has returned home from a trip to Europe which occupied two months.

—C. R. MOTT, the Syracuse (N. Y.) representative of the Lilly pharmaceutical line, visited Indianapolis the latter part of December.

—JOHN B. SIMS, for many years a druggist of Nashua, has been appointed food and drug inspector by the New Hampshire State Board of Health.

—W. D. ROWLES, head of the special preparation department of Parke, Davis & Co.'s New York branch, has returned from a business trip to Detroit.

—OSCAR W. SMITH, manager of Parke, Davis & Co.'s New York branch, has returned from a recent visit of a week at the company's headquarters in Detroit.

—J. L. WARWOOD, of Davenport, Iowa, whose territory is in Iowa and Illinois, was a recent visitor in St. Louis, at the headquarters of the Meyer Bros. Drug Co.

—W. L. PIERCE, who represents the Red Lilly pharmaceutical line in Baltimore, Md., has returned home from a short visit to the Lilly laboratories in Indianapolis.

—GEORGE W. TERNES, who is well known to the trade of the northern section of Chicago, has just returned from a few days' visit to the Lilly laboratories in Indianapolis.

—J. A. HUESTON, Middletown, N. Y., formerly with Henry Klein & Co., is now with Eli Lilly & Co. Mr. Hueston will cover the Hudson River territory in his new position.

—DR. RUSSEL W. MOORE, chemist in charge of the laboratory, United States Appraisers' Department, Port of New York, has returned from a two months' European trip.

—E. G. RAEUBER, manager of the Wisconsin Pharmacal Company, of Milwaukee, made a recent trip to Manitowoc, Wis., to be present at the birthday celebration of his mother.

—CHARLES GIBSON, of Walker & Gibson, Albany, and the Gibson Drug Company, Rochester, N. Y., was a recent visitor in this city. Mr. Gibson called on his friends among the jobbers.

—MRS. THEODORE WETTERSTROEM, of North Side, Cincinnati, wife of Chemist Wetterstroem, of the Ohio State Food and Dairy Commission, spent the Christmas holidays in Pontiac, Mich.

—EDWARD MALLINCKRODT, president of the Mallinckrodt Chemical Works, St. Louis, has been elected a director of the Laclede Gas Company, one of the chief public utility companies of St. Louis.

—DR. E. R. LARNED, chief of the department of experimental medicine of Parke, Davis & Co., at Detroit, Mich., has returned to that city after a short visit to the company's New York branch.

—HOWARD A. PEARCE, formerly of the Pearce Pharmacal Company, Los Angeles, Cal., has left the practice of pharmacy and opened an office in his home city, where he will engage in the practice of law.

—JOHN MALEY, of Madison, Wis., for many years a traveling salesman for Robert Stevenson & Co., Chicago, has been made traveling salesman for the Milwaukee Drug Company to succeed the late Charles Calkins of Tomah, Wis., who died a few weeks ago. Mr. Malec will cover northwestern Wisconsin the territory covered by Mr. Calkins.

—ARTHUR W. CLAFLIN, president of the Geo. L. Claflin Company, Providence, R. I., was one of the guests at the banquet given by the Rhode Island Congregational Club in honor of Forefathers' Day.

—PROF. WILLIAM HALLOCK, Phar.D., Ph.D., delivered a lecture on the "Ultra Microscope" at the January meeting of the New York College of Pharmacy. The lecture was illustrated by stereopticon views.

—GEORGE B. MCLEOD, representative of the American Druggists' Syndicate for Pennsylvania and upper New York State, with headquarters at Syracuse, spent some days at the home office in Long Island City during January.

—E. E. MAGEE, manager of the Powell Prescription Pharmacy, Redding, Cal., was recently successful in passing an examination admitting him to practice law. He has no intention of leaving the drug business at present.

—FELIX HIBSEMAN, former president of the New York German Apothecaries' Society, is enjoying the balmy climate of Florida amid the everglades and cocoanut trees in the vicinity of Miami. He writes: "I wish I had an ERA to read."

—D. P. DAUGHERTY, of the National Aniline & Chemical Co., is back in New York after five months' absence attending to the interests of the corporation on the Pacific Coast. He expects to remain at the local offices for several months.

—C. F. RAMSAY, '09, University of Michigan, lately employed as chemist by E. R. Squibb & Sons, Brooklyn, has returned to his home at Detroit, Mich., where he has accepted a position with a large pharmaceutical manufacturing house.

—PROF. OSCAR OLDBERG, of Chicago, former president of the A.Ph.A., is spending the winter at La Jolla, Cal., where he arrived October 26 and where he will remain until April. He is unable to do any work except such as may be unavoidable.

—W. H. LAMONT, manager of the St. Louis branch of Eli Lilly & Co., is back at his desk after a few days' visit at the home office. While in Indianapolis Mr. Lamont assisted as an instructor in the holiday week session of the Lilly Salesmen's School.

—WILLIAM MCGIBBON, the well known Lilly representative of Grand Rapids and western Michigan, was called to Indianapolis during the holidays to assist in the instruction at a session of the Lilly Salesmen's School. Others who assisted were: O. E. Dahly, of Minneapolis, and G. C. Barnes, of the Twin City sales force.

—PROF. H. H. RUSBY, president of the A.Ph.A. and dean of the New York College of Pharmacy, left recently for a ten months' visit in the City of Mexico, where he will devote his time to researches in the National Institute. Upon his return the results of his work will be presented to the New York Botanical Society in the form of a special address.

GEORGE B. CUMMINGS, who recently sold his pharmacy at Highland Park and retired, had been in the retail drug business for 45 years, of which 37 were spent in Highland Park. Mr. Cummings became a subscriber to the ERA when it was started and declares that he has found the ERA "very beneficial" to him in his business.

—RALPH B. GABLE, a well known member of the A.Ph.A., for many years advertising manager for Merck & Co., and later manager of the business of the Hoffmann-LaRoche Chemical Works, New York, has opened a business at 150 Nassau st., New York City, under the name of The Fenwick Records. Mr. Gable says that the task he has now set before him is that of "finding good men for important positions or vice versa."

—J. E. BROWN, who has been general superintendent and chief merchandise man of the Hannah & Lay Mercantile Co., Traverse City, Mich., for the past three years, has resigned, to accept a position of larger responsibilities and usefulness, as manager of the jobbing business of the Revillon Brothers, of Edmonton, Alberta, which is one of the old and wealthy firms of the world, having headquarters in Paris, France—with branch offices in London, Berlin, Moscow, Montreal, Chicago and elsewhere. The firm's business at Edmonton is jobbing of general merchandise, and in looking over the field for a man of general training and all-around knowledge and ability for manager, Mr. Brown's good work for the Traverse City company attracted the attention of the Revillon Brothers, with the result stated.

P.A.R.D. Elects Officers and is Relieved of Telephone Guarantee.

WILLIAM E. LEE,
first vice-president Philadelphia A.R.D.

WILLIAM T. BURKE,
elected president Philadelphia A.R.D.

DAVID J. REESE,
second vice-president Phila. A.R.D.

PHILADELPHIA, Jan. 20.—The January meeting of the Philadelphia Association of Retail Druggists was characterized by a lively contest over a proposition to secede from the N.A.R.D. [a report of which will be found on page 129 of this ERA] and numerous other important matters were discussed. The annual reports for 1909 reviewed the accomplishments of the year, which it was generally agreed had been the most successful in the history of the organization. Particularly was this true of the increase in the membership placed at 82, with but four resignations and two deaths. Retiring President Fluck recommended increased vigilance and activity along legislative lines, additional concessions on telephones and more exclusive benefits for members.

There was a contest threatened on the proposed amendment to the constitution, relative to delegate representation in the N.A.R.D. Under present conditions, it was shown that in the past, the P.A.R.D. had been paying $5 annually into the N.A.R.D. treasury for the dues of some of its members who perhaps had paid but $3 up to that time and who then fell months behind in their payments. This, it was declared, was poor business and under the amendment finally accepted, delegates will be elected only on the number of members who have at the May meeting paid the dues for the current year, while all delegates elected must be full paid for that year. It was explained that if between the delegate election and the time of the convention more members paid the dues for the current year, it would be possible for the association to pay into the National treasury the money for this additional representation and send previously elected alternates in the order of the number of votes they had received.

D. J. Reese, for the telephone committee, announced that druggists would no longer have to guarantee receipts of at least $4.50 on their pay 'phones a week and that while they would not receive commission on any amount less than that, the guarantee had been done away with. Chairman W. A. Carpenter, for the membership committee, proposed the names

CARL W. SHULL,
financial secretary Philadelphia A.R.D.

MORRIS HERSON,
third vice-president Phila. A.R.D.

NATHAN A. COZENS,
recording secretary Philadelphia A.R.D.

of Louis Cohen, H. L. Goldberg and William Lund for membership and they were unanimously elected.

Contrary to expectations, Frank W. Fink, president during 1909, refused to consider a re-election, and with regret the members gave him permission to withdraw his name. William T. Burke, who during the past year has served the association most efficiently as chairman of the executive committee, was nominated in his stead, and upon motion, nominations closed. There were no contests on any of the others and the official family of the P.A.R.D. during 1910 will be as follows:

President, William T. Burke; first vice president, William L. Lee; second vice president, David J. Reese; third vice president, Moses Hecht; recording secretary, Nathan A. Cozens; financial secretary, Carl W. Shultz; treasurer, George W. Fehr; chairman of the executive committee, Julius S. N. Lang; members of the executive committee (one from each district), Frederick R. Kelly, W. H. Ricker, H. L. Hetrick, Walter Rothwell, W. H. Umstead, C. C. H. Kirlin, W. E. Supplee, Charles Leedom, David H. Ross, H. A. Kalbach, Christopher Koch, L. R. Hoffecker, John B. Reynolds and C. F. Schmickle.

Affairs of Brooklyn's Big Buying Club are Taken to the Courts.

Former Manager Sued for Alleged Indebtedness of $15,000, but Dr. Anderson and Other Associates Defend Him Company Will Pay 100 Cents on the Dollar.

C. F. Schoenherr, a director and stockholder in the Brooklyn Consolidated Drug Company, has commenced suit against J. C. Wischerth, former manager and treasurer of this buying club, to compel the latter to account for and pay over what he owes to the company, if anything. At a hearing before Justice William J. Kelly, of the Supreme Court, Brooklyn, January 20, Mr. Schoenherr was represented by his brother, an attorney, who charged Mr. Wischerth with gross mismanagement, neglect to keep proper accounts and the misappropriation of $12,000. It was also asserted by the plaintiff that in the capacity of manager, Mr. Wischerth had received 4 per cent on all bills to cover expenses but had exceeded this amount. Furthermore, the latter, although a director, did not hold stock in the company but was interested in another company having holdings in the Brooklyn Consolidated Drug Company, this being, however, not contrary to law. On behalf of the 200 stockholders an early trial was plead for.

Mr. Wischerth's attorney, John E. Bullwinkel, pointed out that Mr. Schoenherr was the only one of 15 directors who saw fit to bring action and said that if suit was to be brought it should be instituted by the company and not by one stockholder. The court took the case under advisement.

Will Settle Debts Without Discount.

Attorney Schoenherr, in discussing the present status of the Brooklyn Consolidated Drug Company and his suit, made the following statement: "Rumors are being spread that the differences between Mr. Wischerth and the company have been adjusted and the claims against the company are being settled on the basis of 90 cents on the dollar. This is untrue. The company intends to pay all of its debts in full and no outsider or adjustor has been authorized to adjust the books of the company or even to pay any claim at less than dollar for dollar. Mr. Wischerth was forced out of office as treasurer and manager because he refused to give an accounting. He promised to pay $15,000, but has so far neglected to do so. The directors have been unable up to the present time to learn the true condition of the company for the reason that Mr. Wischerth has refused to surrender the books or give a correct statement of its assets and liabilities. The stockholders have twice authorized an audit of the books but the books have not been audited."

H. J. Scheidt has been elected treasurer of the company and W. F. Morgan manager. Attorney Schoenherr said that the officers would be glad to hear from anybody who has a claim against the Brooklyn Consolidated Drug Company. There are no proceedings pending against the company, and there will be no receivership or suspension of business. As soon as the dispute with Mr. Wischerth is settled the company will be in a better position than ever before to carry out the objects for which it was incorporated, to the satisfaction and profit of all concerned, declared the attorney.

Dr. Anderson Defends Mr. Wischerth.

Dr. William C. Anderson, president of the Brooklyn Consolidated Drug Company, who was interviewed regarding the charges preferred against Mr. Wischerth, characterized them as direct misstatements and the suit as a work of spite on the part of C. F. Schoenherr. He said action had been taken in direct opposition to the other directors and that the latter had adopted a resolution condemning it. Mr. Schoenherr had become very much disgruntled because the minds of the 14 other directors didn't run in the same line as his own. Mr. Schoenherr had always shown a decidedly ugly disposition towards Mr. Wischerth. The latter was one of the original organizers and stockholders of the company. The 4 per cent allowed on all bills was intended to cover running expenses, clerk hire, rent, etc., but was insufficient, and on the election of the new manager the percentage was increased to 5.

"Mr. Wischerth," said Dr. Anderson, "put his own stock and $10,000 of his own money into the company when it was first organized. A contract was made with him that if at any time he should withdraw as manager or the board of directors should elect a new manager, an accounting should be made and the assets and liabilities of the company ascertained, and if it was found that the company owed a balance to Mr. Wischerth on account of money placed at the company's disposal, the same should be paid to him. If this accounting should show that Mr. Wischerth had incurred losses in any way through his management and that there was an amount due the company from him, he would pay the same. The company was handicapped in taking proper care of the business which has constantly increased by the cramped quarters in which they were compelled to work, and for two years at least, a building committee has been looking for a larger place. This, when found, was some distance from Mr. Wischerth's drug store, while the two buildings formerly occupied by the company were directly connected therewith. This fact made it practically impossible for Mr. Wischerth to give even the attention to the business of the company that he had formerly been giving. In moving and rearranging the business a new manager was elected. This made it necessary to bring into effect the original contract with Mr. Wischerth and an accounting has been in course of progress ever since December 7, when the company moved to new quarters.

Mr. Wischerth Willing to Pay.

"The accounting is almost complete and will be finished by January 28. Until that time it cannot be stated definitely just what amount is due either party. Although it is quite certain that Mr. Wischerth sustained certain losses in the conduct of the business and that the accounting will probably show a balance due the company from him, he has given every assurance of his willingness to live up to his agreement in every particular, and to pay to the company every penny that it may be shown is due it from him. In fact, he has gone so far as to assist us by advancing certain sums in order not to cripple the organization, the agreement being made that if the sums are in excess of what is found to be due the company from him, such excess will be returned to him. Mr. Wischerth's actions have been absolutely fair and honorable.

"Regardless of Mr. Schoenherr's personal attack in this matter, the affairs of the Brooklyn Consolidated Drug Company will be properly and satisfactorily settled without any injury to the finances or the future prosperity of the company, and Mr. Wischerth will be entirely exonerated from all charges made against him by Mr. Schoenherr or those who may be prompting him in his unjust and unreasonable actions."

New York City Wholesale House Incorporates.

Lehn & Fink, wholesale druggists at 120 William street, New York City, have incorporated under the laws of the State of New York, with a capitalization of $600,000. The incorporators are: Albert Plaut, Joseph Plaut and W. J. Gesell. The business, which was established by Louis Lehn and Frederick W. Fink in 1874, has heretofore been conducted as a partnership. Albert Plaut has been a member of the house since 1886, at which time Mr. Lehn retired from business and his brother, Joseph Plaut, became a partner 12 years later upon the retirement of Mr. Fink. Mr. Gesell has been associated with Lehn & Fink for 30 years.

Sale of Rexall Stores to President Liggett Severely Criticised.

Calling Price Paid, $350,000, "Ridiculously Inadequate," Stockholder Fights for Restoration of Securities or their Value to Treasury of United Drug Co.

A battle royal for the control of the 21 drug stores operated by five companies in affiliation until recently with the United Drug Company, of Boston, is expected to be fought to a finish at a special meeting of the stockholders of the parent corporation which is to be held in Jersey City on February 2, for which requests for proxies are being sent to all of the stockholders by Richard V. Lindabury, a prominent lawyer of Newark, N. J., and John B. Cobb, of New York City, who, next to President Louis K. Liggett, is the largest holder of stock in the Rexall co-operative concern, his holdings amounting to 500 shares, which he acquired some years ago when capital was needed by the company. Mr. Cobb also is sending to the stockholders a statement of his reasons for desiring their proxies, as well as a copy of a demand which he sent to the following directors of the United Drug Company: E. L. Scholtz, Denver; Wm. C. Bolton, Brooklyn; J. C. Brady, Fall River; Chas. E. Ball, Holyoke; E. R. Petty, Newark, N. J.; Walter A. May, Pittsburg; Byron M. Hyde, Rochester; Thos. H. Brannen, Atlanta; L. K. Liggett, Boston; James C. McCormick, Boston.

The facts stated in both documents are about the same. As a large stockholder Mr. Cobb questions the propriety of the transfer to President Liggett of the United Drug Company's holdings of capital stock in the 21 stores operated by the following companies: Hall & Lyon Co., Williamson & Watts, Cahoon-Lyon Drug Co., Gray & Worcester, Dwight-Nye Drug Company. He reviews the circumstances of the transfer to the Louis K. Liggett Company and gives reasons which he believes justify the demand that the property be returned to the United Drug Company.

Mr. Cobb declares that after repeated efforts he was informed by Mr. Liggett that the latter had paid approximately $347,500 for the stock, which he considers to be "ridiculously inadequate." Then he quotes from Mr. Liggett's prospectus of his new company to show that the assets of the five companies are $1,056,124; that the retail sales of the stores were guaranteed to be over $2,000,000 for 1909; "that a conservative estimate is that the 21 stores will show gross sales of $2,200,000 and net profits of $200,000 for 1910."

Mr. Cobb continues: "As the United Drug Company owned more than half of the stock in the five companies in question, its share of the profits for 1909 would be more than $80,000 and for 1910 more than $100,000." Assuming that Mr. Liggett's prospectus is correct he considers $350,000 too small a price for a property in which the net profits in two years amount to more than $180,000.

Mr. Cobb says: "In a letter received from Mr. Liggett's counsel, there is a statement that if the directors think this transaction was not a wise one for the company, Mr. Liggett is willing to have it rescinded. This would be entirely satisfactory to me, if it could be done, but I am advised that these securities have already been transferred to a new company, which has issued its stock and notes upon the basis of this acquired ownership, and that under the circumstances it probably would not be possible to have the original shares returned.

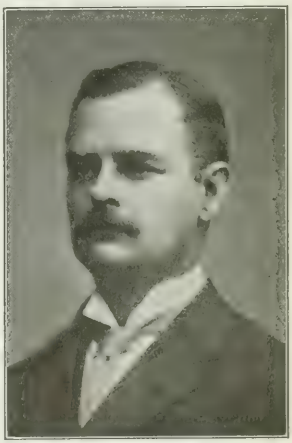
"There is no good reason, however, why the stock and other benefits and advantages which Mr. Liggett has received from the corporation to which he conveyed the purchased shares should not be turned over to the United Drug Company. If it be said that Mr. Liggett has put a great deal of time and effort into the promotion of the new company my reply is that Mr. Liggett, during all this time, was president and active head of the United Drug Company, drawing a large salary from it, and that our company was entitled to the very energy and activity which he has been attempting to utilize for his own individual benefit. There is no reason why what has been done in connection with the construction of the new company,

(Continued on page 168)

NEWLY ELECTED OFFICERS OF THE DRUG TRADE SECTION OF THE NEW YORK BOARD OF TRADE.

GEORGE WILLIAM KEMP,
chairman Drug Trade Section.

CLARENCE G. STONE,
vice-chairman Drug Trade Section.



WILLIAM A. HAMANN,
treasurer Drug Trade Section.

At the annual meeting of the Drug Trade Section of the New York Board of Trade and Transportation held early last month at the Drug and Chemical Club, George William Kemp, of Lanman & Kemp, was re-elected chairman. Other officers were chosen as follows: Vice-chairman, Clarence G. Stone, of the Lambert Pharmacal Company; treasurer, William A. Hamann, of the Roessler & Hasslacher Co.; secretary, Wm. F. McConnell; directors, C. R. Cosby, Charles S. Littell, Dr. H. C. Lovis, Fred. E. Watermeyer and Russell R. Sloane, Jr. Committee reports were read and a number of new members elected. Resolutions were adopted in memory of Mahlon N. Kline and Charles N. Crittenton.

C. H. LOWE NEW PRESIDENT OF MANHATTAN.

All Debts Ordered Paid and Neat Balance Left in the Treasury—New Pharmacy Bill Meets With Favor.

The January meeting of the Manhattan Pharmaceutical Association held in the New York College of Pharmacy was presided over by the vice-president, Dr. Charles H. Lowe.

Dr. Lowe was elected president to succeed Dr. George C. Diekman, who recently resigned from that office. Mr. Latham, in nominating the new executive, remarked upon the triumphs scored by the association in the past and the seeming indifference and inactivity from which it had lately suffered. If the organization is to continue, something must be done in the way of rejuvenating it from its present humiliating condition. He thought that the next president should have fiery energy, strength and enthusiasm, and should inspire the members. Mr. Lowe accepted the chair until the end of the present term and hoped that the members would lend him their aid and heartiest support.

The resolution that Treasurer George H. Hitchcock be empowered to use from the reserve fund an amount sufficient to pay all outstanding bills which were in existence at this meeting was adopted. The total amount of these bills was $650, leaving almost $200 in the reserve fund.

Mr. Hitchcock reported a total current disbursement of $70, which covered such items as lectures, secretary's salary, etc., and a balance on hand of $16.90. Fifty dollars was recently paid in dues. A. Bakst, as chairman of the finance committee, reported expenditures amounting to $15.82 for printing and postage.

A report on the recent hearing held in this city by the legislative committee of the New York State Ph.A. on the proposed pharmacy bill, was also presented by Mr. Hitchcock. His final remarks were that the Manhattan Ph.A. had always stood for the best in pharmacy and he thought that the stand the association took at Albany last spring was responsible for the present proposed pharmacy bill. The members didn't exactly oppose the Brown Bill, but they did in a way favor the Conklin Bill. The proposed bill, it was said, is as near an ideal bill as is at present possible.

The resignation of ex-President F. O. Collins was received and the secretary ordered to request him by letter to reconsider his action. Deep regret was expressed that the association should lose a member who had been so prominent in its past activities.

CHARLES H. LOWE, New York, elected president of Manhattan Pharmaceutical Association.

It was suggested at this meeting that a change be made from the usual postal notice of meetings which are sent to members and for the most part ignored. The consensus of opinion was that a circular or personal letter or even personal calls were now necessary to secure attendance. Mr. Hitchcock said that the large number of absences was perhaps due to the depression of the past two years. Other organizations were suffering from the same lethargy. The only encouragement left to the "old guard" was that dues were coming in fairly regularly, even if those who paid didn't attend the meetings. It was up to the president and officers to do their best to decrease the number of absentees, he said.

Ohio Valley D.A. May Be Branch of State Ph.A.

CINCINNATI, Jan. 20.—The work of organizing county branches of the State Pharmaceutical Association in Ohio goes merrily on, and Theodore Wetterstroem, a prominent O.S.P.A. member, whose territory of forming a county organization will be taken up next in Hamilton County, in which Cincinnati is situated. Mr. Wetterstroem gave it as his opinion that probably it would not be well to have a county organization separate and apart from the Ohio Valley Druggists Association, of Cincinnati, and suggests that the O.V.D.A. members constitute the county branch of the O.S.P.A., and that the O.V.D.A. meetings be held at certain times in advance of the O.S.P.A. Mr. Wetterstroem will ask the O.V.D.A. members to think this over.

MR. RAUBENHEIMER HEADS N. Y. BRANCH.

Criticism by Former A.Ph.A. President Oldberg of Pharmacists in Government Service is Resented.

Perhaps the matter of greatest interest brought up at the January meeting of the New York Branch of the A.Ph.A. was the reading of a letter by President Diner in which the writer, whose name was not given, tendered his resignation, giving as his reason for such action the recommendations made by Prof. Oscar Oldberg in his presidential address, and also by the committee which reported on this address, regarding the pharmacists in the Public Health and Marine Hospital Service. Former President Oldberg practically recommended that the association should cease its efforts to bring about changes in the rank and pay of pharmacists in the service of the government and the committee recommended that the efforts of the A.Ph.A. committee on the status of pharmacists in the service of the United States should be directed primarily to the elevation of the ability and worth of such pharmacists. The member who wished to sever his connection with the association was persuaded by the chairman to delay his request until after it should be presented to the branch for action. The several members in the government service were spoken of in the highest terms and a resolution, proposed by Thomas P. Cook, was adopted to the effect that the report of the committee on the president's address cast a reflection on the professional ability of the pharmacists in the government service and that the New York Branch of the A.Ph.A. went on record as disapproving of such report.

Several interesting papers were read and the resulting discussions were keenly followed. Dr. George A. Ferguson expounded on the pharmaceutical and legal status of camphor liniment and gave some very interesting statistics on the volatility of camphor and the holding power of cottonseed oil. Otto Raubenheimer suggested the use of sesame oil in camphor liniment instead of cottonseed oil, one reason being that the former was more penetrating.

C. A. Mayo read an extract of an article by Paul Jeancard and Conrad Satie on "The Essential Oils of the U.S.P.," which will be found on page 141 of this issue of the ERA.

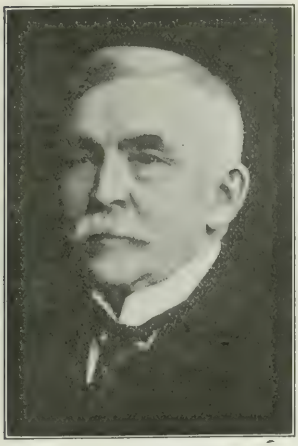
Hugh Craig read a brief note on the assay of opium which was written by Prof. E. L. Patch. The method of assay used by Professor Patch followed somewhat that of the U.S.P., the variations practiced being of a minor nature and rendering the assay more commercially practicable.

Thomas P. Cook presented a report on the recent hearing of the legislative committee of the New York State Ph.A. on the proposed State pharmacy bill. Speaking of the Coudrey Bill now before Congress, Mr. Cook said it was not probable any action would be taken on it in the Federal Legislature.

Dr. George C. Diekman, chairman of the committee on science and practice of pharmacy, presented abstract translations of the following recent contributions to pharmaceutical literature: "Aspirin and Acetyl-salicylic Acid," by E. Hoest (*Pharmazeutische Zeitung*, 1909, 209); "Assay of Cresol Soaps," by Keller (*Apotheker Zeitung*, 1909, 90); "Iodized Oils," by R. Conradi (*Chemische Zeitung*, 1909, 17); "Estimation of Iodoform in Iodoform Gauze," by V. Caolini (*Moniteur Scientifique*, 1909); "A Characteristic Reaction for Resorcin," by Boucher and Girard (*Journal de Pharmacie et Chimie*, 1909, 20); and "The Presence of Enzymes in Eggs," by Schindelmeyer (*Apotheker Zeitung*, 1909, 89). He also spoke on the characteristics of the new Hungarian Pharmacopœia.

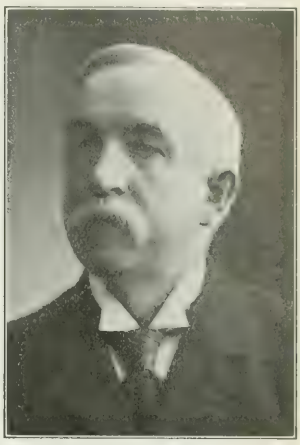
The officers elected for the ensuing year are: President, Otto Raubenheimer; vice-president, Albert M. Rochrig; secretary, Hugh Craig; treasurer, Dr. Joseph Weinstein. Chairmen of committees: Membership, C. A. Mayo; legislation and education, Thomas P. Cook; professional relations, Dr. G. A. Ferguson, and science and practice of pharmacy, Dr. G. C. Diekman.

Three Brothers Drake, Half a Century in the Drug Business Together.



HARVEY W. DRAKE,
vice-president.

HENRY T. DRAKE,
secretary and treasurer.



The late JOHN R. DRAKE,
president.

New Year's Day, 1910, marked the fiftieth anniversary of the founding of the Drake Brothers Company, wholesale and retail drug house of Milwaukee. As a reminder, the twenty-five employees of the company gave a congratulatory party to the members of the house, John R. Drake, president; Harvey W. Drake, vice-president, and Henry T. Drake, secretary and treasurer. When the first little store was opened fifty years ago at 265 South Water street, there were no employees, the three brothers doing all the work. A branch was opened in 1872 at East Water and Michigan streets, but the business there grew at such a remarkable rate that this store is now the main house. Harvey W. Drake is now the oldest member of Independence Lodge, F. & A. M. Henry T. Drake is a member of the G.A.R. and of the Loyal Legion. Several of the employees are becoming veterans. The oldest is Frederick E. Webb, who has been connected with the company since 1872. Next is Theodore Wangemonn, who has been with the company for 24 years, and third is Edward Spragg, who has a 22-year record.

DEATH QUICKLY FOLLOWS 50TH ANNIVERSARY.

John R. Drake Was the Oldest and for Years the Only Member of the American Ph.A. in Wisconsin.

MILWAUKEE, Jan. 20.—John Ransom Drake, president of the Drake Bros. Co., wholesale and retail druggists, passed away on January 17 after an illness of several months. It is said that he never had taken a vacation. He was born near Springfield, Erie County, N. Y., in 1834, and came to Milwaukee at the age of 17 years. He entered the drug store of Lake & Williams and afterwards was associated with the W. L. Hopkins Company, and Dr. L. L. Lake, who owned a drug store on the Milwaukee south side. On January 1, 1860, he and his brothers bought Dr. Lake's business and organized the Drake Bros. Co.

Mr. Drake joined the American Pharmaceutical Association in 1860. For some years he was the only member in Wisconsin, and for a number of years he was the authorized agent of the association in this State. He was the eldest of three surviving charter members of Independence Lodge, F. & A. M. A widow and three daughters survive.

German Apothecaries Give Entertainment.

The members of the German Apothecaries Society, with their wives and sweethearts, were out in full force at the entertainment on the evening of January 20, held in the society's rooms, 192 Third avenue, New York. The programme included several numbers by the Manhattan Ladies Quartette and Lederhaus' String Orchestra, and violin selections by Mrs. Haustein, who was accompanied by Mrs. Elinor Koch at the piano. Mrs. Haustein is a niece of Paul Arndt, a well-known member of the society, who entertained those present with several recitations. The "vereins-poet," Otto P. Gilbert, also expressed his sentiments in verse under the titles "Die Pille" and "Unsere Damen." The next meeting, which also marks the 59th anniversary of the formation of organization, will be held on February 24.

PTOMAINES TAKE HEAD OF CHEMICAL COMPANY

Dr. Leach, Married Only a Year, Dies Suddenly After Partaking of a Lunch of Canned Food.

CINCINNATI, Jan. 20.—Dr. William A. Leach, head of the Leach Chemical Company and a prominent business man, died a few days ago at his home at 3751 Elsmere avenue, Norwood. He and all the members of his family became violently ill on the night that he died, after having partaken of a lunch consisting principally of canned goods. The attending physician says he believed Dr. Leach died from heart disease superinduced by ptomaine poisoning, and it is probable that the coroner will investigate the case.

Dr. Leach was a great fisherman and hunter. He was born 47 years ago at Wellsville, Ohio, and was married only about a year ago. His widow and infant daughter survive him. He was an Elk, an Odd Fellow and a Knight Templar.

Sad Death of Mrs. Robert Fulton.

Friends in the East have received announcements of the shocking death of Mrs. Marianne Fulton, wife of Robert Fulton, of Beaumont, Cal. On going home at noon from his pharmacy, Mr. Fulton found the house filled with smoke and his wife's lifeless body on the floor in the kitchen. Evidently she had fainted and fallen on the stove, her clothes catching fire. A sad feature was that the awful accident occurred on the first anniversary of the death of the couple's son, Rogers. Mrs. Fulton, who was aged 56, was registered in Michigan from the time of the passage of the Act until 1905. General sympathy for the bereaved husband has been expressed.

Obituary Notes.

—MRS. BOWLES COLGATE died recently in this city in her 60th year. She was the widow of Bowles Colgate, who retired as senior partner of Colgate & Co. in 1900 and died two years later. A son, Lathrop Colgate, and a daughter survive.

—GEORGE A. ELWOOD, for 40 years a specialist in botanical

drugs, died recently at his daughter's home in East Orange, aged 69. For many years he was a member of Walter Adams & Co., this city. He was a prominent Mason.

—JOSEPH GARLICK, Fairview, Utah, is dead.

—J. W. FOREAKER, Corning, Ohio, pioneer, is dead.

—THOMAS BRAUN, retired, Chicago, is dead, aged 63.

—JOHN H. SMITH, retired, Little Falls, N. Y., is dead.

—WILLIAM L. SPENCER, Racine, Wis., is dead, aged 60.

—WILLIAM BAKER, pioneer pharmacist of Chicago, is dead, aged 74. He retired several years ago.

—PATRICK F. KINSELLA, Milwaukee salesman, formerly in the wholesale drug trade, is dead, aged 54.

—J. A. NICOLLE, Montreal, was practically drowned recently as a result of an epileptic attack in his bath.

—DR. GUSTAVE WARLITZ, East Baltimore, Md., is dead of pneumonia, aged 63. He was a leading citizen.

—FRANK EMERSON, of Emerson & Patrick, Lawrence, Mass., in business there since 1870, is dead, aged 58.

—JAMES MILLER, Ph.C., New York, graduate N.Y.C.P., '76, is dead, aged 64. A widow and five children survive.

—IRVINE E. JONES, Westfield, N. Y., is dead, aged 55, leaving a widow. Gangrene followed removal of a corn.

—DR. THOMAS TAYLOR, scientist, since 1871 in the Department of Agriculture, is dead in Washington, aged 90.

—DR. GEORGE G. BURNETT, director in the California C.P., druggist in San Francisco for 44 years, is dead, aged 67. A widow and two children survive.

—R. L. MCGRUDER, Shepherdstown, W. Va., died December 26 in Washington of Bright's disease. He was 65 and is survived by a widow and four children.

—JULIUS H. SPELGER, aged 42, for 20 years a leading druggist of Louisville, Ky., is dead of typhoid fever. He is survived by his mother, widow and three sons.

—ALMOND S. DEBENDORF, former Chicago druggist and father of C. A. Debendorf, of that city, is dead, aged 92. He retired 10 years ago, after having been in the drug business in Chicago for 23 years. Burial at Galesburg.

—EDWARD HELLER, at one time manager of the C. Von Hermann pharmacy, Michigan and 22d street, and later with John Blocki & Co., Chicago, died suddenly on January 5.

—JOHN FRANKLIN, for many years a member of John M. Maris & Co., Philadelphia, and of recent years senior member of John Franklin & Son, Chicago, died suddenly December 15.

—MRS. SARAH E. T. STEVENS, widow of Lucius F. Stevens, herself a retired druggist, formerly in business as her husband's successor in Manhattan, is dead, in Brooklyn, N. Y., aged 56. She was born in Kankakee, Ill.

—JOHN D. WING, founder of Wing & Evans, chemical supplies, New York, died January 1, aged 76. He had been in business in this city since 1859. A widow, two sons and a daughter survive. He belonged to several clubs.

—DR. WILLIAM BALSER, aged 72, is dead. He was an honorary member of the German Apothecaries' Society and a member of the New York College of Pharmacy, besides belonging to many associations. He served in the Civil War as a surgeon. A widow and daughter survive.

Druggist La Scalia Exonerated.

Following an inquest held before Coroner Feinberg in this city, Frank La Scalia, druggist at 2038 Second avenue, was exonerated from all blame concerning the death of Filemena Stansiale, of Mount Vernon, who died from carbolic acid poisoning. It was shown that Mr. Stansiale had called for a wrong prescription and that the druggist made efforts to warn him of the mistake.

Pharmacist's Little Son Shot While Playing.

Arthur Shibley, one of the two six-year old boys who were fatally shot while sleigh-riding on Washington Heights, New York City, recently, was the son of F. G. Shibley, a Syrian, proprietor of two drug stores, located at 3900 Broadway and 28 Rector street, respectively. The supposed murderer, a half-crazed magician, is in the hands of the police.

Perkins Medal Presented to Dr. Acheson.

Dr. Edward Goodrich Acheson, of Niagara Falls, received the Perkin medal at the January meeting of the New York Chemists' Club. The presentation was made by Prof. C. F. Chandler, of Columbia University, and Dr. Acheson replied briefly.

N.Y. Pharmacy Law is Upheld.

Highest Court in State Sustains Validity of Statute Under Which Board Works.

ALBANY, Jan. 25.—The Court of Appeals affirmed the judgment in the case of the State Board of Pharmacy against A. D. Matthews' Sons, Brooklyn. This dry goods firm was charged with selling tincture of arnica, tincture of iodine and spirit of camphor in its store without a licensed pharmacist being present, as the law requires, to personally supervise such sales.

The board brought complaint against Matthews' Sons in the municipal court, but the case was dismissed. Upon appeal to the Appellate Division of the Supreme Court, this decision was reversed and a new trial ordered. The defendants again appealed, stipulating for judgment absolute and the Court of Appeals has now affirmed the decision of the Appellate Division.

SALE OF REXALL STORES TO MR. LIGGETT.

(Continued from page 165.)

and the development of its enterprise, should not have been done by Mr. Liggett for the United Drug Company, which is entitled to his services."

From the letter sent to the stockholders it appears that the board of directors at a meeting held January 5 ratified the action taken at a meeting last September, when the board approved the sale of the stock to Mr. Liggett. The board justified the sale on the ground that the company needed working capital, but Mr. Cobb asks why Hall & Lyon stock was purchased as late as July and Williamson & Watts stock was bought in October if the company was short of working capital. He also quotes a letter from Mr. Liggett in which the latter says he voluntarily paid $30,000 more than he agreed to pay for Gray & Worcester stock, a fact which leads Mr. Cobb to make comment as to the diligence with which the board was looking after the affairs of the stockholders, "when the buyer of the securities is so well satisfied with his trade that he voluntarily pays an additional $30,000."

Mr. Cobb does not see where the Rexall druggists will benefit by the transfer of the stores to a separate corporation, nor how the United Drug Company stockholders will be better served if the president devotes time and attention to another enterprise owned by himself. He demands that the company be reinvested with what belongs to it, or its equivalent—no more, no less. Unless the stockholders take action to restore ownership of the securities it is intimated that Mr. Cobb will appeal to the courts.

C.R.D.A. Condemns Mail Order Houses and Peddlers.

At the recent meeting of the Chicago Retail Druggists' Association resolutions were adopted condemning the practices of, and cautioning pharmacists against purchasing from mail order houses and peddlers dealing in synthetic products, and that the members recognize Aspirin patent and trade mark rights until the same are declared void by a court of last resort. The treasurer's report showed a balance on hand of $371.86 after disbursements totaling $10,743.92 had been made.

The following officers were elected: President, L. P. Larsen; first vice-president, B. A. C. Hoelzer; second vice-president, W. H. Brown; third vice-president, A. E. Zuber; secretary, I. M. Light; treasurer, C. M. Storer. Trustees elected are: North Side, Herman Fry, Frank Kremer and O. F. Niethammer; South Side, J. P. Crowley, John A. Mahaffy and James H. Wells; West Side, W. H. Armbrecht, Ed. Williams and John J. Boehm.

February Meeting of New York Branch.

At the February 7 meeting of New York Branch, A.Ph.A., the programme will include a discussion of the relative values of percolation and maceration in the preparation of galenicals. It is expected Prof. John Uri Lloyd will be present.

New Chairman of N.W.D.A. Legislative Committee.

Charles A. West, president of the Eastern Drug Company, Boston, Mass., has been appointed chairman of the legislative committee of the N.W.D.A., succeeding the late Mahlon N. Kline. Mr. West has accepted the appointment.

Let Your Customers Know You Sell Diamond Dyes

We are spending thousands over $150,000 to help you sell Diamond Dyes, but unless you let your customers know that you handle them you can't possibly get all the profits you should.

Write today for some of our magnificent, new store advertising—the catchiest, most attractive ever prepared.

Put it up in your store. Let the people near you know where to get Diamond Dyes. It means lots of profits—steady profits, too.

The store advertising is free to Diamond Dye retailers.

HERE IS THE TRUTH ABOUT DIAMOND DYES

It is a chemical impossibility to color Silk and Wool (animal material) and Cotton and Linen (vegetable material) equally as well with the same dye.

Any DYE Chemist will tell you this fact. Of course it sounds easier to trust to luck and use one dye for both. But remember, an economy is not real economy unless it is successful. Do not be misled by imitations of Diamond Dyes.

Recommend Diamond Dyes to Your Customers They Will Thank You for It

WELLS & RICHARDSON CO., BURLINGTON, VT.

THE DRUG MARKETS

PRICE CHANGES SHOW HIGHER VALUES.

Linseed Oil Shows No Signs of Weakening—General Trade Good But Limited to Seasonable Articles.

CHANGES SINCE LAST REPORT.

A—Bay Rum, Porto Rican, bbls.	gal.	1.60	— 1.65
Less	gal.	1.70	— 2.00
A—Buchu Leaves, long	lb.	.65	— .75
Powdered	lb.	.75	— .80
Short	lb.	.85	— .90
Powdered	lb.	.90	— .95
A—Flaxseed, cleaned	bbl.		— 8.50
Less	lb.	.06	— .08
Ground	lb.	.05	— .07
A—Guarana (Paullinia)	lb.	3.25	— 3.50
Powdered	lb.	3.50	— 3.75
A—Mastic	lb.	.55	— .60
Powdered	lb.	.70	— .75
A—Oil Cubebs	lb.	3.50	— 3.75
A—Oil Linseed, boiled	gal.	.85	— .95
Raw	gal.	.83	— .93
A—Saffron, Spanish	lb.	11.50	—12.00
A—Sunflower Seeds	lb.	.06	— .10
A—Tamarinds	keg.	2.75	— 3.00

NOTE—A, advanced; D, declined; C, correction; N, new.

See page 190 for Price List Changes and page 192 and following pages for Prices Current.

NEW YORK, Jan. 25.—The demand for drugs and chemicals during the past month has been steady and limited to seasonable articles, nearly all changes in value being at a higher range of prices. The severe weather prevalent throughout the Eastern section of the country for the past ten days has interfered to some extent with shipments and prompt delivery of goods, but good business in all lines are reported. Of the regular staples of every drug stock opium is quiet, Norwegian cod liver oil more active, Spanish saffron advancing, and flaxseed, both whole and ground, much higher. Linseed oil continues to advance owing to extreme prices for the seed. Kavakava is scarce and oil of cubebs is higher.

OPIUM—The market here is quiet, but primary markets maintain their firm position with confirmed reports of bad and unfavorable weather for the growing crop. The arrivals in Smyrna for the week ending December 31 amount to 1836 cases, against 1971 cases on the corresponding date of last year. On December 31 the stock on hand in Smyrna was 800 cases, as against 2345 cases at the same period of the preceding year, and in Constantinople 386 cases, against 182 cases. Jobbers' prices in this market remain unchanged at $6.10@$6.25 for natural, $7.10@$7.25 for granulated, and $7.10@$7.25 for U.S.P. powdered.

QUININE—Second-hand lots are more liberally held on the market is firmer, but without quotable change. The shipments of bark for the first half of this month only amount to 360,000 pounds, a very small quantity; if the shipments continue light, it is probable that an advance in the price of quinine will take place. At the auction sales in Amsterdam on January 24 the entire supply offered was sold at 11.08 florins against 10.98 florins at the previous sale. Manufacturers' prices are well sustained on the basis of 14c. for bulk in 100-oz. cans.

COD LIVER OIL—Norwegian is in good demand and steady at $25@$28 per barrel, as to brand, quantity and seller, and the outlook is considered favorable to higher prices.

GUARANA—The supply is rather closely concentrated and spot quotations have been recently advanced. Jobbers quote $3.25@$3.50 per pound for whole and $3.50@$3.75 for powdered.

BAY RUM—Porto Rican is tending upward and quotations have been marked up to $1.60@$1.65 per barrel. For less quantities $1.70@$2.00 per gallon is asked.

CUBEB BERRIES—Owing to continued scarcity and higher quotations in primary markets the tendency is toward higher prices in the near future. Good berries are firmly held at 45@50c. per pound for moderate quantities only.

OIL OF CUBEBS—Owing to the high price of cubeb berries the oil has been advanced to $3.50@$3.75 per pound. The oleo-resin has also been marked up.

IPECACUANHA—The market for Rio and Carthagena is much firmer, owing to cables reporting higher prices in primary markets. Rio is very scarce in this market and held at $1.75@$1.85 per pound. Carthagena is still quoted at $1.30@$1.40 per pound; powdered, 10c. per pound additional.

ASAFETIDA—There is an active demand for good quality, but owing to small stock no transactions of importance have taken place. Quotations for U.S.P. have been marked up with only a limited quantity offered.

FLAXSEED—A sharp advance has taken place in the market for this article and a further rise in price is not improbable. For whole clean seed $8.50 per barrel is asked; less, 6@8c. per pound; powdered, 5@7c. per pound.

LINSEED OIL—Extremely high prices are quoted, jobbers asking 85@95c. per gallon for boiled and 83@93c. per gallon for raw, the inside price being for barrel lots. Buyers are inclined to hold off and await developments, but at the same time holders are reluctant sellers and no shading of prices is reported. The movement of seed in the Northwest continues light.

SAFFRON, SPANISH—The market continues to advance with a good active demand for prime Valencia, and $11.50@$12.00 per pound is asked.

SANTONIN—Primary markets are reported very firm, and while jobbers have made no changes in current quotations, an advance is looked for in the very near future. The available stock in this market is small.

OLIVE OIL—Is cabled higher at primary sources of supply and the tone of the local market is firmer, but quotations are unchanged.

BUCHU LEAVES—Both long and short varieties are higher, 65@75c. per pound being asked for the former and 85@90c. per pound for the latter. Powdered, 10c. per pound higher for either variety.

MASTIC—Higher prices rule for this gum, which is now quoted at 55@60c. per pound, and 70@75c. per pound for powdered.

TAMARINDS—Have taken an upward turn and jobbers are now asking $2.75@$3.00 per keg.

Alleged "Drug Trust" Suit is Discontinued.

PORTLAND, Ind., Jan. 20.—Late developments in the suit of Harry L. Wilt, a former Portland druggist, against the Mooney-Mueller Drug Company, the A. Kiefer Drug Company, of Indianapolis; the Fort Wayne Drug Company, George L. Stevens, Alpheus A., Charles P. and John A. M. Adair, charging the ruination of his local business by the formation of an alleged trust to regulate prices, and to restrain trade, are that the recent dismissal of the suit without trial at Decatur recently was the result of a compromise by which the defendants paid Wilt $150 and the costs of the case.

Perfumery Business Moved to Philadelphia.

ROCHESTER, Jan. 21.—An important change has taken place in the perfumery trade by the affiliation of Alfred Wright, Perfumer, Inc., of this city, with William R. Warner & Co., of Philadelphia, pharmaceutical chemists. The business was established in 1866 by the late Alfred Wright, who conducted it until his death in 1891, since which time it has been continued by his sons, Alfred G. Wright and John S. Wright. The business will be moved to Philadelphia. Alfred G. Wright will retain his connection as president and perfumer. John S. Wright will remain in Rochester.

To Test the Ban on Unlabeled Foodstuffs.

WASHINGTON, Jan. 20.—Under a ruling by the Department of Agriculture, common carriers are prohibited from accepting shipments of foodstuffs of any sort which do not bear on the package the certificate of contents placed there by a government food inspector. Violation of the ruling throws the consignment open to confiscation on the part of the government, leaving the railroad company to pay the shipper for the goods. The Pittsburg Melting Company has brought suit to test its validity, and the result is awaited with much interest by the carriers.

This Attracts Customers
This will hold them

JERSEY-CREME has a rich wine color and a delicious flavor that places it distinctively in a class to itself.

Everybody likes it and will return to your fountain for a glass of "The PERFECT Drink."

"It is the best drink before the American people today."

"Never had a drink so easy to introduce."

"Greatly pleased with the way it has repeated."

"It is the best article that we have ever handled of its kind, and we consider it the best drink on the market."

"It has given us and our trade eminent satisfaction. We hope to more than double our sales next season."

"Your descriptive phrase "The PERFECT Drink" is truly applicable, for I have never tasted a drink quite so perfect."

The quoted sentences above are extracts from letters received from pleased customers, and these letters were all unsolicited. We could quote similar extracts from hundreds of other letters, but for the lack of space.

Send us an order for a small shipment. It will cost very little to try it.

There is an enormous demand for JERSEY-CREME where it has once been introduced, and you will find this demand at your fountain if you will "Try it just once."

You can't afford to be without JERSEY-CREME at your fountain.

JERSEY-CREME
THE PERFECT DRINK

FREE SAMPLE ON REQUEST

Our JERSEY-CREME Sanitary Straw Dispenser will increase your business, for the public will show their appreciation of your thoughtfulness in protecting them against dangerous microbes and diseases, to which they are subjected when using the germ-breeding straws from straw receptacles ordinarily used by other fountains.

PRICE - - $5.00
EXPR SS PREPAID

CUT ON DOTTED LINE AND MAIL

JERSEY CREME CO.
DEPT 9 FORT WORTH TEX.

Please ship me, through any Jobber, your Deal No....., as outlined below; terms 60 days net, or 3 per cent discount for cash.

DEAL NO. 6.

25 gallons JERSEY-CREME at $1.50 per gallon, freight allowed.

2 JERSEY-CREME Sanitary Straw Dispensers, and general assortment of fountain advertising matter, FREE.

DEAL NO. 7.

16 gallons JERSEY-CREME at $1.50 per gallon, freight allowed.

1 JERSEY-CREME Sanitary Straw Dispenser, 1 Dispensing Bottle, and general assortment of fountain advertising matter, FREE.

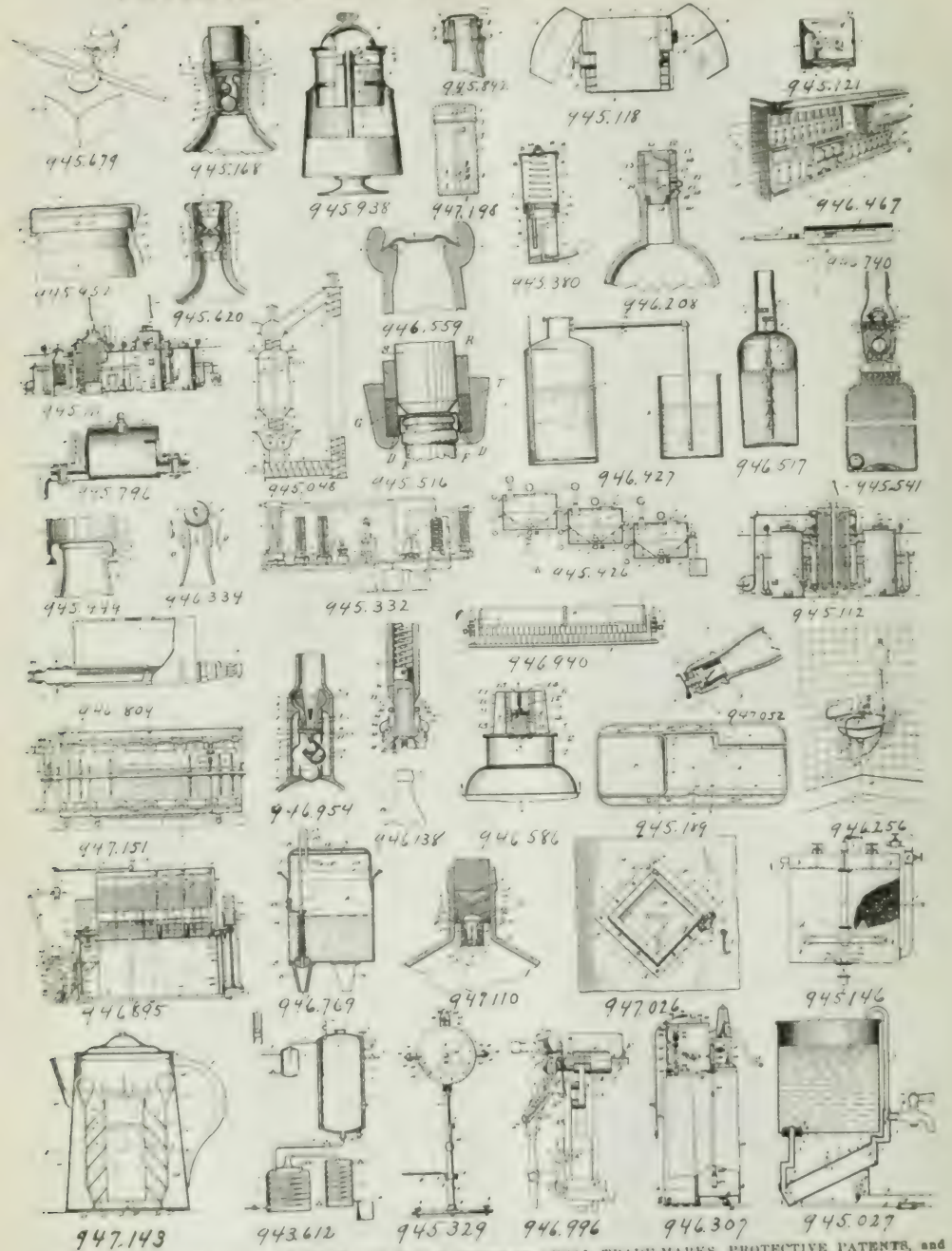
Dealer's Name _____

Dealer's Address _____

Jobber Preferred

Jobber's Address

PATENTS, TRADE MARKS, ETC.—(See Page 174)



Copy of any TRADE MARK or PATENT, with 64 page Booklet on LEGAL TRADE-MARKS, PROTECTIVE PATENTS, and FOOD AND DRUGS ACT, sent for 25 cents. G. H. DAVIS, Attorney, 908 G St., N.W., Washington, D. C.

A Di-Knocks-Ogen Doxology

OR SWAN SONG, ENTITLED

Knick-Knack Peroxide

Composed for the Knock-Knock Company

From an uphill argument endeavoring to bolster the sale of a product that has to be wired in to keep it from decomposition for even first usage, The Knock-Knock Company have rapidly descended to a nasty malicious attack on all peroxides properly made and preserved.

THE LIAR

Deceives only the uninformed. Chemists, Physicians and Druggists laugh at the silliness of the Acetanilid **ROT** published, but unfortunately the consumer may be deceived by pernicious matter. Therefore we agree to pay $50.00 for an article from any chemist, doctor or any other person who is authority on such matters, who will over his signature say that Acetanilid 3-16 grains to the ounce of H^2O^2 is dangerous or even harmful or that it is not a **BENEFIT** to that product as making it a staple and **DEPENDABLE** preparation.

As the largest manufacturers of medicinal peroxide in the United States we assume we are the thorn in the flesh of The Knock-Knock Company.

We **ARE** the **KNICK** in the sharp edge that has been cutting profits from the dealer for years.

We have the **KNACK** of showing that the best product ever put in glass can be sold at **LESS** price in **LARGER QUANTITIES** at **GREATER PROFIT** to **EVERYBODY**.

AS TO PROFITS, LOOK AT THIS

HYDROX Peroxide.....3 dozen cost $2.00, if sold at 15c., $5.40; profit, $3.40
Di-Knocks-Ogen.....1 dozen cost 2.00, if sold at 25c., 3.00; profit, 1.00

It has been demonstrated that any Peroxide at 15c. will sell three times as quickly as Di-Knocks-Ogen at 25c., or a profit of $3.40 against one measly dollar. Does it pay the dealer to assist elaborate mud slinging at such a cost to him?

Write us about **MEDICINAL** Peroxide. **WE** make no other kind.

HYDROX CHEMICAL COMPANY

NEW YORK **CHICAGO**

PATENTS, TRADE MARKS, ETC.—See Page 172.

PATENTS.

Granted January 4, 1910.

945,027—Oscar H. Dibbles, San Francisco, Cal. Electric liquid heater.

945,045—Charles Ridley, London, England. Apparatus for making oxygen.

945,111—Paul S. Smith, Newburgh, N. Y., assignor to The E. I. du Pont de Nemours Powder Company, Wilmington, Del., a corporation of New Jersey. Apparatus for recovering sulphur.

945,112—Paul S. Smith, Newburgh, N. Y., assignor to The E. I. du Pont de Nemours Powder Company, Wilmington, Del., a corporation of New Jersey. Apparatus for recovering sulphur from sulphur-bearing gases.

945,118—Sheldon S. S. Campbell, Collinsville, Conn. Hypodermic-syringe case.

945,121—Maurice F. Flynn, Chicago, Ill. Box for bottles.

945,146—James Wilson, Wandsworth, England. Method of cleansing filtering mediums and the like.

945,168—Joachim T. Holtfoth and Edward T. Remisch, Kalamazoo, Mich. Non-refillable bottle.

945,189—Daniel Niemand, Fort Seward, Alaska. Toilet-box.

945,209—Benjamin R. Jolly, Raleigh, N. C. Specific-gravity bottle.

945,332—Heinrich Koppers, Essen-on-the-Ruhr, Germany. Process of obtaining ammonia from gas.

945,389—Frank C. Dorman, Detroit, Mich., assignor, by mesne assignments, to Duff Remedy Company, Chicago, Ill., a corporation of Illinois. Atomizer.

945,426—John Vollmer, Boston, Mass., and Reginald S. Talbot, Appleton, Wis. Apparatus for making bisulphite liquor.

945,444—Leon J. Campbell, Chicago, Ill., assignor to Chicago Car Seal Company, Chicago, Ill., a corporation of Illinois. Closure for bottles, jars, etc.

945,516—Ewald Goltstein, Cologne, Germany. Apparatus for sealing receptacles.

945,541—David A. Hoyer, Philadelphia, Pa. Non-refillable bottle.

945,612—Benjamin F. A. Saylor, Rome, Ga., assignor to Standard Turpentine and Pulp Company, Atlanta, Ga., a corporation of Arizona. Process of extracting turpentine and rosin.

945,620—Cyrus V. Shaw, West Brownsville, Pa. Non-refillable bottle.

945,638—Jokichi Takamine, New York, N. Y., assignor to Parke, Davis & Company, Detroit, Mich., a corporation of Michigan. Glandular compound and process of producing same.

945,679—Ernest W. Becker, Cleveland, Ohio. Attachment for bottles.

Granted January 11, 1910.

945,796—William W. Nicholas and Thomas H. Kane, Milwaukee, Wis., and Norman A. MacRae and Charles D. Gano, Chicago, Ill. Measuring apparatus.

945,842—Johan F. Liljenstrom, Husqvarna, and Anders E. Johansson and Karl E. Zetterberg, Gisebo, Sweden. Closing device for bottles or other vessels.

945,938—Edward A. Gutermann, Meriden, Conn., assignor to Manning Bowman & Company, Meriden, Conn., a corporation of Connecticut. Tea-infuser or pot.

945,952—Edgar C. Hill, Columbus, Ohio. Jar-closure.

946,138—Georg Kirkegaard, New York, N. Y. Bottle-capping machine.

946,208—Bernard Donohoe, Brockton, Mass. Stopper-fastener.

946,256—Thomas B. McNerthney, Tacoma, Wash. Syringe.

946,307—George von Ach, Newark N. J. Tank for administering oxygen.

946,311—Olof Gardell and Sven T. Bergström, Gottenborg, Sweden. Sealing device for bottles.

946,427—Frederick W. Frerichs, St. Louis, Mo. Process for manufacturing ammonia.

946,467—Maurice P. Schwartz, Indianapolis, Ind., assignor of one-half to Herman A. Helming, Indianapolis, Ind. Druggist's cabinet.

946,517—Isidor Levi, Anniston, Ala. Bottle-label.

Granted January 18, 1910.

946,550—Mark L. Orr and Fingal C. Orr, Stillorgan, Ireland. Bottle stopper.

946,586—Wm. J. Tetreault, Putnam, Conn. Can-cover fastener.

946,633—Conrad Beyer, Cologne-Rodenkirchen, Germany. Hair tonic.

946,740—John H. Thomas, Thomasville, N. C., assignor of one-third to George M. Hoover, Thomasville, N. C. Cork extractor.

946,759—Oscar A. Olin, Lafayette, Minn. Dispensing can.

946,896—Charles A. Taber, Oakland, Cal. Chemical mixing bottle.

946,895—William J. Cunningham, Philadelphia, Pa. Bottle-washing machine.

946,940—August R. Heske, Philadelphia, Pa. Capsule filler.

946,954—John Bjorklund, Hartford, Conn. Non-refillable bottle.

946,966—Edward Ernest, New York, N. Y. Wiper attachment for syringes.

947,026—George Peterson, New Orleans, La., assignor of one-third to Hyman Bendel and Lahel Jacobs.

947,052—Lawrence Blew-Jones, Cornhill, London, England, assignor to W. B. Cigarette Syndicate, Limited, London, England. Sealing device for bottles and the like to prevent fraudulent refilling.

947,066—Wilhelm Claessen, Nieder Ingelheim on the Rhine, Germany. Process of preparing tartaric acid.

947,125—Frank Lewis Lawton, Mason, assignor by direct and mesne assignments of 10-11 per cent to John James Haynes, 11-11 per cent to Frank William Wenners, 10-11 per cent to Bertram Chester Edwards, 11-11 per cent to Rosa Maria Duffy, and 11-11 per cent to George August Wenners, Boston, Mass. Non-refillable bottle.

947,129—Winfield S. Morrison, San Francisco, Cal. Dentifrice.

947,139—Edward N. Young, Columbus, Iowa. Percolator.

947,151—Otto Eick, Baltimore, Md. Apparatus for cleansing bottles.

947,166—Ivan Herrmann, Cincinnati, Ohio. Box for toilet preparations and the like.

TRADE MARKS.

Published January 4, 1910.

39,416—Kimball Bros. Co., Bath, Me. Class 6. Baking-powder, salt, cream of tartar, bicarbonate of soda, castor-oil, etc.

43,047—Underwood & Carroll, Gardner, Mass. Class 6. A tooth-powder.

44,076—Bockar Drug Co., New York, N. Y. Class 6. Certain medicinal preparations put up in tablet form, etc.

44,077—Bockar Drug Co., New York, N. Y. Class 6. Certain liquid oils contained in a soft-gelatin-capsule form and for a medicinal liquid preparation used for injection purposes, etc.

44,322—Dr. Loloff & Dr. Mayer, Breslau, Germany. Class 6. Lactic-acid bacteria and dietetical preparations.

44,323—Dr. Loloff and Dr Mayer, Breslau, Germany. Class 6. A gargle.

45,011—Horace B. Taylor, Philadelphia, Pa. Class 6. Pills for female complaints.

45,281—The Home Supply Co., Paterson, N. J. Class 6. Salves.

45,448—The S. B. Fell Company, Cleveland, Ohio. Class 6. Veterinary embrocations.

45,655—The Herden Chemical Works, New York, N. Y. Class 6. Sandalwood oil preparations for internal use.

45,767—Eureka Headache Powder Company, Concord, N. H. Class 6. A remedy for sick and nervous headaches and an anodyne for pain.

45,824—William B. Hopkins, Washington, D. C. Class 6. Effervescent salts.

Published January 11, 1910.

34,039—The Mu-Col Company, Buffalo, N. Y. Class 6. Effervescent granular salts for elimination of uric acid.

38,796—United Drug Company, Boston, Mass. Class 6. Effervescent salts; sugar of milk; Jamaica ginger; poison-ivy lotion; etc.; etc.

39,198—H. Bronnley & Co., Ltd., London, England. Class 6. Perfumes.

41,038—Martin Fadeuilhe, New York, N. Y. Class 6. Medicines for rheumatism.

42,121—George Borgfeldt & Co., New York, N. Y. Class 6. Perfumery.

45,564—Same as preceding.

45,581—Frederick W. Israel, Wichita, Kans. Class 6. A remedy for eczema, piles, catarrh, tissue inflammations, pneumonia, etc.

45,821—Interstate Remedy Co., Detroit, Mich. Class 6. Remedies for diseases of the bladder and kidneys.

45,870—International Chemical & Drug Co., New York, N. Y. Class 6. A remedy for inflammatory rheumatism, sciatica, tonsilitis, lumbago, quinsy, St. Vitus's dance, growing-pains, etc.

46,026—The C. B. Woodworth Sons Co., Rochester, N. Y. Class 6. Perfumes, toilet waters, face-powders, and sachet-powders.

Published January 18, 1910.

40,806—Clarence A. Cameron, Denver, Colo. Class 6. A remedy for cancer.

43,806—Badische Anilin & Soda Fabrik, Ludwigshafen-on-the-Rhine, Germany. Class 6. Coloring matters.

45,704—Philip Jacobs, Philadelphia, Pa. Class 6. Salves.

45,911—Colgate & Co., Jersey City, N. J., and New York, N. Y. Class 6. Perfumes, perfumed toilet waters, toilet powders, etc.

46,063—James Harvey Lester, Roanoke, Va. Class 6. A remedy for catarrh, headache, neuralgia of the head, toothache, and asthma.

Patent Office Has Jurisdiction Over Label Registration.

Jurisdiction over the registration of labels is left with the Patent Office in a decision which the Attorney-General has transmitted to the House committee on patents. At a recent hearing the question as to whether under the new law labels came within the purview of the work of the Patent Office or under the Library of Congress was raised. Commissioner of Patents Moore and Librarian Putnam taking opposite views. The whole matter was then referred to the Department of Justice.

Red Cross Stamps Not Good for Postage.

Notwithstanding the instructions issued in connection with the sale of Red Cross stamps, many letters are being posted bearing these stamps in place of the regular postage. When a letter posted in this manner is addressed to some destination in this country it is treated as unpaid matter. Matter bearing Red Cross stamps is not admitted to the mails in Great Britain, even though the regular postage is also attached, and it is admitted in Germany only in case the stamps are on the back of the letter or parcel.

Olive Oil of Sure Quality

Heinz Olive Oil begins with quality; it is pressed for quality; it ends with quality.

It is made from grades of olives especially chosen for their oil-yielding properties — quality, not quantity. These are grown within a radius of eighteen or twenty miles of Seville, Spain, a section favored by nature for fine olive production.

They are hand-picked—no bruised or inferior fruit is used. At Seville our plant is located where the olives are pressed immediately after leaving the groves. Only the virgin oil—that of the first pressing—is bottled. The surroundings in which

HEINZ Pure Olive Oil

is pressed are of immaculate cleanliness. The careful workers are uniformed in white. Every possible safeguard is taken to produce an oil of the highest quality and of absolute purity. Extreme precautions are also exercised in caring for the oil after pressing, to insure freedom from foreign influences which so easily affect the delicate product.

Heinz Olive Oil exhibits a clearness, a brilliancy, a fine golden color with a slight greenish cast that stamp it as an oil of exceptional quality and purity. For all medicinal uses it has every point of excellence a physician or druggist could desire.

H. J. HEINZ COMPANY

BUSINESS RECORD

Changes in Ownership, New Drug Stores, Incorporations, Fires and Other Commercial Matters of Interest to Wholesale and Retail Merchants.

Supplement to The Era Druggists' Directory.

ARKANSAS—Newport—City Drug Co., It is reported, store destroyed by fire.

CALIFORNIA—Fallbrook—Freeman Drug Co. has been succeeded by the Fallbrook Drug Co.

Yreka—Chas W. Avery has been succeeded by the Avery Drug Co.; Fred Von Jocumsen, proprietor.

COLORADO—Canon City—Steele Drug Co. have been succeeded by the Canon City Drug Co.; Geo. C. Roberts and H. C. Quick, proprietors.

DELAWARE—Middletown—Paul R. Smith has been succeeded by Ernest A. Leavitt.

FLORIDA—Lake City—W. F. Watts has been succeeded by the Florida Drug Co.

GEORGIA—Sylvania—J. W. Powell, It is reported, store damaged by fire.

ILLINOIS—Allerton—Grant Brown has been succeeded by Robert Beatty.

Chicago—Holton Drug Store, 534 120th street, has been succeeded by W. Dillemuth & Co.

Hinckley—C. C. Kennedy has been succeeded by Dr. T. Owings and A. H. Heil.

Pecatonica—B. M. Weaver has been succeeded by Harry L. Strecker.

Sheldon—J. J. McKibbin has been succeeded by A. S. Bryant.

INDIANA—Indiana Harbor—Oscar P. George has been succeeded by the Harbor Pharmacy, Niswander & Nelson, proprietors.

IOWA—Des Moines—Frederick Schroeder, Third and Locust streets, has been succeeded by the Press Drug Co.; N. Kanouse, manager.

Hedrick—L. D. May has been succeeded by Allen & De Vilbiss.

KENTUCKY—Paducah—John K. Bonds, 215 Broadway, has sold a half interest in his business to J. P. Segenfelter; style of new firm will be Bonds & Segenfelter. J. P. Segenfelter, 901 Tennessee street, has been succeeded by the Boyd Bros. Pharmacy, Messrs. Roy and Stewart Boyd, proprietors.

LOUISIANA—New Orleans—Economical Drug Store, 1019 Canal street, A. Huberwald, proprietor; it is reported, store damaged by fire.

MAINE—Bangor—A. S. Chick, 181 Exchange street, It is reported, store damaged by fire.

MISSOURI—Eldorado Springs—Walter Jones has been succeeded by the Hadley Bros. Drug Co., formerly of Porter, Okla.

Lexington—Charles W. Lucas has been succeeded by Luther W. Marshall.

St. Joseph—W. L. Howard, 225 State street, has been succeeded by the Rose Drug Co.; S. W. Rose, proprietor.

Sarcoxie—Geo. A. Bowe & Son's stock and store damaged by fire.

NEBRASKA—Arcadia—C. B. Williamson & Co. reported store damaged by fire.

Syracuse—E. C. King has been succeeded by Anderson & Carruthers.

NEW JERSEY—Atlantic City—Frank H. Brenner, 1305 Boardwalk, has been succeeded by the Apollo Pharmacy; Theo. J. Lapre, proprietor.

Lakewood—Grenelle & Schanck, First street and Clifton avenue, has been succeeded by A. A. Taylor.

OHIO—Alliance—W. W. Mowrer, 606 East Main street, has been succeeded by Allen & Lodge.

Columbiana—Chas. L. Lee has been succeeded by C. B. Capp & Co.

OKLAHOMA—Jennings—Chas. S. Burroughs has been succeeded by J. W. Lafont.

Perry—J. E. Howe dabbled has been succeeded by the South Side Pharmacy; Campbell & Kent, proprietors.

OREGON—Copperfield—Hussey & Myers' stock and store has been sold to the Snake River Drug Co.; J. J. Cook & Co., proprietors.

PENNSYLVANIA—Altoona—J. E. Black, 1408 Fourth street; new store.

Braddock—Tracey & Dean, 501 Braddock avenue, have been succeeded by J. S. Stanley.

Butler—Parker Pharmacy, new store.

Greensville—J. H. Bussey has been succeeded by W. A. Wells.

Hayes—E. J. Kent; new store.

Indiana—Campbell & Fox have been succeeded by Evans, Neal & Kittanning—Wilson Pharmacy, new store.

Newell—J. F. Dougherty, new store.

Oil City—Weaver Pharmacy has been succeeded by W. K. George.

Pittsburg—A. J. Lavezzo, 42 Sidney street, new store.

Reading—Locks, 1205 Penn street, have been succeeded by Owen Bros.; Locust & Spring, 2 North avenue, and Penn Northside, have been succeeded by W. L. Swartz, Ralph Thompson, 634 Penn street Northside, new store.

West Lebanon—J. F. Cook has been succeeded by C. G. Harmon.

TEXAS—Hallettsville—J. E. Hunt has been succeeded by the City Drug Store; Mrs. Mattie Sweet, proprietor.

Houston—Hardy Pharmacy, No. 2, 916 Main street, has been succeeded by Lester E. Cottrell.

VIRGINIA—Salem—W. T. Younger has been succeeded by L. M. Strawn.

WISCONSIN—Nekoosa—A. E. Lapham has been succeeded by S. A. Leeds.

New Incorporations.

Homestead Remedy Co., Bessemer, Ala. To compound and sell drugs, patent medicines. Capital, $4000. Incorporators and officers: W. H. Porter, president, E. P. Porter, secretary and treasurer, and S. J. Porter.

Jaroma Company, Jersey City, N. J. Drugs, chemicals, etc. Capital, $250,000. Incorporators: M. Curtis, J. C. Cruikshank, L. [illegible]

Edward J. Woods, Inc., New York. Manufacturing medicines. Capital, $10,000. Incorporators: J. W. Eighmy, P. K. Stauff, T. F. Wright.

Munyon Company, South Berwick, Me. General drugs. Capital, $5,000,000. President, J. M. Munyon, Philadelphia; treasurer, F. A. Hobbs, South Berwick.

Braun Chemical Co., Los Angeles, Cal. Capital, $100,000. Directors: F. W. Braun, C. W. Hill, Henry Blumberg, Jr., W. D. Stephens, John C. Smith.

United Hospitals Drug Co., Inc., Fall River, Mass. Drugs and hospital supplies. Capital, $175,000. President, J. A. Grandfield; treasurer and clerk, Geo. T. Collins. Directors: the foregoing officers, with Robert T. D. Collins, Joseph O. Eelis and Robert E. Grandfield.

The Ideal Pharmacy, Inc., Newport News, Va. Drugs and real estate business. Capital, maximum, $100,000; minimum, $25,000. President, E. I. Ford; vice-president, A. Rosenbaum; secretary, W. E. Barrett.

Pike's Peak Pharmacy Co., Colorado Springs, Colo. Capital, $10,000. Incorporators: Adolph Febringer, Warren A. Walton, Henry E. Nolte.

Howell Drug Co., Silver City, N. M. Capital, $50,000. Incorporators: Percy C. Howell, Josephine C. Howell, A. B. Otto.

Pierce-Cary Drug Co., Denver, Colo. Capital, $5000. Incorporators: J. N. Pierce, Jr., Albert Pierce, Fred H. Cary.

Sneed Drug & Manufacturing Co., Keytesville, Mo. Capital, $10,000. Incorporators: H. L. Sneed, J. D. Taylor, I. D. Canada and others.

Bartlett Drug Co., Chico, Cal. Capital, $10,000. Incorporators: W. F. Bartlett, Nellie Bartlett and A. B. Reynolds.

The Federal Drug Co., Wilmington, Del. Drug business. Capital, $500,000. Incorporators: F. T. Roosa, M. G. Spaulding and E. L. Squire.

New Jersey Chemical Co., Newark, N. J. Druggists and chemists. Capital, $50,000. Incorporators: Theodore Achtermann, F. H. Butterfield, B. F. Carpenter, William D. Newton, John Medcroft, Otto Fette.

Thompson Drug Co., Jamaica, N. Y. Capital, $10,000. Incorporators: William P. Thompson, Ralph E. Hughes, Gray V. Kennedy.

Red Cross Pharmacy Co., Birmingham, Ala. Drugs and surgical instruments. Capital, $2000. Officers: President, H. Swedlaw; vice-president, M. Jaffe; secretary and treasurer, Harry Levy.

McAllister Drug Co., Calais, Me. Drugs and chemicals. Capital, $10,000. President, Edgar H. McAllister; treasurer, Irving W. McAllister, both of Calais, Me.

Weehawken Pharmacal Co., Union Hill, N. J. Manufacture of pharmacal preparations, medicines, etc. Capital, $30,000. Incorporators: Charles S. Brady, George Schmitt, Carl Henkel, William Kittell and George Kittell.

Ramsey Drug Co., Ada, Okla. Capital, $11,500. Incorporators: G. M. Ramsey, L. A. Ramsey, C. A. Guthrie, T. J. Ramsey, C. M. Chancey.

Rutherford Drug Co., Rutherford, N. J. Capital, $50,000. Incorporators: N. S. Timbrook, V. Schmidt, O. J. Strasser.

Lloyd Coon Drug Co., Des Moines, Iowa. Capital, $10,000. President, N. F. Reed; secretary, treasurer and general manager, Lloyd B. Coon.

Columbia Remedy Co., Kittery, Me. Drugs and medicines. Capital, $1,000,000. President, H. Mitchell, Kittery, Me.; treasurer, S. J. Morrison, Portsmouth, N. H.

Bellyard Manufacturing Co., Brooklyn, N. Y. Manufacturing of foot and skin powders and drugs. Capital, $50,000. Incorporators: J. L. Stewart, G. C. Campbell and N. S. Gates.

Thomas Drug Co., Tulsa, Okla. Capital, $20,000. Directors: James H. Thomas, Robert W. Thomas and Charles L. Thomas.

United Stores Co., Dayton, Ohio. Drugs and general merchandise. Capital, $10,000. Incorporators: Ira Chase Koehne, A. R. Malone, L. L. Lowman, David A. Syler and E. F. Roth.

Terbell-Calkins Drug Co., Elmira, N. Y. Drugs, medicines, etc. Capital, $50,000. Incorporators: R. W. Terbell, D. B. Quigley, C. H. Calkins.

City Drug Store Co., Dalhart, Texas. Capital, $6000. Incorporators: H. B. Wilson, J. D. Carlisle, C. E. Baker.

A. Fly, Druggist, Inc., New Orleans, La. Capital, $30,000. Incorporators: H. Crafft, J. S. Norris, A. Fly.

Redding Drug Store Co., Sacramento, Cal. Capital, $10,000. Incorporators: A. B. Reynolds, F. M. Carter, T. L. Shore, W. A. Wells.

Dr. H. F. Weis Medicine Co., Dayton, Ohio. Drugs and proprietary specialties. Capital, $5000. Incorporators: H. F. Weis, Otto J. Weis, H. J. Weis, Duke Weis, William F. Weis, George Wachter, J. C. Weis.

Markell-Weston Drug Co., Inc., Chelsea, Mass. Capital, $12,000. President, William R. Markell; treasurer, Daniel L. Weston; clerk, Samuel Markell.

Westerfield Pharmacal Co., Dayton, Ohio. Capital increased to $10,000. President, Don C. Westerfield; first vice-president, Wm. C. Keim; second vice-president, Neil Stine; secretary, C. Lynn Shellrock; treasurer, W. J. Hartbeck.

Equitable Drug Co., Kittery, Me. General drug business. Capital, $50,000. President, John F. Lawson; vice-president, Joseph S. [illegible]

Special Offer

This 18 in. Punch Bowl with a Ten Case Order of

Walker's

GRAPE JUICE

"It's Clear Because It's Pure"

THIS handsomely decorated punch bowl is eighteen inches in diameter and ten inches high. Triple enameled, hand painted in colors, burnt in. It is said to be the handsomest article of its kind ever offered to the trade. Decorations include beautiful grape clusters shown in a most artistic manner. It is an ornament to any fountain—useful, attractive and a business producer. This bowl alone is good enough to cost us $5.00 apiece in ten thousand lots.

Walker's Grape Juice is the new national beverage. It is a new kind of grape juice and is being brought to the attention of everyone by a $200,000 advertising campaign now under way.

Walker's Grape Juice is clear and brilliant—free from tannin and purple sediment. We tell people in our advertisements why it's better—they see that it is better by looking at it—they will know it is better when they taste it—better than all others. You sell Walker's Grape Juice by the bottle for home and medicinal use—you sell it by the glass at your soda fountain. Before the opening of the fountain season we will supply you with recipes for novel and attractive fancy and mixed soda fountain drinks to be made with it which will add to your popularity and trade. Your jobber can supply you now.

In the "Ten-Pin" Bottle

Write for our Special 5 and 10 Case offers with Free Window Display Matter.

The GRAPE PRODUCTS COMPANY, North East, Pa.

SUCCESSFUL YEAR FOR INSURANCE COMPANY.

Six Per Cent Dividend Declared by American Druggists and Reduced Premiums for Policy Holders.

CINCINNATI, Jan. 21.—At the third annual meeting of the stockholders and directors of the American Druggists' Fire Insurance Company the first dividend of 6 per cent was declared, 4099 stockholders voting for the proposition and 1003 against it.

The meeting was most enthusiastic and successful. During the year the company had written insurance amounting to $4,070,202 at an underwriters' premium value of $63,895. Of this premium value the sum of $15,974 has been allowed the policy holders as a reduction in their premiums of the year, making the net premiums a total of $47,921.49. In addition the company earned from its investments $9261.30. During the year, it was shown, the company had saved the retail druggists $16,000 in premiums, or $35,487 since the company had been in business.

Fire losses during the year amounted to $12,893.07, and the total expense for operation, including the expense of entering eight additional States for business, was $19,862.91. The total available assets at the close of the year were $277,501.20, these including only the cash, accounts and bond securities of the company. The total accrued liabilities, other than reinsurance reserve, amounted to $3000.27, the reserve fund being $24,125.18, leaving a net surplus as to policy holders, which includes the capital of the company of $250,375.75.

The code of regulations of the company was amended so that not more than seven members of the board of directors may be State representatives of the company, the provision being intended to safeguard the interests of policy holders and stockholders of the company in the future.

The stockholders re-elected the entire old board of directors, which in turn re-elected the officers. Some changes were made in the personnel of the advisory committee, the result of all elections being as follows: President, Charles H. Avery; vice-president, L. G. Heinritz; secretary and general counsel, Frank H. Freericks; treasurer, George B. Kauffman; executive committee, Charles H. Avery, L. G. Heinritz, James H. Beal, Walter Rothwell, A. O. Zwick, George B. Kauffman, Frank H. Freericks; board of directors, Charles H. Avery, L. G. Heinritz, James H. Beal, Samuel C. Davis, Wm. C. Anderson, Simon N. Jones, G. O. Young, A. O. Zwick, Lewis C. Hopp, J. A. Kester, Walter Rothwell, George B. Kauffman, M. S. Kahn, E. B. Heimstreet and Frank H. Freericks; advisory committee, C. M. Southall, W. F. Baum, Fred W. Connolly, John D. Muir, Charles M. Butcher, Louis Emanuel, D. W. Ramsaur, Edw. W. Stucky, F. C. Godbold, Otto F. Claus, L. D. Carlson, Emil S. Blumenkranz, C. R. Redding, J. H. Axt, Nelson S. Whitman, J. W. Monfort, B. H. Hill, Charles J. Fuhrman, Thomas A. Spivey, N. D. Sevin, W. S. Elkins, Jr., A. O. Rosser and Charles H. Huhn.

The company decided to enter California, New Hampshire and Maine for new business.

New Corporation Will Deal in Children's Remedies.

The Howard-Stacey Company, Brooklyn, incorporated under the laws of New York with a capitalization of $100,000, will deal in children's specialties. The new company has established an office in Brooklyn and will in the near future open another in Manhattan. As a side line, it will put on the market simple remedies for ailments of children, such as for colds, colic, etc. The incorporators are: Schuyler Horn, J. H. Spencer, F. W. Lovejoy, W. Howard Bender and C. Stacey Bender.

Adds Another Store to Its Chain.

PARSONS, W. Va., Jan. 20.—The J. W. Kogelschatz Drug Company was recently sold to the F. S. Johnston Drug Company, of Elkins and Davis, which now has a chain of three stores. F. S. Johnston, of Elkins, is general manager. R. W. Shaverly is manager of the Davis store, and A. K. Burley is manager at Parsons.

List of Manufacturers of Viruses, Serums, Etc.

Under date of January 17, the Treasury Department at Washington issued a list of manufacturers now holding licenses issued under the Act of Congress to regulate the sale of viruses, serums, toxins and analogous products.

UPHOLDS FEDERAL PURE FOOD AND DRUG LAW.

Appeal Taken From Judge Stafford's Decision Sustaining the Constitutionality of the Statute.

WASHINGTON, Jan. 20.—Attorney Greeley, for the Waterbury Chemical Co., has arranged to appeal from the recent decision of Judge Stafford, in the District Supreme Court, upholding the constitutionality of the Federal Pure Food and Drugs Act in the seizure of 36 cases of cod liver oil which the government confiscated without preliminary notice to the manufacturers.

The effect of this decision, unless it be reversed on appeal, will be to permit the pure food and drug authorities to seize goods without notice or hearing and submit to the courts the question of misbranding or adulteration. This part of the law, the company claims, is unconstitutional, inasmuch as it confiscates their products without due process of law. The manufacturers intend to carry the point clear up to the United States Supreme Court, if necessary to secure a favorable decision.

A NEW PLASTER COMPANY.

Will Market Its Product Through the Jobbers, Unlike Most of the Concerns Now in That Line.

A new concern, to be called the Wilford Hall Company, with a capital stock of $200,000, is being formed to engage in the manufacture and sale of medicinal and surgical plasters, plain and medicated gauzes, suspensories and other goods such as are usually handled by plaster manufacturers. The new concern will distribute its products exclusively through the wholesale druggists.

Mr. Hall, the organizer, has been in the plaster business for almost 20 years, his latest venture being the installation of the plant of the Aseptic Products Company, a branch of the A.D.S. Previously he was with Grosvenor & Richards, Seabury & Johnson, and Bauer & Black. Mr. Hall has been successful heretofore and his new venture promises to become an important factor in the plaster business.

New York Heads of Parke, Davis & Co. Given Dinner.

At the annual dinner given on January 12 by O. W. Smith, manager of the New York branch of Parke, Davis & Co., to the executives of the branch at the Drug Trade Club, there was a decided change made in the program which has heretofore been a feature of such affairs. In previous years it has been the custom after dinner to listen to words of wit and wisdom from the heads of departments. On the last occasion post-prandial speeches were dispensed with. Dinner over, the entire party proceeded to Hammerstein's Vaudeville Theater, where boxes had been secured. Among those present were:

O. W. Smith, S. H. Carragan, W. J. Carr, J. Burnside, Wm. McKay, H. Kellogg, E. Plummer, W. D. Rowles, E. McColl, W. B. Kaufman, A. Jenkins, D. Lyle, A. de Castro, Dr. G. M. Gutierras, V. Pinto, W. Partrick, H. Kluckel, G. Tompkins, H. Rontgerman, W. Snyders, C. Brant, H. Rollinson, J. Doran, J. M. Blanco, Dr. Jokichi Takamine, J. J. Meyer.

The affair was voted one of the most enjoyable and successful of the many that have been given by the company's local branch.

"Freaks of Fancy" for Meyer Employees.

The annual frolic of the Meyer Bros. Employees' Mutual Aid Association will take place February 4 at Lemp's Park Hall, St. Louis, and it is said that the chief number of the programme will be "A monstrous assemblage of humorous characters in the howling farce comedy entitled 'Freaks of Fancy,' translated from the French for this occasion. The Show will Never be Repeated." J. Joseph Redmond, manager of the salesmen sample department, is general manager of the production. Of course there will be dancing.

Paper Box and Label Plant Damaged.

CHICAGO, Jan. 22.—Three firemen were injured and two of them escaped being burned to death only through a heroic rescue by two comrades in a disastrous fire today in the five-story building occupied by the H. S. McCracken Box & Label Co., at 513 West Van Buren street. The fire was caused by spontaneous combustion in paper boxes in the basement.

Get ready for PNEUMONIA

At this season pneumonia, deadliest of human diseases, is most prevalent. Ordinary treatment is of little value. Specific treatment is demanded; but common pneumonia serums have proved worthless.

Pneumolytic Serum—prepared only in our laboratories—is highly successful. It has been on the market three years. It almost invariably aborts the attack when given early.

We are making a special effort with it at present and physicians are showing keen interest.

Be prepared to supply it. When it is wanted there is not a moment to lose.

Price $3 per 10 Cc. package, less 40% to the drug trade.

FREDERICK STEARNS & CO.

DETROIT, MICH., U.S.A.

WINDSOR, CANADA LONDON, ENGLAND NEW YORK CITY

SUPRACAPSULIN

Solution 1-1000

Permanency Guaranteed

A superior solution of the Active Principle of the SUPRARENAL GLAND. It is right in every respect—Absolutely Aseptic.

Reliable at all Times

When you use **Supracapsulin** you get the expected results. Specify "CUDAHY'S" on your prescription.

Samples and literature on request.

THE CUDAHY PACKING CO.

NEW YORK
BOSTON

PHARMACEUTICAL DEPT.
SOUTH OMAHA, NEB.

CHICAGO
SAN FRANCISCO

BUSINESS NOTICES

NEW ADVERTISEMENTS IN THIS ISSUE OF THE PHARMACEUTICAL ERA.

(Consult also Index of Advertisers and Index to Goods Advertised)

Our advertisers are continually using our pages for making special announcements and offers to the trade.

Abbott Alkaloidal Co., Chicago, Ill., are advertising Anesthaine, a local anesthetic, on p. 183.

American Can Co., New York, on p. 191, have a timely advertisement of insect powder guns.

Ayvad Manufacturing Co., Hoboken, N. J., have an attractive advertisement, on 4th cover page, of their Water Wings, a device to assist learners to swim.

L. A. Becker Co., Chicago, Ill., pp. 110 and 111, have their usual handsome fountain advertising.

Chicago Eye Shield Co., Chicago, Ill., make a special proposition to the trade on p. 202 regarding goggles.

Eckman Manufacturing Co., Philadelphia, Pa., on p. 185, advertise Eckman's Alterative for the treatment of tuberculosis.

H. J. Heinz Co., Pittsburg, Pa., devote p. 175 to a presentation of the superior excellencies of Heinz Pure Olive Oil.

Chas. E. Hires Co., Philadelphia, Pa., on pp. 108-109, have a new and interesting talk on the Munimaker and Hires Rootbeer.

The Hostetter Co., Pittsburg, Pa., are new advertisers, on p. 155.

Hydrox Chemical Co., New York, have two pages, 160 and 173, to discuss the merits of their peroxide of hydrogen and other Hydrox toilet specialties.

Jersey-Creme Co., Fort Worth, Texas, have a handsome announcement on p. 171 of Jersey-Creme, described as a national beverage.

Kelvan Co., Philadelphia, Pa., on p. 207, ask druggists for mailing lists, to use in extending the demand for Methosol.

Alf. J. Krank Laboratories, St. Paul, Minn., have much to say on p. 193 concerning Pink Blush, a massage and toilet cream.

Eli Lilly & Co., Indianapolis, Ind., p. 105, describe the Lilly policy and plan in purchasing pharmaceuticals.

Liquid Carbonic Co., Chicago, Ill., use new and fresh fountain copy on pp. 112-113.

Mallinckrodt Chemical Works, St. Louis, Mo., on p. 182, emphasize their special facilities for the manufacture of pure alkaloids and their salts.

Michigan Show Case Works, Detroit, Mich., use new copy on p. 205.

Mosteller Manufacturing Co., Chicago, Ill., on p. 117, illustrate and describe the Be-ss-t ice cream disher.

H. K. Mulford Co., Philadelphia, Pa., on p. 120, state the results following the employment of Pneumo-Bacterin, in pneumonia.

New England Collapsible Tube Co., New London, Conn., on cover 3, have a new advertisement of their line.

New England Confectionery Co., Boston, Mass., have a new advertisement of Necco Sweets on p. 190.

Ozonized Ox Marrow Co., Chicago, Ill., present, on the 2d cover, a new advertisement of Ford's Hair Pomade.

Parke, Davis & Co., Detroit, Mich., use p. 119 for particulars concerning Egmol, Nutrole and other emulsions.

Royal Metal Mfg. Co., Chicago, Ill., describe their line of high grade metal furniture on p. 197.

Royal Typewriter Co., New York, have entire change of copy on p. 155.

Sharp & Dohme, Baltimore, Md., present, on p. 159, the advantages from handling Spirets of Amyl Nitrite, an improvement over the ordinary pearls.

Chas. E. Sholes Co., New York, on p. 185, discuss perfume concentrates and others of their perfume materials.

J. Hungerford Smith Co., Rochester, N. Y., present some new facts concerning their "True Fruit" specialties and Choco-

(Continued on page 182)

Dioxogen

H_2O_2 12v

THE PURE PEROXIDE OF HYDROGEN

PLAIN TALK—BUT, THE TRUTH

Mr. Pharmacist, do you want to be brought in competition with the grocer and the 5 and 10 cent store? Can you maintain the high standard of your calling by selling the class of goods such stores carry, and by adopting their methods? Shouldn't a druggist—a registered pharmacist—maintain a higher standard and conduct his business on a different principle?

Ordinary **peroxide of hydrogen is sold by many 5 and 10 cent stores and even in many grocery stores, for 5 cents per 4 oz. bottle! They buy it as low as *36 cents per dozen.* Even that is too much for it. We sell better peroxide than that ourselves for 25 cents a gallon in bulk! But, *we* sell our peroxide of ordinary grades for commercial purposes only. We know they are not suitable or efficient for personal or medicinal uses.**

Dioxogen, the *Pure* Peroxide of Hydrogen, is free from all the objectionable characteristics of ordinary peroxide. It is free from acetanilid, contains less than ½ the acid and less than ⅓ the residue allowed by the U. S. P. and is 25% stronger than that standard requires. It is made and sold *exclusively* for personal and medicinal use. It is a *drug store* article, and it offers no attraction to the 5 and 10 cent or grocery store. It is sold on *quality*, *not* on *price*. Mr. Pharmacist, it will pay you to associate your store with the ***Dioxogen*** campaign of "quality" advertising. By pushing ***Dioxogen***—by making ***Dioxogen*** your leading brand of peroxide—by making ***Dioxogen*** the kind *you recommend*—you will be maintaining the high standard of your store and your business.

We will help you tell your customers. Write for particulars regarding our latest co-operative selling plans

THE OAKLAND CHEMICAL CO., NEW YORK

Our Free Samples—a revelation.

The most delightful way to make a bouillon, and the only way which entails no opening of cans, digging into messy jars, or fussing with vegetables, spices or seasoning is to use

"STEERO"

Bouillon Cubes

Place one cube in a cup, pour on boiling water and stir—**instantaneously** you have a cup of the richest, most savory and most delicately seasoned bouillon.

Steero Bouillon Cubes are made from beef and all the vegetables, spices and seasoning recommended by expert chefs. They are immensely popular in Germany, where they originated.

Send for Free Samples

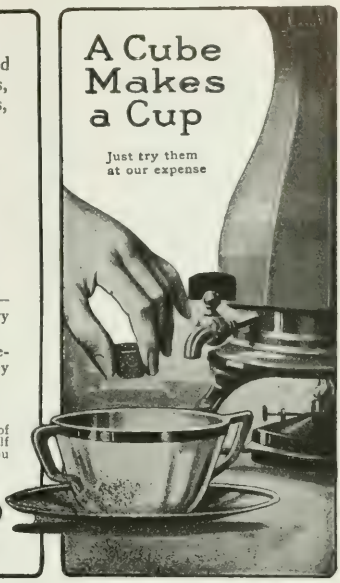
No description of Steero Bouillon Cubes can convey an idea of their convenience, quickness or quality. Cost only two and a half cents per cup. All these are proved by the samples we send you free.

Write us a postal and let the samples introduce to you the most delicious bouillon made.

Distributed and Guaranteed by

Schieffelin & Co., 178 William St., New York

Made by American Kitchen Products Company



For Winter Trade

Use L. & F. Products

There Are None Better
We Name a Few Leaders

EXTRACT WITCH HAZEL
PYRAMID COCOA
RUSSIAN PARAFFIN OIL
COD LIVER OIL
CAMPHOR ICE
COCOA BUTTER
OIL ROSE (VIRGIN)

EMULSION COD LIVER OIL
WHITE PINE EXPECTORANT
OLD GLORY COLD CREAM
ADEPS LANAE
WILLSON'S ZINC OXIDE
FLORAL WATERS

We are Headquarters for High Grade Botanicals
New Crops Now Available. Inquiries Solicited

LEHN & FINK New York

BUSINESS NOTICES

[illegible] Advertisements [illegible] page [illegible] and 167.

Smith, Kline & French Co., Philadelphia, Pa., on cover 4.

F. Stearns & Co., Detroit, Mich., on p. 175, [illegible] necessity of [illegible] Pharmacopœial Serums employed in the treatment of [illegible].

J. W. Storandt Mfg. Co., Rochester, N. Y., on p. 184, ask [illegible] with them.

O. & W. Thum Co., Grand Rapids, Mich., have a new Tanalbin [illegible] on p. 154.

Welch Grape Juice Co., Westfield, N. Y., have a new grape [illegible] on p. 146.

Wells & Richardson Co., Burlington, Vt., have a new Diarrhœal Dye advertisement on p. 169.

Whitall Tatum Co., New York, advertise their Globe Brand Pump and Improved Rectal Syringe on p. 157.

Jno. Wyeth & Bro., Philadelphia, Pa., devote their space on p. 184 to an attractive adv. of Vanilla Extract.

Necco.

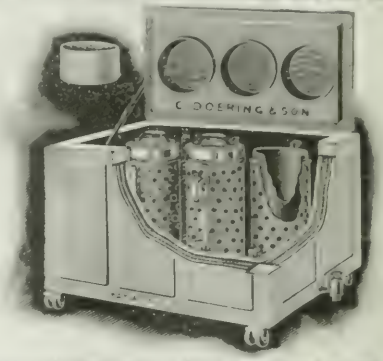
Sounds like an Italian word, but it isn't. Simply an abbreviation of the firm name New England Confectionery Co., of Boston, Mass., and a name applied to a line of confectionery which has deservedly won favor with dealers and consumers. Necco Sweets is a generic name under which are offered a large line of Necco products, some 500 items or more. The advertisement in this issue names a few of them.

Anesthaine.

Anesthaine-Abbott is a preparation advertised in this issue by the Abbott Alkaloidal Company, Chicago, Ill. Its [illegible] Stovaine, [illegible] of long [illegible] permanently in the attention [illegible] which has [illegible] and [illegible] its use [illegible]. Anesthaine, however, is [illegible] as a product which may be safely and effectively employed in all the varied conditions for which local anesthesia [illegible] Anesthaine contains no cocaine. Literature will be sent to physicians on request.

An Effective Ice Cream Cabinet.

An ice cream cabinet which it is claimed will keep ice and



[illegible] cream longest with one being is advertised in this issue by C. Doering & Son, Chicago, Ill. This cabinet, styled the Doering Arctic, is built entirely of steel and enameled, hence the farther claims for it that it will not leak, warp or waterlog, as will a wooden one, and, withal, it is cheaper than the latter. An inquiry will bring a catalog giving prices and [illegible] of styles and sizes.

PURE ALKALOIDS

There is no class of medicinal chemicals in which extreme purity and uniformity are of greater importance than in the Alkaloids. Consistent with the high standard of excellence which we strive to maintain in all of our products, our Alkaloids may be relied upon to conform to the most rigid requirements for purity. Special attention is directed to the following:

Cocaine Hydrochloride, Codeine Alkaloid and **Sulphate, Atropine Alkaloid** and **Sulphate, Apomorphine Muriate Crystals, Aconitine, Caffeine, Caffeine Citrated, Digitalin, Diacetyl-Morphine, Diacetyl-Morphine Hydrochloride, Hyoscine Hydrobromide, Homatropine Hydrobromide, Ethyl-Morphine Hydrochloride, Morphine Sulphate** and other **Salts of Morphine, Pilocarpine Hydrochloride, Scopolamine Hydrobromide, Strychnine Alkaloid** and **Salts, Etc.** *Specify "M.C.W."*

MALLINCKRODT CHEMICAL WORKS

ST. LOUIS NEW YORK

CAREFULLY PREPARED PHARMACEUTICALS

PHARMACEUTICAL SPECIALTIES

ASK FOR OUR PRICES

HENRY K. WAMPOLE & COMPANY

—Incorporated—

Manufacturing Pharmacists, Philadelphia, U. S. A.

NOTE THE FINISH OF OUR GOODS

PRIVATE FORMULA WORK

BUYER'S LABEL PREPARATIONS

Per doz.; as above, $7.50

In less than ½ doz. quantities, each, 75c.

STOVAINE
IS A GREAT SUCCESS

Not as a spinal anesthetic, excepting in the hands of the most skilled, like the brilliant Jonnesco (for the idea of the injection of the spinal canal with all its dangers will never become popular with the patient, nor will the average man care to undertake it) but as the basis of Anesthaine, Abbott—non-secret, without cocaine, widely adopted and successfully applied in all the varied conditions for which local anesthesia may properly be used.

Anesthaine is being widely advertised to the Medical Profession, therefore you should stock, modestly, to care for the demand that is sure to come. Ask your jobber. Literature on request.

THE ABBOTT ALKALOIDAL COMPANY
CHICAGO

NEW YORK 251 Fifth Ave. | SEATTLE 225-8 Central Bldg. | SAN FRANCISCO 371 Phelan Bldg. | TORONTO, CANADA 66 E. Gerrard St. | LONDON, ENGLAND 17-18 Basinghall St.

BUSINESS NOTICES

Branch Office in St. Petersburg.

F. Hoffmann-LaRoche & Co. has found it necessary to establish a branch office in St. Petersburg, Russia, making six branches so far created by this young and enterprising house. Its New York branch, at 65 Fulton street, under its present management, has exceeded the most sanguine expectations. The illustration presents a bird's-eye view of the

laboratories at Basle, Switzerland, and Grenzach, Germany, and it is understood that the demand for 'Roche' chemicals, alkaloids and specialties is such as to tax its manufacturing facilities to the utmost.

SODA FOUNTAINS and STORE FIXTURES
MANUFACTURED BY
J. W. Storandt Mfg. Co., Rochester, N. Y.
YOU CANNOT AFFORD TO PLACE YOUR ORDER WITHOUT CONSULTING US

The Seal of Approval.

In the booklet "Facts," which the American Soda Fountain Company has recently mailed to the trade, is a story relating to three neighbors, each with identical advantages of location. Each had a soda fountain. Neighbor One was content and never changed to more modern improvements. Neighbor Two invested in a fine Wall apparatus. Trade naturally left Neighbor One, following the bright and beautiful. He had feared a temporary loss, but fully expected the return of his regular customers—but as good, or better soda was served from the newer and finer apparatus so people stayed there. Naturally Neighbor Two settled back comfortably, satisfied with his increased trade. He forgot there might still be improvements and did not think seriously of the Iceless Innovation advertisements. Neighbor Three was quick to take advantage of the economical idea and installed a beautiful fountain. Trade left Neighbor Two for exactly the same reason it had left Neighbor One, and the increased business for Neighbor Three was many times that of Neighbor One. The story is illustrated by drawings, showing Neighbor One with the old-fashioned apparatus serving one customer. Neighbor Two has three clerks at his beautiful Wall apparatus serving three customers, while Neighbor Three with his Iceless Innovation is easily serving three customers with but one clerk. Other illustrations in the book, together with the "Facts," are all to the point. If you did not receive a copy send for one, mentioning the ERA in your request.

Formulas.

Just 1311 formulas are given in the new edition of the Dispenser Soda Water Guide. Every fountain operator needs it.

THE PURE-FOOD LAW

Makes it Prohibitory to Sell any but STRICTLY-PURE

Extract of Vanilla

WYETH'S EXTRACT OF VANILLA

is prepared from the choicest variety of carefully selected and properly cured VANILLA BEANS, and contains no coloring matter nor any of the artificial or synthetic principles so frequently employed.

The DELICATE AROMA, a distinguishing feature of our preparation, is imparted by the natural flavor of the *Bean*

SPECIAL PRICES IN BULK

We have filed with the Secretary of Agriculture, as provided by the Food and Drugs Act, June 30, 1906, our GENERAL GUARANTY, which has been registered by the department as "GUARANTY No. 9." We take this opportunity of again assuring the trade that the high standard for which all of our preparations have long since been recognized shall be strictly maintained, and are pleased to afford this guaranty as to their purity and standard.

JOHN WYETH & BROTHER, Inc.
Pharmaceutical Chemists Philadelphia, Pa.

LEMONS?

We know you have had them. Maybe we handed you one years ago when concentrates were in their infancy and we were at the mercy of existing conditions. But today we have the best organization of technical experts in this country. Incidentally we are meeting great opposition. Why? Because the best perfumes in the world are now made from Concentrates—because the "art of perfumery" is becoming an exact science wherein the up-to-date pharmacist with our bases is far more competent than any sorcerers of olden time—

TRY ONE, TWO, OR THREE

odors and our suggestions concerning same. Your money back if you are not PLEASED with results. Catalog on request.

The Charles E. Sholes Company

Volatile Oils and Perfumers Accessories

164 Front Street New York City

11 CITE TREVISE, PARIS

$100,000 CONSUMPTION CURE TESTS MET BY ECKMAN'S ALTERATIVE

Will give the prize of $100,000 to charity should conditions of award permit its bestowal upon Eckman's!

The announcement that a prominent Yale alumnus would award $100,000 to the first person discovering a cure for tuberculosis (consumption) interests the manufacturers of Eckman's Alterative only in respect to the fact that Eckman's **HAS ALREADY** met the conditions required:

1st—It has been in use over five years. 2d—It has many testimonials to prove that cures **have been effected**—testimonials from those cured, and from clergymen, priests and members of various religious orders, and others of standing, which prove that the cures were authoritative—were **real**—not fancied recoveries of people afflicted with minor affections of the lungs, or bronchial tubes or stomach.

But actual recoveries from well-defined, long-seated or acute cases of tuberculosis—(consumption of the lungs.)

ECKMAN'S ALTERATIVE A BOON TO HUMANKIND

Of course, no remedy is an absolute specific—even vaccine and antitoxin have not proved infallible. But Eckman's Alterative has **cured** cases of the severest type which were otherwise entirely incurable.

Eckman's Alterative, according to hundreds **who know by experience**—which is far better than claims or theories—is one of the greatest medical discoveries in the history of man.

The makers of Eckman's Alterative do not want the award. They will furnish the medicine for tests free to any charitable tubercular sanitarium or clinic in Philadelphia designated by the committee in charge of the award, with one member of this concern upon the committee. Upon this proof establishing the truth of all claims, if the award is made, it will be turned over to any charity or charities designated by three leading publishers.

Eckman's Alterative may be obtained from jobbers.

Write us for special local newspaper offer over dealer's name.

Many of the principal druggists throughout the United States are now running the advertising and report excellent results. Sales, in many instances, show a gain of several hundred per cent.

ECKMAN MANUFACTURING COMPANY

MARKET AND SIXTH STREETS -:- PHILADELPHIA, PA.

BUSINESS NOTICES

Goggles Practical and Cheap.

The Chicago Eye Shield Co., 141 So. Clinton St., Chicago, will mail to the trade the cards of a pair of Chicago Goggles No. 23 mounted on their advertisement in this issue. This card is a duplicate of the cards of this device, which is at once attractive, practical and cheap. Of late years goggles have come to be a necessity in a host of occupations to protect the eyes from wind, dust and accidental injury, the locomotive engineer, the motorist, the driver of horses, and even the modest pedestrian exposed to storm finding them serviceable and convenient. This special introductory offer will enable the dealer to convince himself that in Chicago goggles he has an article ready of sale and profitable. All jobbers can supply the trade demand.

Change in Cod Liver Oil Selling Agency.

Alfred Stubbs, drug broker, 30 Cliff St., New York, is out with an announcement to the trade that on Dec. 1 last he resigned the selling agency for Jervell & Co., Aalesund, Norway, and advises his friends and customers that hereafter he will act as sole agent in the United States for Isdahl & Co., Bergen, Norway, for their "Midnight Sun" brand of cod liver oil. This brand for fifty years past has been a recognized leader for its high quality.

Anyone Can Learn to Swim.

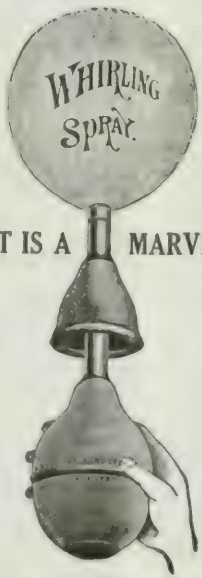
Learn to swim is an admonition that cannot be too often and vigorously repeated. Aside from the great pleasure afforded by a knowledge of swimming, there is added a sense of safety and confidence of incalculable value. While everyone admits the desirability of knowing how, there are many who ask how shall I learn? Learning to swim does not come easy to all. It is to the slow learners that the simple device advertised in this issue appeals with [illegible] Ayvad's Water Wings come very great [illegible] They remove from the learner that timidity which is often the only deterrent, and prove a real help to every tyro. There is a steady demand for this appliance as it is widely advertised to the public through the popular magazines. Dealers are supplied with color show cards and circulars. Write to the Ayvad Mfg. Co., Hoboken, N. J., for further information.

Jersey-Creme Sanitary Straw Dispenser.

This clever device, placed upon the market by the Jersey-Creme Company, of Fort Worth, Texas, is an answer to the call of public sentiment for a more sanitary method in which straws may be dispensed at soda fountains. The panels are of glass, all metal parts nickel-plated, and every part is easily accessible to clean. This is an absolutely sanitary device that excludes flies, insects and germ-laden dust. Each individual

can wait upon himself, and as it is double acting, straws can be secured from either side by a gentle touch of the lever shown in the cut, and only one straw is delivered at a time. The Jersey-Creme Company give these dispensers free with shipments of Jersey-Creme, and every dealer who would protect the health of his patrons should correspond with the Jersey-Creme Company at Fort Worth, Texas, with the view of equipping his fountain and tables with them.

THE MARVEL "WHIRLING SPRAY" SYRINGE



IT IS A MARVEL

WAS AWARDED THE GOLD MEDAL, DIPLOMA, AND CERTIFICATE OF APPROBATION, BY THE SOCIETE D'HYGIENE OF FRANCE, OCTOBER, 9, 1902,

as the latest and best improvement in Vaginal Syringes. Particular attention is called to the fact that by reason of its peculiar construction the Marvel Syringe dilates and flushes the vagina with a volume of whirling spray, which smooths out the folds and permits the injection to come into contact with the entire surface, instantly dissolving and washing out all secretions and discharges.

FULLY PROTECTED BY PATENTS
ALL JOBBERS SELL IT

THE MARVEL CO.

Sole Proprietors

44 E. 23rd St. NEW YORK

BRANCH OFFICES

Paris, France ..... 42 Rue du Marche
London, England .... 11 Queen Victoria Street
Sydney, N. S. W., Australia. 416-418 George St.
Montreal, Can., National Drug & Chemical Co.

AGENCY FOR Whitman's CHOCOLATES AND CONFECTIONS

A Sign that People are Seeking

"With money in their hands"

Our system of selling our package Chocolates and Confections through selected, protected sales agencies makes it a little difficult, sometimes, for the public to buy Whitman's.

Whitman's are not "on sale everywhere."

Every mail brings inquiries "Where is your agency in——?" ranging all the way from Eastport, Maine, to Santa Barbara, California

We limit our sale to protected agencies and cultivate close relations with each agent, endeavoring through each store to supply *fresh* packages to all the fine candy trade that it can possibly reach. We send inquiries to his store, advertise him to the best people by *direct advertising*. But we can't reach the transient trade. He must attend to that.

The costly "general advertising" of Whitman's in the leading publications is all in the interest of the local agent.

The store that has the Whitman agency does wisely to see that the outside display signs are large enough and striking enough to let everyone who passes by *know* that the Fussy Package (and all the others) can be bought inside.

Millions of well-to-do Americans who want the best are hunting the Whitman agent everywhere.

If you have the agency—or if you should get it—*let these people know.*

Write for new catalogue of packages in true colors, samples of advertising matter and our offer to the leading druggist.

STEPHEN F. WHITMAN & SON, Inc., FOURTH AND RACE STREETS *Philadelphia, U.S.A.*

Hot Drinks at the Soda Fountain

ARE BECOMING MORE POPULAR EVERY DAY

ADD TO THAT POPULARITY BY USING

R.S.P. CO.'S Rockford Quality SILVER PLATED SERVICE WARE

We have a full line of appropriate service equipment especially suited to the needs of the better class of Soda Fountain Patronage.

All Jobbers carry and recommend our line

Perfect service guarantees satisfaction—"R. S. P. Co.'s" Silver Plated Ware guarantees perfect service.

ROCKFORD SILVER PLATE CO.
ROCKFORD, ILL.

ROCKFORD SILVER PLATE CO.,
Rockford, Ill.

Please send me complete Price List of the R. S. P. Co.'s Silver Plated Fountain Ware

Signed.....

Address.....

My Jobber is.....

BUSINESS NOTICES

The Peroxide Controversy.

The Hydrox Chemical Co., New York, are using some very "live" copy for their two pages of advertisements in this issue. They discuss in vigorous language the use of acetanilid as a preservative of peroxide of hydrogen, maintaining that it is entirely unobjectionable in the quantity employed, on the contrary its presence is decidedly beneficial. In support of this contention they offer fifty dollars to any chemist, doctor or other person who is authority who will have the temerity to maintain an opposing position. The quality of Hydrox Peroxide is asserted to be the highest, but its cost to the trade is such that it renders a greater profit to the dealer than any other. The other Hydrox toilet specialties are equally profitable. The two advertisements in question are snappy and well worth reading.

Praise From Lord Northcliffe.

The Mothersill Remedy Co., Ltd., Detroit, Mich., finds of considerable value the following testimonial letter from Lord Northcliffe:

SUTTON PLACE, BY GUILDFORD, SURREY,
December 9, 1909.

The Mothersill Remedy Company Limited.

Gentlemen: Your letter of the 14th of September reached me on my return to England from a journey to Newfoundland and back, during which I have seen and heard abundant evidence of the fact that Mothersill's Seasick Remedy appears to be, in nineteen cases out of twenty, an absolute cure for Mal-de-mer, and also for what the Americans call "car-sickness." I have taken it on many occasions, with excellent effect and no after-effect. You are quite at liberty to make use of this letter, as I think it a duty to express my opinion on the subject. Yours truly,

NORTHCLIFFE.

A testimonial of this character is not to be procured for a preparation which has questionable merit. For seasickness Mothersill's seems to have made good.

Fire at Lewes—Plant Sold.

The plant of the Hocker Manufacturing Company, manufacturers of druggists' tin cans and tin boxes, at Lewes, Del., was recently destroyed by fire. The business has now been purchased by Fred L. Myers, who is building a new and improved plant and will soon be in a shape to take care of a largely increased business.

Should Be Sprayed With Calcium Chloride.

On page 78 of the January ERA, in the item about nitric acid packing, an error in the heading might cause confusion to thoughtless persons. As correctly stated in the item itself the proposition was to spray the excelsior packing with a 25 per cent solution of calcium chloride.

Price Lists, Pamphlets, Catalogues, Received.

WHITALL TATUM CO., New York-Philadelphia. Price list 1910. 206 pp. freely illustrated. Druggists' and perfumers' glassware, druggists' sundries. A very attractive list, numerous illustrations in colors. List prices and discount sheets.

JOHNSON & JOHNSON (New Brunswick, N. J.) and J. ELWOOD LEE CO. (Conshohocken, Pa.) 148 pp. fully thumb-indexed. Complete descriptive price list of the manufactures of these two firms. Plasters, absorbent cottons, dressings, trusses, supporters, etc. Ask for price list No. 52—1910.

MERCK'S PRICE LIST, January 1, 1910. 48 pp. The usual trade list of the chemicals, alkaloids, new remedies and specialties of this house. Includes recent market advances and declines.

J. H. DAY & CO., Cincinnati, O. Catalogue No. 33, of Laboratory apparatus and special machinery. 100 pp., liberally illustrated. All manner of machinery and appliances for pharmaceutical and chemical laboratories, grocers, perfumers, manufacturers of baking powders, toilet preparations, soaps, etc.

LEHN & FINK, New York. Price catalogue 1910. 250 pp. Drugs, chemicals, oils, pharmaceuticals, specialties, druggists' sundries, toilet preparations.

NOTES ON NEW REMEDIES, January, 1910. Quarterly. Issued by Lehn & Fink. 48 pp. pamphlet. Contains articles on rheumatism and gout, disinfection, diseases of the skin and their treatment, notes from the analytical laboratory of the firm, reports on medicinal specialties, etc.

THE ERA Price List is invaluable to all druggists.

FREE

Walnutta Hair Stain

Cut this ad. out of **Pharmaceutical Era** and send to your jobber or to address below with an order for one-quarter dozen **"Walnutta" Hair Stain,** to be sent through the jobber you name, and we will send you, ABSOLUTELY FREE OF ALL COST in the United States, one 60-cent bottle of **"Walnutta" Hair Stain,** if you will agree to exhibit our handsome window display in the front window so you can sell **"Walnutta."**

Reg. U. S. Patent Office.

HOWARD E. NICHOLS,
ST. LOUIS, MISSOURI.

WHEELING METAL CEILINGS

If you have noticed our ads. you have seen that we can furnish and erect Beautiful and Artistic Metal Ceilings in Rooms of all Kinds, Sizes and Shapes and that it makes no difference for what the room is used.

Fireproof Economical Sanitary

Write Us

Wheeling Corrugating Company

WHEELING, W. VA.

BRANCH OFFICES AND STORES

NEW YORK CHICAGO
PHILADELPHIA CHATTANOOGA
BOSTON ST. LOUIS

MARCHAND'S
MEDICINAL PREPARATIONS

If you, Mr. Pharmacist, had devoted over *a quarter of a century* to the manufacture of five high grade preparations with only one standard of purity and uniformity, wouldn't you feel they were better than those made by a newcomer?

Then, is it any wonder we are proud of *our* preparations?

We were the first to manufacture Peroxide of Hydrogen (Marchand's) for medicinal purposes—that was thirty-one years ago—we are the PIONEERS.

PHYSICIANS KNOW

That MARCHAND'S PEROXIDE OF HYDROGEN (medicinal, 15 Vol.) is superior, because it is 50% *stronger* than the ordinary U.S.P., 10 Vol., and because it contains *NO ACETANILID*, and is absolutely free from any impurities.

That HYDROZONE (30 Vol.) is *THREE TIMES AS STRONG* as the ordinary preparations, and that it is the *most powerful of all germicidal agents*, yet is *absolutely non-poisonous.*

That GLYCOZONE ($C_3H_8O_4+C_8H_8O_3$), because of its remarkable properties is of signal value when applied to inflamed mucous membranes or other tissues. It is especially serviceable in acute and chronic forms of gastritis, intestinal catarrh, gastric ulcer, etc.

HYDROZONE AND MARCHAND'S PEROXIDE OF HYDROGEN (Medicinal) are put up in the best quality of flint glass bottles, for the reason that flint glass is not so brittle as amber glass. This, in connection with Marchand's improved process of manufacture, reduces the risk of breakage to a minimum.

When a prescription or a request comes to you for **MARCHAND'S PEROXIDE OF HYDROGEN (Medicinal), HYDROZONE, GLYCOZONE, MARCHAND'S EYE BALSAM** or the **DREVET MFG. CO.'S U.S.P. H_2O_2 Official**, see that it is dispensed and no attempt made to urge anything else upon the customer.

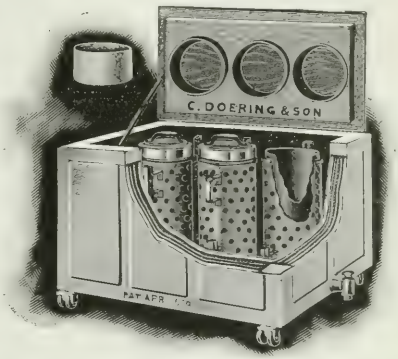
Your profit is LARGER than it would be if you urged the sale of an inferior article.

DREVET MFG. COMPANY
MANUFACTURING CHEMISTS
SOLE PROPRIETORS OF
CHAS. MARCHAND'S MEDICINAL PREPARATIONS
57-59 PRINCE ST., NEW YORK

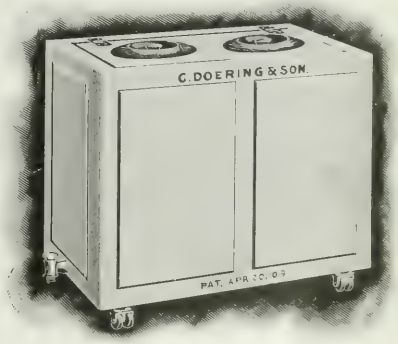
UNSANITARY SURROUNDINGS AND WET FLOORS

Have done more to turn away Soda Fountain Customers than any other cause. An unclean fountain is a sure sign of Uncleanliness in Service. It is nauseating to most customers. You need every customer you can get.

Doering's Sanitary Steel Ice Cream Cabinet



Does away with Dampness, Warping and resulting Slop.
Insures a Dry Floor and Dry Surroundings.
Removes the necessity for Daily Icing.
Saves the Ice Bill, Saves Appearances, Saves Annoyance, Saves Patronage.



It is constructed of *Enameled and Beautifully Ornamented Steel* and fitted with *Patent Adjustable Cylinders* that *permit the use of various sized cans. Made to accommodate 1, 2, 3 and 4 Ice Cream Cans.* Our 1910 Catalogue will interest you. Now is the time to investigate. *You need a "Doering."*

C. DOERING & SON, Inc.
1375 LAKE STREET . CHICAGO, ILL.

PRICE LIST CHANGES

Eli Lilly & Co., Indianapolis, Ind., under date of January 5, 1910, state that the following is a list of all price changes and additions to their catalogue issued January 1, 1910, except on Quinine goods:

(A) means an addition, plus (+) means an advance and minus (—) a reduction.

Fluid Extracts.

Page		Per pint
11	Buchu, Lilly (+)	4.00
11	Buchu, U.S.P. (+)	4.00
11	Buchu Compound, Formula A (+)	3.00
11	Buchu Compound, Formula B (+)	3.00
11	Buchu Compound, N.F. (+)	3.00
11	Buchu, Juniper and Potassium Acetate (+)	3.00
11	Buchu and Pareira (+)	3.00
11	Buchu and Pareira Compound (+)	3.00
15	Digitalis (+)	2.50
21	Prickly Ash Berries (+)	4.00

Pills.

	Per 100	Per 500
30—Hypophosphites Compound (S.C.R.) Pink (A)	.50	2.35

Hypodermatic Tablets.

	Per 100 in tubes	Per 100
63—Diacetylmorphine Hydrochloride		
1-24 gr. (A)	.40	.30
1-12 gr. (A)	.60	.50
1-6 gr. (A)	.85	.75
1-4 gr. (A)	1.10	1.00
1-2 gr. (A)		1.80
In tubes of 20	$1.90	

63—Diacetylmorphine, German, P.T.

1-6 gr. (A)	1.05	.95
1-4 gr. (A)	1.25	1.15

Tablets.

	Per 1000	Per 500	Per 100
80—Aphrodisiac Compound (+)	2.50	1.28	.31
C.C.; S.C., White or Pink	2.70	1.38	.33
81—Aspirin and Codeine (A)	12.40	6.23	1.30
81—Aspirin and Codeine Comp. (A)	12.70	6.38	1.33
83—Black Haw Hydrastis and Jamaica Dogwood (—)	6.65	3.36	.72
Chocolate Coated	6.85	3.46	.74
98—Damiana Compound, La Madrid. C.C. (+)	3.60	1.83	.42
98—Diacetylmorphine			
1-24 gr. (A)	1.95	1.00	.26
1-12 gr. (A)	3.40	1.73	.40
1-6 gr. (A)	6.00	3.03	.66
1-4 gr. (A)	9.40	4.73	1.00
1-2 gr. (A)		9.35	1.90
98—Diacetylmorphine Hydrochloride			
1-24 gr. (A)	1.95	1.00	.26
1-12 gr. (A)	3.40	1.73	.40
1-6 gr. (A)	6.00	3.03	.66
1-4 gr. (A)	9.40	4.73	1.00
1-2 gr. (A)		9.35	1.90
117—Phenolphthalein, 1 gr. C.C. (A)	2.15	1.11	.28
118—Phosphorus, Nux Vomica and Damiana (+)	2.65	1.36	.32
Chocolate Coated	2.85	1.46	.35

Syrups.

	Per doz. pints	Per five pint	Per gallon
156—Ammonium Hypophosphite 16 grs. (A)	10.20	3.75	5.50

Elixirs.

148—Iron, Quinine, Strychnine and Arsenic (A)	9.60	3.65	5.25

Money, Time and Trouble Saved

THE DRUGGIST WHO HAS A WATCH and JEWELRY DEPARTMENT

THE GREATEST OFFER EVER MADE

Any Watch Repaired Regardless of Condition

FOR NOT MORE THAN 95c.

OR LESS THAN 50c.

All watches handled in this office with the exception of Pocket Piece and Arbors. Both Springs and Hair Springs. All work guaranteed. Only skilled workmen employed. [illegible] ALL WORK DONE IN OUR OWN FACTORY. Watch Repairing a Specialty. ALL PARTS FURNISHED.

The UNITED WATCH CO., Inc.

DEPARTMENT E, 7th Floor HUNTER Bldg.

Madison and Market Sts CHICAGO, ILL.

A Confectionery Trade That STAYS and PAYS

A NECCO SWEETS trade *stays* and *pays*. It *stays* because the Necco reputation for quality never diminishes. It *pays* because Necco customers always remain Necco customers. Then there is the added advantage of our extensive magazine advertising *for the benefit of dealers—including you*.

Included in the 500 and more varieties of Necco Sweets are the popular

Necco Licorice Drops

Sold in Bulk and Packages

Following is a partial list of our other leaders—a line which has won great favor among customers, and big trade for dealers.

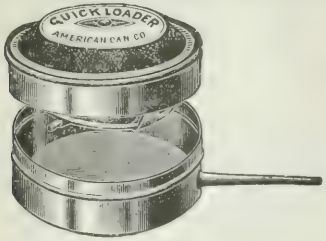
10 CENT PACKAGE GOODS	5 CENT PACKAGE GOODS
Necco Chocolate Maple Walnuts	Necco Chocolate Creams Assd
Necco Chocolate Wintergreen	Necco Pepsin Chewing Gum
Necco Chocolate Nougatines	Necco Chocolate Pecan Fudge
Necco Chocolate Almonds	Necco Chocolate Cream Cakes
Necco Chocolate Assorted Nuts	Carnation Tastilles
Necco Chocolate Molasses Crisp	Necco Chocolate Mints
Violet Pastilles	Necco Cough Drops

PENNY GOODS

Per Wee Mottoes	Peeka Boos
Colestout Rock	Lover's Dreams
Pony Hearts	American Fig Confections
Sweet Orange Slices	Base Ball Caps

Send your jobber today about Necco Sweets. If he is not supplied drop us a card

New England Confectionery Co., Boston, Mass.



"Quick Loader"

INSECT POWDER GUN

LEADS THEM ALL

It Leads in Quick Sales
It Leads in Durability
It Leads in Construction
It Leads in Applying the Powder
It Leads in Price

There is as much profit and much more satisfaction in selling the "Quick Loader" than any other gun made.

If you buy in lots of 25 gross or more we will place your name on the top plate in place of ours, and in addition will furnish you with a reasonable quantity of attractive powder gun circulars, with your imprint.

Advise us the probable quantity of guns you will wish this coming season and we will make you an attractive price and help you to sell them.

American Can Company

New York Chicago San Francisco

GIVE THE PEOPLE WHAT THEY WANT

It's a waste of time and energy trying to persuade them to something else. It's money in a Druggist's bank to "fill orders." Druggists thruout the entire country have taken advantage of our **New Ideas in Rubber Goods**—now being run in national advertising campaign, and are MAKING THEM A LEADER IN SALES. Have you tried it yet?

The Star Seamless Water Bottles

are the only POSITIVELY seamless Bottles ever made. They are cast whole, smooth and even as a glove—a new idea just patented recently by us. COMBINATIONS, SYRINGES, HOUSEHOLD GLOVES, SURGEONS' GLOVES, NIPPLES in fact, the most complete lines of Rubber Sundry Goods ever made.

"The Blood of Venus"

Is the title of a thrilling little romance we distribute, handsomely bound and fully illustrated, to the PEOPLE thru the dealer, as a trade winner. Write us for free copy and catalog, and ask us what we will do to create heavy sales on these goods for you.

"ASK FOR PARTICULARS ABOUT OUR SEAMLESS GOODS."

THE STAR RUBBER COMPANY
265 Switzer Avenue
AKRON, OHIO

Here's the Point:

You proclaim yourself a discriminating buyer—establish your business upon the highest level of professional confidence—by dispensing **'Roche' chemicals** and **alkaloids.** Why? Because physicians have learned, through their acquaintance with Digalen, Thiocol, and other widely used 'Roche' products, to **put their trust in anything** bearing **the 'Roche' symbol.** The other day one of New York's leading ophthalmologists said to us—**"Your Homatropine is the best I have ever used."** The fact is, we specialize in the production of **chemicals, alkaloids, and specialties of rare quality.**

Specify 'ROCHE' when ordering the following:

Aconitine	Atropine	Escrine	Hyoscine
Arecoline	Colchicine	Homatropine	Pilocarpine

(in vials of 1, 2, 5, 10, and 15 grains, and upward.)

Benzo-Naphthol	Hexamethylenetetramine
Benzoic Acid	Iodides
Bismuth Salts	Kresapol
Bromides	Morphine
Brucine	Phenolphthalein
Caffeine	Salicylic Acid
Carbolic Acid, U. S. P.	Salol
Cocaine	Saponin
Codeine	Sodium Benzoate
Creosote (Beechwood)	Sparteine
Cumarin	Strychnine
Guaiacol (Carbonate)	Theobromine
Guaiacol (Liquid	Veratrine

The Hoffmann-La Roche Chemical Works
65 Fulton Street, New York

Prices Current *of* Drugs *and* Chemicals

TO SUBSCRIBERS In comparing your invoice with the prices in this Price Current, remember that the prices here given are those today in the New York market, and are the average prices charged to retail druggists. For larger quantities and original packages lower prices should be secured. Quality should always be taken into consideration.

Acacia, select white	lb.	.40	— .45
1st select powdered	lb.	.45	— .50
Fine granulated 1st	lb.	.45	— .50
Sorts	lb.	.25	— .27
Sorts, sifted	lb.	.25	— .30
Acetanilid (bbls or cases)	lb.	.25	— .26
	lb.	.30	— .35
Acetphenetidine, U.S.P.	lb.	1.05	— 1.07
Acetone, pure C P Med	lb.		— .35
Acid, Acetic No. 8 sp. gr. 1.040)	lb.	.08	— .10
U S P, 36 p. c.	lb.	.06	— .10
C P, Glacial, 99½ p. c.	lb.	.27	— .28
Benzoic, Eng., true	oz.	.13	— .17
German	lb.	.45	— .50
Boracic, cryst	lb.	.11	— .14
Powdered	lb.	.12	— .15
Impulp.	lb.	.17	— .22
Butyric, 100 p. c.	oz.		— .25
Carbolic, cryst., bulk	lb.	.10	— .11
10 and 5 lb. cans	lb.	.12½	— .14
Crystals, 1 lb. bottles	lb.	.15	— .19
Crude, 10-95 p. c.	gal.	.20	— .60
Chloracetic, 1 oz. v.	oz.	.25	— .17
Chromic, 1 oz. v.	oz.	.07	— .11
C P	oz.		— .12
Chrysophanic, true, vials	oz.	.5	— .10
Cinnamic, synthetic, v.	oz.	.35	— .40
Natural, 1 oz. v.	oz.		— .10
Citric, cryst. (kegs)	lb.		— .50½
	lb.	.37	— .44
Granulated	lb.	.42	— .47
Powdered	lb.	.44	— .47
Formic, Conc. 1 lb. bot.	lb.		— 1.25
	oz.		— .19
Gallic	lb.	.65	— .70
1-4, 1-2, 1 lb. cartons	lb.	.70	— .75
Glycerinophosphoric	oz.		— .10
Hippuric	oz.	.65	— .75
Hydriodic, sp gr 1.50 1 oz.		.40	— .42
Sealed Tube	oz.	.50	— .52
Hydrobromic, conc., incl. Dil., U S P, 1 oz. v. incl	oz.		— .17
	oz.		— .08
Acid, Hydrocyanic, 1 oz. v. U S P	oz.	.10	— .12
Hypophosphorous, sol., 30 per cent	oz.		— .10
1 S P., 10 p. c.	oz.		— .11
Lactic conc. 1 oz. v.	oz.		— .12
	lb.	.08	— .70
Tolute	oz.		— .08
Malonic, C P	lb.		— 3.50
1 oz. vials	oz.		— .44
Muriatic, pond 20 deg (Carboy less 5c lbs 2½c)	lb.	.05	— .07
C. P. Hydrochloric	lb.	.10	— .15
Nitro Muriatic	lb.		— .20
Oleic, purified	lb.		— .30
Oxalic	lb.	.12	— .14
Powdered	lb.	.20	— .22
Phosphoric, diluted	lb.		— .10
U S P less 50 p. c.	lb.	.30	— .35
Syrup, 85 per cent	lb.	.45	— .60
Meta concen sticks	lb.	.50	— .55
Pure	lb.		— .55
Pyrogallic, ¼, ½ and 1 lb. cans	lb.	1.75	— 1.95
1 oz. v.	oz.	.20	— .25
Pyrotechnous, purified	lb.		— .30
Resolic	gal.	.25	— .40
Salicylic, 1 lb. carton	lb.	.40	— .42
Bulk	lb.	.38	— .40
From Gaultheria, 1 oz. v.	oz.	.28	— .32
Sulphuric, aromatic	lb.		— .50
Conc 66 cdy 160 lbs	lb.		— .017½
	lb.	.05	— .06
C. P.	lb.	.10	— .14
Sulphurous, U.S.P. solution	lb.		— .16
Tannic, Phar., 1 lb. cart.	lb.	.70	— .85
Medicinal	lb.		— 1.65
Tartaric, cryst.	lb.	.27	— .32
Powdered	lb.	.27	— .32
Thiocinamic	oz.		— .25
Valerianic, 1 oz. v.	oz.		— .20
Aconine	oz.		— 3.75
Aconin, 15 gr. v.	oz.		— .25
Aconite leaves, Eng. 1 lb. b.	lb.		— 1.25
German	lb.	.19	— .24
Powdered	lb.	.24	— .29
Root, English	lb.		— .75
Powdered			— .80
Root, German	lb.	.19	— .25
Powdered	lb.	.24	— .30
Aconitine, Amorp., ¼ oz. v.	ea.		— 1.40
Nitrate, Amor., 15 gr. v.	ea.		— .50
Cryst. 15 gr. v.	ea.		— .30
Adeps Lanae, Anhydrous	lb.	.27	— .30
Hydrous	lb.	.22	— .24
Agar Agar	lb.	.75	— .85
Agaricin	oz.		— .84
Alcohol, Absolute	gal.		— 4.50
Cologne, 8p., 95%, U.S.P., bbls	gal.		— 2.70
Less	gal.	2.05	— 2.60
Com'l, 95%, U.S.P., bbls.	gal.		— 2.45
Less	gal.	2.00	— 2.05
Denatured, bbls. & ½ bbl.	gal.	.45	— .50
Less	gal.	.50	— .60
Methylic (Wood), bbls.	gal.	.75	— .90
Less	gal.	.65	— .75
Alkanet Root	lb.	.12	— .14
Alkannin, Powdered	oz.		— .40
Allspice, clean	lb.	.11	— .14
Powdered	lb.	.16	— .20
Almonds, Bitter, shelled	lb.	.45	— .50
Sweet, Jordan	lb.	.45	— .50
Aloes Barbadoes, true	lb.	.75	— .80
Powdered	lb.	.85	— .90
Cape	lb.	.14	— .18
Powdered	lb.	.26	— .30
Curacoa, gourds	lb.	.18	— .22
Socotrine True	lb.	.35	— .40
Powdered	lb.	.40	— .45
Purified	lb.	.75	— 1.00
Aloin, 1 oz. v.	oz.	.13	— .15
Althea Root, cut	lb.	.25	— .30
Alum, Ammonia, bbls.	lb.	.02	— .05
Dried, 1 lb. cartons	lb.		— .14
Ground, bbls or less	lb.	.02½	— .05
Powdered, bbls. or less	lb.	.03½	— .05

Increase Your Ice Cream Profits

By Using the Cabinet That Preserves the Ice and Keeps the Cream the Longest

GRAND RAPIDS ICE CREAM CABINETS

are unexcelled for insulation substantial and long lasting ease construction and fine appearance.

Our Cabinets have long earned the name of

The Grand Rapids
ICE CREAM CABINET OF QUALITY

Our steadily increasing business is proof of the above assertion.

Our Cabinets combine the most perfect insulation known to science preserving the ice prevents sweating etc. All Grand Rapids Cabinets are furnished with brass faucets to draw off surplus water.

Write us for prices and detailed information or ask your jobber.

CHOCOLATE COOLER CO., 75 Alabama St., Grand Rapids, Mich.

$5.50 PROFIT ON A $6.00 ORDER

Would you spend 50c. to make $5.50 and at the same time insure the future regular patronage of twenty-five people? You can do it if you co-operate with us in the sale of

KRANK'S
PINK BLUSH
MASSAGE CREAM

A quality article, a toilet necessity so near perfection that in the short time it has been on the market the sales are wonderful.

THOUSANDS OF DOLLARS FOR ADVERTISING

To tell the people of its merits and direct them to the druggists.

To make our plan a complete success, we wish your co-operation in selling an article of merit, under the *protected price selling plan*, which pays you a profit of 50 per cent. You have the same opportunity as your competitor, you buy and sell at just as low a price as he can.

If you are interested in our proposition send for our booklet which explains all about our advertising campaign. How Pink Blush is marketed, and how to make $5.50 profit on a $6.00 order.

Write us today.

ALFRED J. KRANK LABORATORIES
153 SIXTH STREET ST. PAUL, MINN.

A SIX DOLLAR "P. M."

200 FINE IMPORTED POST CARDS

QUICK SELLERS AT 3 TO 10 CENTS EACH

A Clear Cash Bonus of $6.00

These selected Post Cards sell every day in the year. 154 choice designs (of which 122 are Birthday Cards). All latest up-to-date designs. No old stock.

ABSOLUTELY FREE

200 assorted cards with every $16.00 order for

Chi-ches-ters Diamond Brand Pills

single or assorted sizes. Order goods and Herbs today from your Jobber. We send the premium DIRECT.

HERB BONUS

When ordering Chi-ches-ters Pills from your Jobber ALWAYS specify "WITH HERBS." INSIST ON THIS. By so doing you will receive best quality of Pressed Herbs FREE. Sell the Herbs at 5 cents per package; that means an additional "P. M." of $9.60.

Chi-ches-ters Diamond Brand Pills

are carried in stock and the trade supplied by all first-class Wholesale Houses and Jobbers in the United States.

CHICHESTER CHEMICAL COMPANY
2915-17-19 Madison Square, PHILADELPHIA, PA.

7 Years of the Miles Plan

Has Made the Retail Druggists Hundreds of Thousands of Dollars in Profits.

Did You Get Your Share?

PRICE PROTECTION

is after all the only live issue —the one that gives point to the druggists' motto:

"Live and Let Live."

The co-operation of the Druggist is especially due to those who help him.

THE DR. MILES MEDICAL CO.
ELKHART, IND.

Prices Current *of* Drugs *and* Chemicals—*(Continued)*

Ammoniac, Gum, tears	lb.	.10
Ammoniac, Gum, tears	lb.	.07
Ammoniac, Gum, tears	lb.	.10
Ammoniac, Gum, tears	lb.	.12
Resublimed, 1 lb. bots.	lb.	.15
Ammoniac, Gum, tears	lb.	.20
Ammoniac, Gum, tears	oz.	.16
Ammoniac, Gum, tears	lb.	.20
Ammoniac, Gum, tears	lb.	.25
Ammoniac, Gum, tears	lb.	.50
Ammoniac, Gum, tears	lb.	.90
Ammoniac, Gum, tears	lb.	.95
Ammoniac, Gum, tears	lb.	.28
Ammoniac, Gum, tears	lb.	.18
Angelica Root, foreign	lb.	.25
Angelica Root, foreign	lb.	.30
Angelica Root, foreign	lb.	.40
Anise Seed	lb.	.17
Anise Seed	lb.	.22
Annatto Seed	lb.	.12
Annatto Seed	lb.	.15
Antimony, Metallic, Ammoniated	oz.	.25
Antipyrine	oz.	1.20
Antipyrine	oz.	1.25
Antipyrine Hydrob., Eng'y	oz.	.65
Antipyrine Hydrob., Eng'y	oz.	1.80
Arnica Flowers	lb.	.20
Arnica Flowers	lb.	.25
Powdered	lb.	.30
Asafetida	lb.	.40
Asafetida	lb.	.45
Asafetida, Powdered	lb.	.50
Asbestos, Amianthus	lb.	.08
Barbadoes Aloes	lb.	.10
Barbadoes Aloes	lb.	.15
Barbadoes Aloes	lb.	.20
Barbadoes Aloes	lb.	.25
Barbadoes Aloes	lb.	.30
Barbadoes Aloes	lb.	.35
Barbadoes Aloes	lb.	.40
Barbadoes Aloes	lb.	.45
Barbadoes Aloes	lb.	.50
Barbadoes Aloes	lb.	.55
Barbadoes Aloes	lb.	.60
Barbadoes Aloes	lb.	.65
Barbadoes Aloes	lb.	.70
Barbadoes Aloes	lb.	.75
Barbadoes Aloes	lb.	.80
Barbadoes Aloes	lb.	.85
Barbadoes Aloes	lb.	.90
Barbadoes Aloes	lb.	.95
Barbadoes Aloes	lb.	1.00
Barbadoes Aloes	lb.	1.10
Barbadoes Aloes	lb.	1.20
Barbadoes Aloes	lb.	1.25
Barbadoes Aloes	lb.	1.30
Barbadoes Aloes	lb.	1.40
Barbadoes Aloes	lb.	1.50
Barbadoes Aloes	lb.	1.60
Barbadoes Aloes	lb.	1.70
Barbadoes Aloes	lb.

MacKellar's

It requires no great effort to add the word "MacKellar's" when ordering powdered Willow Charcoal, but it means a great deal of difference in the quality you will get. Insist on having the WILLOW CHARCOAL (Salix) that is "Prepared at MacKellar's Mills, Peekskill, N. Y. Bulk or cartons.

R. MacKELLAR'S SONS COMPANY

Established 1844 PEEKSKILL, N. Y.

CHARCOAL

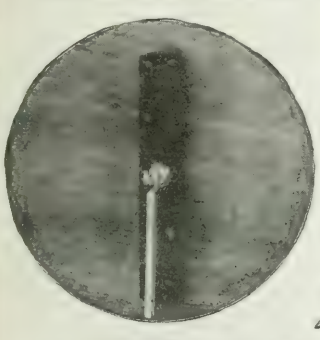
If You Have a Soda Fountain
You Need the Portable Soda Table

Ordinary Soda Tables when not in use are in the way. They add to your rent money. The Portable Soda Table is collapsible—set up or taken down in a few seconds. When not in use can be set aside, taking up the space of an umbrella. It *helps* pay your rent money.

Ordinary Soda Tables spill the liquids on the customers. **Portable Soda Tables** prevent that—the outer edge is grooved, catching the drip.

Every soda fountain has its rush hours. customers come in no table room—result, they go to your competitor. Avoid this. Be prepared. Have a few Portable Soda Tables at your disposal, which can be set up in a few seconds and placed anywhere in your store, ready for service.

Showing Portable Soda Table in Use.



Showing Table Taken Apart.

Top can be lowered or raised, for children or adults, as the occasion demands.

SAVES SPACE—KEEPS CUSTOMERS—MAKES MONEY

Aren't these sufficient reasons why PROGRESSIVE DRUGGISTS should use Portable Soda Tables?

Your jobber should have them in stock if he hasn't, write us. We gladly send our Tables on 30 days approval. If not entirely satisfactory, your money refunded without question.

STYLES: Nickel-plated, and Polished or Oxidized. Legs straight or curved. Table surface, 18, 20 or 24 inches. Birch or quarter sawed Oak. Finished in Mahogany or Antique Oak.

PRICES: 18 inch top, Nickel-plated or Oxidized, $5.50. Beautiful stools of similar combination and construction, $3.50.

CAPABLE REPRESENTATIVES WANTED

COMBINATION DISPLAY TABLE & ADJUSTABLE FIXTURE CO., 50-56 Fifth Ave., CHICAGO, ILL.

There is Nothing "JUST AS GOOD"

A "Formula" introduced by the late Mr. Planten Over 70 Years Ago

POPULAR FOR GENERATIONS

PLANTEN'S (TRADE MARK) C & C OR BLACK CAPSULES

(REGISTERED IN U. S. PATENT OFFICE

Beware of "NEAR GOODS," "NEAR NAMES," and Imitations

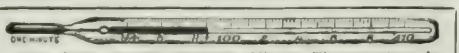
ONE OF THE OLDEST AND BEST REMEDIES FOR

Chronic and Acute Gonorrhoea, Gleet, Urethritis

H. PLANTEN & SON Founded 1836 **BROOKLYN, N. Y.**

Prices Current *of* Drugs *and* Chemicals—(*Continued*)

Caffeine Sulphate, ¼ths	oz.	.40	–
White, peeled and split	lb.	.38	–
Granulated	lb.		
Hypophosphite	lb.	.75	–
Iodide	lb.	3.15	–
Lactophosphate, Sol.	lb.	1.20	–
Sulphate Precip., pure	lb.	.35	–
Sulphite, Neutr., for cider	lb.		
Calendula Flowers	lb.	.40	–
Camphor, refined (bbls. 480 lb. ¼ lb. squares (cases 400)	lb.	.48	–
Powdered	lb.	.54	–
Japanese, ozs.	lb.	.52	–
Canella Bark, powdered	lb.	.30	–
Cannabis Indica Herb	lb.	1.80	–
Cantharides, Russian, sifted	lb.	.90	–
Powdered	lb.	1.10	–
Capsicum, African	lb.	.17	–
Caraway	lb.	.18	–
Powdered	lb.	.23	–
Carbon Disulphide	lb.	.11	–
Cardamom Seed, bleached	lb.	1.00	–
Decorticated	lb.	.80	–
Powdered	lb.	.90	–
Carmine, No. 40	oz.	.30	–
Cascara Sagrada Bark	lb.	.20	–
Powdered	lb.	.20	–
Cascarilla Bark	lb.	.30	–
Powdered	lb.	.35	–
Cassia, China	lb.	.20	–
Powdered	lb.	.20	–
Saigon, thin, select	lb.	.60	–
Powdered	lb.	.70	–
Catechu, Medicinal	lb.		
Yello	lb.		
Oxalate		.45	–
Chalk, Precipitated, Eng., 7 lb. box, white	box		
White, bbls.	lb.		
Chamomile Flowers, Ger.	lb.		
Roman	oz.		
Charcoal, Willow, pwd.	lb.		
Chicle	lb.		
Chiretta	lb.		
Chloral Hydrate, Cryst.	lb.		
Chloroform	oz.		
Chrysarobin	oz.		
Cinchona Bark, pale, select	lb.		
Red	lb.		
Cinchonidine, Alkal.	oz.		
Sulphate	oz.		
Cinchonine, Sulphate	oz.		
Cloves	lb.	.20	–
Powdered, pure	lb.		
Cobalt, powdered (Fly Poison)	lb.		
Cocaine, Alkaloid, ⅝ oz. v.	oz.	4.50	–
Muriate, Cryst., ozs.	oz.		
⅛ oz. vials	oz.		
Oleate (5 p. c. Alk.)	oz.		
Coca Leaves	lb.		
Cocculus Ind. (Fish Berries)	lb.		
Powdered	lb.		
Cochineal, Honduras	lb.		
Powdered	lb.		
Codeine	oz.	4.65	–
Phosphate	oz.		
Sulphate	oz.		
Colchicum Root	lb.		
Powdered	lb.		
Seed	lb.	.70	–
Powdered	lb.		
Collodion, U.S.P., 1900	lb.		
Flexible	lb.		
Colocynth, select	lb.		
Columbo Root	lb.		
Comfrey Root, Crushed	lb.		
Copaiba, S. A.	lb.		
Copper, Acetate, distilled	lb.		
Ammoniated	lb.		
Carbonated	lb.		
Chloride, Pure, cryst.	lb.		
Iodide	lb.		
Subacetate (Verdigris)	lb.		
Powdered	lb.		
Sulphate (Blue Vit.)	lb.		
Barrels			
Powdered	lb.		
Copperas (see Iron Sulphate)			
Coriander	lb.		
Powdered	lb.		
Corrosive Sublimate (see Mercury Bichloride)			
Cotoin, true, ⅛ oz. v.	ea.		
Cranesbill Root	lb.		
Cresosteol	oz.		
Creosote	oz.		
Croton Beans	lb.		
Cubeb Berries, sifted	lb.		
Powdered	lb.		
Cudbear	lb.		
Culver's Root	lb.		
Cumin Seed	lb.		
Damiana, leaves	lb.		
Dandelion Herb	lb.		
Root	lb.		
Cut	lb.		
Dextrine, Yellow	lb.		
White	lb.		
Digitalin, ¼ths	oz.		
15 gr. vials	ea.		



One dozen **EXCELLENCIES** Minute Thermometers in Aluminum Cases, with chain and pin, at $5.00 per doz.

OFFER With the first order we will send ½ doz. 1 Minute Thermometers with Government Certificates, to use as Standards, free of charge. **Order from your Jobber.**

Write for Catalogue on Hypodermic Syringes, etc.

E. KESSLING, Mfr., - - - Brooklyn, N. Y.

GLASS SYRINGES

TEST TUBES MEDICINE DROPPERS

If you are not doing business with us,—you are not buying at ***Headquarters.***

FAIRMOUNT GLASS WORKS

2300 Parrish Street Philadelphia, Pa.

WHALE OIL SOAPS, CARBOLIC SOAPS, DOG SOAP, PINE TAR, POWDERED ROSIN, DISINFECTANTS, ETC.

JAMES GOOD, 939-41 N. Front St., Philadelphia, Pa.

Guaranteed under Pure Food and Drugs Act

Wholesale Drugs, Chemicals and Sundries

Guaranteed Food and Drugs Act. Serial No. 5151

LEE @ OSGOOD CO.

131 MAIN STREET NORWICH CONN

DON'T U WORRY

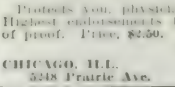
When the Matkin R O. K. System is used in your Prescription Department

Protects you, physician, and patient. Errors cannot occur. Highest endorsements by the profession. Eighteen years of proof. Price, $2.50.

THE MATKIN PUB. CO.

CHICAGO, ILL. 5248 Prairie Ave.

ROSWELL, N. M. Box 82



GOOD SAMARITAN CORN REMEDY

Remedy for Hard and Soft Corns, Calluses, Bunions, Ingrowing Nails and Warts

Guaranteed under the Food and Drugs Act, June 30, 1906. No. 4829

Wholesale Price, $1.75 per Dozen

Medicated Artificial Skin Co., Box 274 Denver, Colo.

Formerly La Center, Wash.

IT'S SO DIFFERENT!

Hawaiian Pineapple

Picked Ripe **Canned Right**

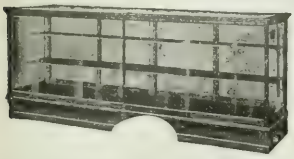
Send for booklet of recipes

Sliced, Crushed or Grated

Hawaiian Pineapple Growers Assn. 1136 Tribune Bldg., New York City

¶Ask your Jobber for samples and prices, and stock now.

¶Crushed and Grated Hawaiian Pineapple are put up in large and small cans for convenience of the soda fountain trade.



SAVE ON SHOW CASES

The saving you make on the price will be but one of your causes for satisfaction, when you set upon your floor a handsome

Wolverine Knock-Down Show Case

It is one of the finest you can get, irrespective of price. A handsome golden oak frame with nickeled fittings, with beveled glass top are the materials used. It is shipped K.D. to save two-thirds of the freight. You can set it up in five minutes without tools.

Write us now—before you lose the address—asking for our illustrated catalog.

Address Dept. P.

Michigan Show Case Co.

51-53 East Fort St. Detroit, Mich.

THE CLUB DESIGN

IS THE HIGHEST DEVELOPMENT IN

METAL FURNITURE

IT IS THE MOST SATISFACTORY LINE TO HANDLE. IT IS MADE IN ALL OF THE PREVAILING STYLES AND FINISHES.

CHAIRS, TABLES, STOOLS

Write for Full Particulars, Prices, Etc.

THE METAL PRODUCTS CO.

SHELBY, OHIO

ASK FOR THE GUM THAT BEARS THIS Y&S TRADE MARK *BRAND*

Y&S TRADE MARK **PEPSIN GUM**

LICORICE
PEPPERMINT
WINTERGREEN
SPEARMINT

MADE OF THE PUREST INGREDIENTS

MANUFACTURED BY THE

NATIONAL LICORICE CO.

Spooners Delight

HIGH GRADE

ROYAL METAL FURNITURE

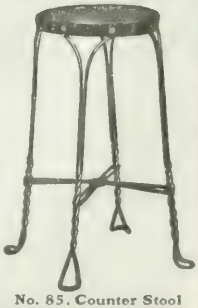
GUARANTEED

You will appreciate our double cross brace construction, our triple plated metal finish, our table tops that will not warp or split, our interesting prices.

Our new 1910 catalogue for the asking.

ROYAL METAL MFG. COMPANY

1815 DEARBORN STREET CHICAGO, ILL.



No. 85. Counter Stool

Prices Current of Drugs and Chemicals—(Continued)

Digitalis Leaves, Eng.	lb.		
Elecampane Root	lb.	.12	.16
Ground, pure	lb.	.25	.30
Powdered, pure	lb.	.25	.30
	lb.	.55	.60
Powdered	lb.	.57	.62
Ether, Acetic			.67
Chloric, U.S.P.	lb.		.37
Nitrous Concd.	lb.	.80	1.00
U.S.P.	lb.		.31
U.S.P., 1880	lb.	.35	.40
Washed	lb.		.36
	oz.		.15
	oz.		3.50
	oz.	.11	.15
Eucalyptus Leaves	lb.	.10	.12
	lb. powd.	oz.	.80	.90
Euphorbium	lb.		.30
Powdered	lb.		.40
Euquinine	oz.		1.40
	oz.		1.40
Fennel Seed	lb.	.30	.35
	kilos.		8.50
	lb.	.06	.08
Ground	lb.	.05	.07
Fib Slakes, Fx, Ribbon, across			4.80
			1.20
Fenugreek Seed	lb.	.08	.10
Ground	lb.	.09	.12
	lb.	.22	.25
Galangal Root, selected	lb.	.12	.15
Powdered	lb.	.16	.20

Ginger Root, African	lb.	.14	.16
Jamaica	lb.	.18	.22
Jamaica, bleached	lb.	.25	.30
Powdered	lb.	.27	.32
Ginseng	lb.	8.00	10.00
Gold and Sodium Chloride, U. S.P., 15 gr. vials	doz.		2.70
Gold Beaters' Goldpiece	lb.	1.10	1.20
Goldenseal, Small Root	lb.	2.50	.70
Powdered	lb.	2.80	2.90
Grains of Paradise	lb.	.75	.90
Powdered	lb.	.80	.85
Grindelia Robusta Herb	lb.	.15	.20
Powdered	lb.	.25	.28
Guaiac, Resin	lb.	.25	.2
Powdered	lb.	.12	.17
Wood, rasped	lb.	.06	.08
Guaiacol, liquid	lb.	2.60	2.80
Carbonate	oz.	.27	1.50
Salicylate (Guaiacol Salicylate)	oz.		1.00
Valerianate (Geosote)	oz.		1.31
Guarana (Paullinia)	lb.	2.25	3.50
Powdered	lb.	3.50	4.75
Gun Cotton (Pyroxylin)	oz.	.20	.25
Gutta Percha, Crude	lb.	1.50	1.75
Sheet	lb.	1.50	— 1.75
Hematoxylon	oz.		.10
Hemlock Bark, crushed	lb.	.12	— .15
Powdered	lb.	.16	.18
Hemol	oz.		.80

Henna Leaves	lb.	.04	.06
Hepatica Leaves, Eng.			1.00
German	lb.	.28	.3
Powdered			.3
Seed			.3
Herb, Lobelia	lb.	.35	.4
Heroin Hydrochl., 15 gr. vials			.7
Hesperidin	lb.		3.00
Hexamethylenamin	lb.		.3
Homatropine Alk.	oz.	.35	.40
Hydrobromide	gr.	.01	.2
Hydrol	oz.		.4
Salicylate and Sulphate	gr.		.1
Hydrastis Canadensis	lb.		.4
Hydrastine	oz.	.12	.14
Hydrastinine	oz.	.40	.45
Hydrastinine Alk., Powdered			10.00
Hydrobromide			15.00
Sulphate	oz.		10.00
Hydrastis Canadensis	lb.	.14	.16
Hydrastis Fluid, Sec. Alcohol	lb.	.20	.2
Sol. Technical	lb.	.15	.20
Hyoscine Hydrobrom 1 gr. vials	gr.	.20	.2
Hydrochlorate, Amorph., 15 gr. vials			.6
Crystal white	gr.	.02	.0
Hydrobromide	gr.	.20	.2
Iceland Moss	lb.	.12	.1
Powdered	oz.		.1
Indian Hemp	lb.	4.00	4.5
Indigo, Bengal, true	lb.	1.25	1.5
Manila	lb.	.60	.7
Indol Powder	lb.	.40	.5
Pure Uncol'd Dalmatian	lb.	.50	.6
Iodine Bromide	oz.		.4
Resublimed	lb.	2.80	2.9
Iodoform, cryst. & powd	lb.	.25	— .3
	oz.	.50	— .5
Ipecac Root, Carthagena	lb.	1.30	— 1.4
Powdered	lb.	1.40	1.5
Rio	lb.	1.25	1.3
Powdered	lb.	1.85	2.0
Irish Moss, bleached	lb.	.15	.2
Irisin (Eclectic Powder)	oz.		.0
Iron, Acetate, dry	oz.		.2
Bromide	oz.		.3
Benzoate			.3
Chloride, cryst., U.S.P.	lb.		.3
Citrate, U.S.P.	lb.	.38	.4
and Ammonia, Sol.	lb.	.14	.1

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Sanatogen sells time and again to the same person—and it sells to the very highest class trade. It is a scientific, approved preparation, and has been prescribed by the best physicians everywhere for years past.

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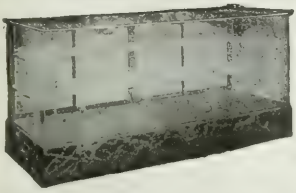

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Our reputation for good work is unexcelled—for deliveries a little slow. This is due to one cause only—too many orders for our capacity. But this refers to the past. With our new addition we will have a capacity of $2,000,000 annually. We will carry an enormous stock in the white—ready for finishing. Let us figure with you for one case or an outfit. Write for Catalog B-10.

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Under Our Own Management. THE LARGEST SHOW CASE PLANT IN THE WORLD

Prices Current *of* Drugs *and* Chemicals—(*Continued*)

Lead oxide, Medicinal	lb.	.80	.90
Red	lb.	.07	.12
Subacetate Solution	gal.	.15	.18
White, Dry Ground	lb.	.06	.15
Leaf, Red Ribbon	lb.	.10	.15
Tin foil	lb.	.14	.20
Licorice, Cake	lb.	.25	.32
Mass	lb.	.25	.30
Powdered	lb.	.30	.42
Root, Russian, cut	lb.	.15	.20
Powdered	lb.	.15	.20
Spanish, genuine	lb.	.18	.20
Powdered	lb.	.12	.15
Lime Chlorinated, bulk	lb.	.04	.06
Assorted	lb.	.10	.12
Lithium Acetate	oz.		.18
Benzoate	oz.		.18
Bromide	lb.	1.35	1.65
Carbonate	oz.	.09	1.00
Glycerophosphate	oz.	1.20	1.45
Salicylate	lb.	1.00	1.10
Lobelia Herb	lb.	.20	.25
Powdered	lb.	.25	.30
Seed	lb.	.50	.60
Powdered	lb.	.60	.70
Lovage Root, select, cut	lb.	.80	1.10
Seed	lb.	.15	.25
Lupulin	lb.	.50	.60
Lycopodium	lb.	.50	.60
Mace, whole	lb.	.55	.60
Powdered	lb.	.60	.65
Magnesium, Benzoate	oz.	.25	.30
Calcined	lb.	.55	.60
Carbonate, 4 ozs.	lb.	.15	.20
2 ozs.	lb.	.16	.20
Powdered	lb.	.08	.15
Precipitous	lb.	.80	.85
Glycerophosphate	oz.	.40	.44
Hypophosphite, pure	lb.	1.25	1.35
Metal, Powdered	oz.		.20
Ribbon	oz.		.60
Phosphate, pure	oz.	.08	.10
Sulphate (Sal Epsom)	lb.	.03	.05
C. P. Crystals	lb.	.17	.20
Dried	lb.		.15
Malva Flowers, large	lb.	.30	.35
Blue, small	lb.	.50	.55
Mandrake Root	lb.	.12	.16
Powdered	lb.	.16	.20

Manganese Binoxide	oz.		.06
Chloride, crystal	oz.		.14
Chloride, crystal	lb.		.50
Hypophosphite	lb.	1.35	1.50
Iodide	oz.		.50
Oxide, black precipitated	lb.	.08	.10
Manna, flake, large	lb.	.80	1.00
Small	lb.	.45	.50
Matico Leaves	oz.	.24	.30
Menthol, crystal	lb.	2.25	2.50
	oz.	.30	.35
	lb.	3.00	
Mercury	lb.	.80	.90
Ammon. (white precip.)	lb.	.90	1.10
Bichloride (c. sublimate)	lb.	.61	.75
Powdered	lb.	.64	.75
Bisulphate	lb.	.72	.76
Chloride, mild (Calomel)	lb.	.90	1.05
Iodide, green, Proto	lb.	1.80	1.90
Red (Pre.) Binoiodide	lb.	1.60	1.75
Nitrate Solution	oz.	.10	.15
Oxide red (Red Precip.)	lb.	1.10	1.20
Yellow	oz.	.15	.20
Salicylate	oz.	.25	.30
Sulphate (Turp. Mineral)	lb.		1.05
Mercury with Chalk, clay sac.			
cussion	lb.	.50	.55
Millet, sweet, American	lb.	.04	.05
German	lb.	.05	.06
Morphine, Acetate, 1-8 oz. v.oz.		3.80	3.90
Alkaloid, pure, 1-8 oz. v.	oz.	4.90	5.05
Hydrobromide, 1-8 oz. v.	oz.	3.80	3.90
Hydrochloride, 1-8 oz. v.	oz.	3.90	4.00
Sulphate 1 oz. v.	oz.	3.55	3.65
1-8 oz. v.	oz.	.75	3.90
Valerianate, 1-8 oz. v.	oz.	.65	.75
Morrhuol	oz.	.55	.60
Mullein Flowers, 1 lb. cans	lb.	.90	1.00
Musk Root	lb.	.18	.28
Powdered	lb.	.25	.30
Mustard Seed, black	lb.	.12	.14
Ground	lb.	.13	.15
White	lb.	.06	.10
Ground	lb.	.13	.15
Myrrh, drum	lb.	.28	.35
Naphthalene, flake or balls	lb.	.02½	.05
Nickel, Acetate	oz.		.14
Bromide	oz.		.17
Sulphate	lb.		.75
Nickel and Ammo. Sulphate	lb.	.20	.30
Nutgalls	lb.	.27	.32

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FOR BOILS AND SORES OF ALL KINDS.

Price, $1.75 per Doz.

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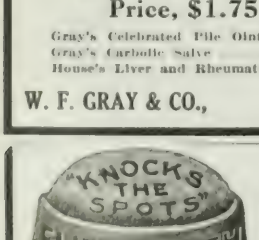

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The Elite Cloth Cleaning Pad is protected by patents and show cards registered. All persons are cautioned against infringing any other parts infringing on our rights.

Our pads are supplied by jobbers and we do not sell direct; therefore if you cannot obtain them of your jobber, send us a trial order and we will see that you are supplied.

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The Advance is actually the only improvement in Fever Thermometers which has been demanded by the profession for many years.

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RED OR BLUE BULB FOR RECTAL USE.

1 Min. Registration, with Certificate, in Rubber Case.....$6.25 per dozen

Every Instrument tested by the Certified Government Standard and fully guaranteed.

On the ordinary thermometers the scale is so located that a portion thereof is inserted into the mouth or other organs of the body when making a test of the bodily temperature, and by reason of this fact that portion of the scale which is inserted into the body is worn off, and, in addition to this, the coloring material of the scale gets into the body, and this is one great objection which THE ADVANCE THERMOMETER obviates. Any manufacturer pretending to sell THE ADVANCE is making fraudulent claims and will be brought to justice through the intervention of the U. S. Patent Courts. Manufactured by

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"Antikamnia & Codeine"

TABLETS

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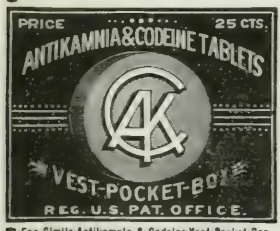

Fac-Simile Antikamnia & Codeine Vest-Pocket-Box

RETAIL PRICE, 25¢

Same Size and Style as "Antikamnia Tablet" Vest-Pocket-Box

CONVENIENT for POCKET or PURSE

May Now be Obtained from all Jobbers

$1.75 PER DOZEN

One Gross Lots 5 Per Cent Discount

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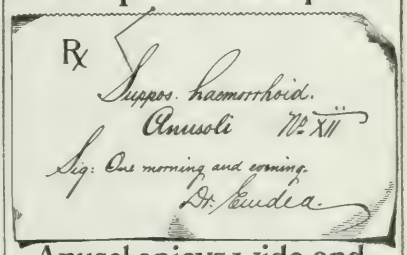

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Schering & Glatz, New York.

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STICK LICORICE

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STICK LICORICE.

For Sale by all Wholesale Druggists.

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ACME PELLETS

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AND

SOFT MINTS

In 5c. Packages

LICORICE LOZENGES

in attractive 5-lb. tins, and POWD. EXTRACT and POWD. ROOT in convenient packages for the Trade.

Prices Current *of* Drugs *and* Chemicals—(*Continued*)

[illegible]		[illegible]		[illegible]
[illegible]		[illegible]		[illegible]
[illegible]		[illegible]		[illegible]
Nux Vomica	lb.	.10	—	.14
Powdered	lb.	[illegible]		[illegible]
Oil, Almond, bitter	lb.	[illegible]		[illegible]
Without acid	lb.	6.50	—	7.00
Sweet, pure	lb.	[illegible]		[illegible]
Amber, crude, dark	lb.	[illegible]	—	.25
[illegible]	[illegible]	[illegible]		[illegible]
[illegible]	[illegible]	[illegible]		[illegible]
[illegible]				
[illegible]	[illegible]	[illegible]		[illegible]
[illegible]	[illegible]	[illegible]		[illegible]
Birch, black (Betula)	lb.	2.25		[illegible]
Cade	lb.	.30		[illegible]
Cajuput, bottles	lb.	.85		.90
[illegible]	[illegible]	.29		[illegible]
[illegible]	[illegible]	.45		.50
Caraway	lb.	1.75		[illegible]
Cassia	lb.	[illegible]		[illegible]
Castor, American	lb.	11		[illegible]
Cedar Leaves, pure	lb.	.75		.85
[illegible]	oz.	.75		.80
Chaulmoogra	lb.	2.00		2.50
Cinnamon, Ceylon	oz.	1.00		[illegible]
Citronella	lb.	.47		.52
Cloves	lb.	.95		1.05
Cod Liver, Norwegian	[illegible]	.90		1.00
[illegible]	[illegible]	25.00		28.00
[illegible]	[illegible]	14.00		15.50
Copaiba, pure	lb.	1.40		1.50
[illegible]	oz.	.75		.85
[illegible] & white	gal.	.65		.75
Croton	lb.	1.00		1.20
Cubeb	lb.	3.50	—	3.75
Cumin	lb.	5.75		6.00
[illegible]	oz.	.45	—	.50
[illegible], true	lb.	2.25		2.50
Eucalyptus	lb.	.85		1.10
Fennel Seed, pure	lb.	1.50	—	1.60
[illegible]	lb.	4.75		5.00
Geranium, Rose, natural	lb.	3.00		3.50
Ginger	oz.	.50		.60
[illegible] Dutch	gross	3.50	—	3.75
Gold Medal Tilly, large,	gross			18.00
Regular	gross			6.00
Capsules	gross			24.00
Sylvesters	doz.			2.75

[illegible]				
[illegible]	[illegible]	[illegible]		[illegible]
[illegible]	[illegible]	[illegible]		[illegible]
[illegible]	[illegible]	[illegible]		[illegible]
[illegible]	[illegible]	[illegible]		[illegible]
[illegible]	[illegible]	[illegible]		[illegible]
[illegible]	[illegible]	[illegible]		[illegible]
[illegible]	[illegible]	[illegible]		1.25
[illegible]	[illegible]	[illegible]		1.25
[illegible]	[illegible]	[illegible]		1.50
[illegible]	[illegible]	[illegible]		[illegible]
[illegible]	[illegible]	[illegible]		[illegible]
[illegible]	[illegible]	[illegible]		[illegible]
[illegible]	[illegible]	[illegible]		[illegible]
[illegible]	[illegible]	[illegible]		[illegible]
[illegible]	[illegible]	[illegible]		.70
Neatsfoot	[illegible]	.80		.90
Neroli Bigarade, [illegible]	[illegible]	[illegible]		[illegible]
Petale extra	[illegible]	[illegible]		[illegible]
Nutmeg	[illegible]	1.25		1.40
Olive, Lucca, Cream [illegible]				
and 1 gal. cans	[illegible]	3.10		[illegible]
3 gal. and 6 gal. [illegible]	[illegible]	[illegible]		[illegible]
Malaga	[illegible]	1.50		1.65
Orange, bitter	[illegible]	[illegible]		[illegible]
Sweet	lb.	2.50		2.75
[illegible]	[illegible]	.35		.45
Peach Kernels	[illegible]	.40		.45
Pennyroyal	lb.	1.90	—	2.10
Pepper, black	lb.	.80		.90
Peppermint, N. Y.	lb.	2.50		2.75
Hotchkiss	lb.	3.00		3.25
Western	lb.	2.25		2.50
Pimenta	lb.	3.10		3.25
Poppy, true	lb.	.35		.40
Rape Seed	gal.	.90		1.00
Rose, Kissanlik	oz.	6.75		7.00
Rosemary Flowers	lb.	1.40		1.50
Trieste	oz.	.80		.90
Rue, pure	oz.	.40	—	.50
Salad, Union Oil Co.	gal.	.75		.85
Sandal Wood, English	lb.	4.75		5.00
Sassafras	lb.	.80		.90
Spearmint, pure	lb.	2.50		2.75
Sperm, winter, bleached	gal.	.85		1.00
Tansy	lb.	4.50		4.75
Tar, U.S.P.	gal.	.60		.75
Thyme, com'l	lb.	.45		.55
Red, No. 1	lb.	1.25		1.35
White	lb.	1.90		2.00

[illegible]	[illegible]	.60		.62
[illegible]	[illegible]	[illegible]		[illegible]
[illegible]	[illegible]	[illegible]		[illegible]
[illegible]	lb.	4.25	—	[illegible]
[illegible]	[illegible]	[illegible]		[illegible]
Wormseed, Baltimore	[illegible]	[illegible]		[illegible]
[illegible]	[illegible]	[illegible]		[illegible]
[illegible]				
[illegible]	[illegible]	[illegible]		.60
[illegible]	[illegible]	.45		.50
[illegible]	[illegible]	6.10		[illegible]
[illegible]	[illegible]	[illegible]		[illegible]
U.S.P. [illegible]	[illegible]	[illegible]		[illegible]
[illegible]	[illegible]	[illegible]		[illegible]
[illegible]	[illegible]	[illegible]		.20
[illegible]	[illegible]	[illegible]		[illegible]
[illegible]	[illegible]	[illegible]		.85
[illegible]	[illegible]	[illegible]		[illegible]
[illegible]	[illegible]	[illegible]		[illegible]
[illegible]	[illegible]	[illegible]		[illegible]
[illegible]	[illegible]	.70		.80
Pareira Brava Root	lb.			.40
[illegible]	[illegible]			[illegible]
Paris Green	[illegible]	.23		[illegible]
Pepper, black, clean sifted	lb.	.10		.11
White	[illegible]	.28		.30
Peppermint, Herb, German	lb.	.55		.60
Leaves, pressed, ozs.	lb.			.24
Petrolatum, U.S.P., white	lb.			.15
[illegible]	oz.			[illegible]
Phosphorus, Amorphous	lb.	[illegible]		1.40
Pilocarpine, Alk., pure	gr.	.08		[illegible]
Hydrobromide [illegible]	gr.	.08		[illegible]
Hydrochloride	gr.	.04	—	.05
Nitrate	gr.	.04		.05
Pink Root, true	lb.	.50		.60
Piperidine	oz.			1.00
Piperin	oz.	.55		.70
Pitch, Burgundy, American	lb.	.04½		.10
Plaster, [illegible]	bbl.	2.00		[illegible]
True, dentists' sifted	bbl.			2.50
Pleurisy Root	lb.	.20	—	.25
Powdered	lb.	.30	—	.35
Podophyllin (Resin)	lb.	3.75		4.00
Poke Berries	lb.	.20		.25
Root	lb.	.16		.20
Powdered	lb.	.20		.25
Poppy Heads	lb.	.25		.30
Seed, blue (Maw)	lb.	.15		.20
White	lb.	.18		.20

25c. **CRUDOL** 50c.

THE NEW CRUDE OIL HAIR TONIC

ANTISEPTIC HEALING

CRUDOL ANTISEPTIC SHAMPOO

AN IDEAL SCALP AND HAIR CLEANSER

IN TIN TUBES, 10c. SIZE ONLY WRITE FOR PRICES

THE CRUDOL CO., 1777 BROADWAY, NEW YORK CITY

CHICAGO GOGGLES

NUMBER 24

¶ To introduce will mail ONE PAIR on receipt of 10 cents.

Sold by all Jobbers

—— Manufactured by ——

CHICAGO EYE SHIELD CO.

1355 Clinton St., Chicago

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VETERINARY MEDICINES

For Horses, Cattle, Sheep, Swine, Dogs and Cats

See Era Price List

Dr. A. C. DANIELS, Inc. BOSTON, MASS.

100 per cent PROFIT by handling

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All the above are scientific preparations in attractive packages

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Geo. Borgfeldt & Co., Wholesale Distributers

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THE BEST OF ALL MALT TONICS

Is rich, nutritious concentrated liquid food. Before the public 15 years. Prescribed and endorsed by thousands of physicians.

Long Island Bottling Co.

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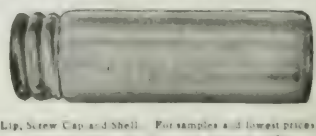
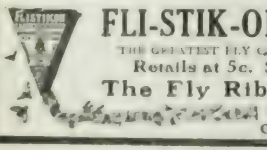


Patent Lip, Screw Cap and Shell. For samples and lowest prices write to

CHESAPEAKE GLASS COMPANY

424-426 W. Conway St. Baltimore, Md., U.S.A.



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THE GREATEST FLY CATCHER IN THE WORLD

Retails at 5c. $4.80 per Gross

The Fly Ribbon Mfg. Co.

NEW YORK

Order from your Jobber

HAND COLORED LOCAL VIEW POST CARDS

MADE TO ORDER

$7.20 for 1000. : : : : : : : :

Made from any fair photo and delivered in two to three weeks. ***Best made in America.***

BLUE DELFT (2 colors) **$5.00 for 1000.**

SEND FOR SAMPLES

Season, Florals, Comics, Greeting Cards, Etc., direct from factory

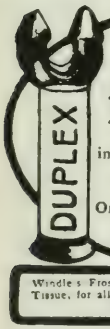
National Colortype Co., Dept. I, Cincinnati, Ohio

Pepto-Mangan (Gude)

(Reg. U. S. Pat. Off.)

is ***the one and only*** absolutely uniform and unalterable solution of iron and manganese in the form of true organic peptonates. It is also ***the one and only*** preparation lawfully entitled to be known as "Pepto-Mangan," a valid trademark, which is **our exclusive property.** We respectfully request the trade to take due notice of these facts.

M. J. Breitenbach Co., New York, U. S. A.



The Most Complete and Convenient Inhaler made

Duplex Menthol Inhaler

Entirely new. The double outlet allows use of inhaler with both nostrils at one and the same time

Retails at 25c.

$1.65 per Dozen. $18.00 per Gross

Order of Jobber or direct, mentioning Jobber's name

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They All Want

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The Biggest Selling Cough Remedy That Ever Happened

It does the work—it has the merit. It makes friends—always. It gives your customer a lot for his 50 cents And it repeats like sixty. One of the biggest money makers that a druggist ever touched.

It's Heavily Advertised

The demand keeps growing. If you are not handling it, someone else is getting your profit. We guarantee Pinex and ***guarantee the sale.*** Also guaranteed under the Pure Food and Drugs Act June 30, 1906. Serial No. 7561.

Don't Lose These Sales!

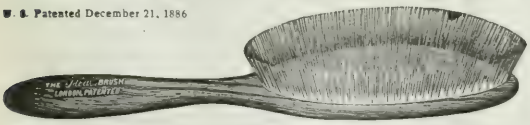
Don't let your people get the habit of going elsewhere. Order some from your jobber. If it doesn't sell, fire it back. The only way you can lose is by waiting until you lose sales.

The Pinex Co., Fort Wayne Indiana

AIR CUSHION.

The Ideal Hair Brush.

U. S. Patented December 21, 1886



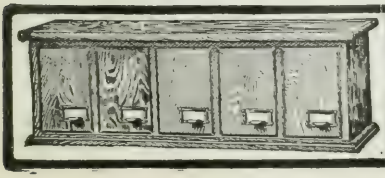
SIBERIAN BRISTLES.

Nothing Like it on the Market.

Do not confound this brush with the rubber back wire brushes. It is entirely different. The "Ideal" has an Air-Cushioned Back and Genuine Siberian Bristles. It is the best selling brush on the market. Order through your jobber, wholesale drug or dry goods.

HENRY L. HUGHES, Exclusive Licensee and Importer

Room 439, 78 Monroe St., American Express Bldg., CHICAGO, ILL



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WRITE FOR INFORMATION.

E. B. READ & SON CO., - BALTIMORE, MD.

DRUG LABELS BOXES PRINTED LITHOGRAPHED

Prices Current *of* Drugs *and* Chemicals—(*Continued*)

Quinine, Bisulphate	oz	15	22
	oz	70	84
	oz	45	60
	oz	45	60
	oz	45	60
	oz	51	65
	oz	40	50
Sulphate, 100 oz. tins	oz	14	15
	oz	16	17
	oz	21	28
	oz	31	35
	oz	49	53
			45
	lb.	08½	09
	lb.	05½	08
	lb.		10
	lb.	10	12
	oz	02	04
per 100 lbs.		1.95	2.00
	lb.	.10	12
Resorcin, pure, white	lb.	1.15	— 1.25
	lb.	47½	57
	lb.	50	75
	lb.	60	75
Powdered, extra, tins	lb.	1.10	— 1.25
	lb.	18½	25
	lb.	40	45
	lb.	1.15	1.25
Rubidium Bromide	oz.	60	1.00
	oz.	60	70
Bitartrate, 15 gr. v.	en.	25	40
	en.		1.50
			34
	lb.	50	— .60
	lb.	11 50	—12.00
	oz.	60	70
Sage, leaves, Italian	lb.	06	10
Domestic	lb.	25	— .32
Sal Acetosella	lb.	.20	.25
	lb.	4.50	4.75
	lb.	.95	1.00
	lb.	.20	.25
	lb.	30	.35
	lb.	11.00	— 11.50
Sarsaparilla, Root, Honduras	lb.	.45	.50
Mexican cut	lb.	.30	.35
Powdered	lb.	.35	— .40
Sassafras, Pith	oz.	18	.20
Bark	lb.	.20	.31
Powdered	lb.	.31	.36

Saw Palmetto Berries	lb.	.90	.95
	oz	.65	.75
			15
	oz		1.95
Hydrochloride, 5 gr. v.	en.		1.00
	lb.	.60	.65
	lb.	.75	.85
Powdered	lb.	.82	.90
Seidlitz Mixture	lb.	.15	.20
	lb.	.20	.25
Powdered	lb.	.25	.30
Selenium, Oxide	oz.	.65	.75
Silver, Chloride	oz.	.70	.74
	oz	1.00	1.04
Nitrate, cryst.	oz.	.45	.47
Fused cones	oz.	.65	.70
Stick, (Lunar Caustic)	oz.	.70	.75
	oz	1.10	1.14
Precipitated	oz	1.40	1.44
	lb.	.25	.30
Powdered	lb.	.35	.40
Skunk Cabbage, Root	lb.	.20	.25
Soap, Castile, green	lb.	.12	.15
Mottled, genuine	lb.	.12	.15
White, Conti's	lb.	.13	.15
Powdered	lb.	.30	.35
Soap Tree Bark, whole	lb.	.14	.17
Cut	lb.	.17	.20
Powdered	lb.	.20	.25
Soda Ash	lb.	.03	.05
Caustic, purified, fused	lb.	.25	.34
Sodium, Acetate	lb.	.15	— .20
Arsenate	lb.	.20	.25
Arsenite, pure	lb.		.60
Benzoate	lb.	.10	.15
Fused Benzoate Acid	lb.		3.00
Bicarbonate	lb.	.02½	— .05
C. P., powdered	lb.	.10	.14
Bichromate	lb.	.21	.25
Bitartrate	lb.	.80	1.00
Bromide	lb.	.30	.35
Carbonate (Sal Soda), 100 lbs.		1.00	2.50
C.P. cryst., U.S.P.	lb.	.20	— .24
Dried, purified	lb.	.16	.18
Citrate	lb.	.02½	.04
Chloride, C. P.	lb.	.20	.22
Dried	lb.		.40
Cinnamate	oz		.30
Citrate	lb.	.46	.54

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The Cough that is accompanied by the painful symptoms of "Bronchitis" or that which leads to "Tuberculosis" can often be prevented from obtaining a hold on the individual by the use of Tyndale's Eucalyptus E-Sed."
Now offered in four ounce prescription packages that retail for 50c. Can be procured by any wholesale druggist.
Stocked by The C. N. Crittenton Co., New York City.
The Tyndale Eucalyptus Co. Chicago, Ill. and Fresno, Cal.

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WRITE FOR PRICE LIST
J. S. MERRELL DRUG COMPANY
FOURTH AND MARKET STREETS, ST. LOUIS, MO.
Guaranteed Food and Drugs Act Serial No. 906

Wholesale Drugs, Chemicals and Druggists Sundries
ALL GOODS GUARANTEED FOOD AND DRUGS ACT
Serial No. 660
WALKER & GIBSON, Albany, N. Y.

WHOLESALE DRUGGISTS and IMPORTERS
Guaranty No. 34
WRITE FOR PRICE LIST
Henry Klein & Co., 220 Greenwich St., New York

Wholesale Drugs, Chemicals and Sundries
ALL GOODS GUARANTEED FOOD AND DRUGS ACT
WRITE FOR PRICE LIST
V. H. SMITH & CO.
Second and Green Streets PHILADELPHIA, PA.

SPECIAL FREE GOODS OFFER for WINDOW DISPLAYS

Owing to the great success which has attended our Special Free Goods Offer for Window Displays, and the many requests which we are receiving from the thousands of retail druggists who wish to avail themselves of the opportunity, we have decided to extend the time for making the window displays and obtaining the free goods from January 1, 1910, to May 1, 1910.

For displaying our signs one week, or more and purchasing

6 Doz. SYRUP OF FIGS and ELIXIR OF SENNA @ $4.00, less 5%, ½ Dozen Free.
12 Doz. SYRUP OF FIGS and ELIXIR OF SENNA @ 4.00, less 8⅓, 1 Dozen Free.
24 Doz. SYRUP OF FIGS and ELIXIR OF SENNA @ 4.00, less 8⅓, 2 Dozen Free.

Freight prepaid on 24 dozen orders, but not on smaller lots.

To get the benefit of the above special offer please sign the special offer blanks to be had of us and of all wholesale druggists. Now is the time to get the benefit of the free goods in connection with this feature of our advertising campaign, and thanking the druggists generally for their cordial co-operation, we are

Yours very truly, CALIFORNIA FIG SYRUP CO.

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Quarter Million Dollars

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We are saving retail druggists in fire protected towns of the above mentioned States thousands upon thousands of dollars annually. We give them better protection and greater satisfaction than any other Insurance Company in existence.

WHY NOT YOU?

For information write to

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1215-16 Mercantile Library Bldg., Cincinnati, O.

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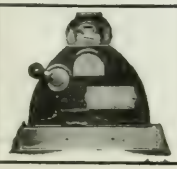
The Soda Fountain for One Year

D. O. Haynes & Co., Publishers, 90 William St., N. Y.



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Prices Current *of* Drugs *and* Chemicals—(*Continued*)

Sodium, Citrate, U. S. P.	lb.		1.10
[illegible]te, 75 p.	lb.	.16	.20
Hyp[illegible]	lb.	.90	1.05
Hyp[illegible] cryst., 1 lb.			
[illegible]	lb.	.04	— .05
[illegible]	lb.	.04½	.05
Iodide, 1 lb. tins	lb.	.92	.96
Permanganate	lb.	.09½	.16
Iodide	lb.	3.00	3.10
[illegible]	oz.		.22
Phosphate, precipitated	lb.	.07	.10
Bi-phosphate	lb.	.11	.15
Pyro-phosphate	lb.	.09	.14
Dried	lb.	.15	.20
Phosphate, soluble	oz.	.45 —	.50
Salicylate	lb.	.10 —	.45
Iron, Quinine and Strychnine	oz.	.32 —	.65
Silicate, dry	lb.	.12 —	.20
Lizzied	lb.	.04 —	.06
Sulphate (Ed.) Granular	lb.	.01	.04
Pure, cryst.	lb.	.08	.10
Dry	lb.		.25
Sulphur (Sulphurated Potash)			.42
and Potassium Tartrate			
Rochelle Salts	lb.	.18½	.25
Solomon's Seal, Root	lb.	.28 —	.30
Sorbitol	oz.		.80
Snake Root, Canada	lb.	.50	.55
Powdered	lb.	.55	.60
Spearmint, leaves, ozs.	lb.	.30 —	.34
Spearmint, cakes	oz.	.30	.35
Spruce Gum	lb.	1.50	1.75
Extra	lb.	2.00	2.25
Spirit, Ammonia, U.S.P.	lb.	.54	.60
Aromatic	lb.	.50	.55
Nitre, U.S.P.	lb.	.45	.50
Spirits Turpentine	gal.	.70	.80
Squill Root, white	lb.	.10	.12
Stillingia, Root	lb.	.15	.25
Powdered	lb.	.20	.25
Storax, liquid	lb.	.31	.36
Stramonium Leaves	lb.	.25	.30
Powdered	lb.	.27	.32
Pressed, ozs.	lb.	.20	.24
Seed	lb.	.15	.20
Powdered	lb.	.25	.28
Strontium Acetate	oz.	.11	.15
Bromide	lb.	.45	.55
Iodide	lb.	2.90	3.00
Lactate	oz.	.12	.16
Strontium, Nitrate, dry	lb.	.18	.20
[illegible]r, C. P.	lb.		.70
[illegible]	lb.		.15
Strychnine Sesd. brown	lb.	.66	.70
Crystal	lb.	1.00	1.05
Powdered	lb.	1.20	1.30
Strychnine, Acetate, ¼ oz. v.	oz.	1.45	1.65
Alk. powdered ¼ oz. v.	oz.	1.25	1.30
Nitrate ¼ oz. v.	oz.	1.55	1.65
Sulphate ¼ oz. v.	oz.	1.25	1.35
Sugar of Milk, powdered	lb.	.10	.13
1 lb. cartons	lb.	.14	.18
Sulfonal, Bayer	oz.		1.35
U. S. P.	oz.		.10
Sulphonmethane, U.S.P.	lb.	3.75	5.85
	oz.		.55
Sulphonethylmethane, U. S. P.	lb.	6.25	6.35
	oz.		.65
Sulphur, Bromide	oz.		.75
Flowers	lb.	.02½	.04
Lac, precipitated	lb.	.16	.18
Roll	lb.	.03	.04
Washed	lb.	.04	.12
Sunflower Seeds	lb.	.07	.10
Talcum, powdered	lb.	.04	.06
Purified	lb.	.16	.20
Tamarinds	keg	2.75	3.00
Tar, Barbados	gal.	.60	.75
No. Carolina, pt. cans	doz.		.85
Tartar Emetic	lb.	.36	.38
Terpin Hydrate, 1 lb. car.	lb.	.42	.47
Thymol	lb.	2.35	2.45
Iodide, U.S.P.	lb.		4.00
	oz.		.57
Tragacanth, Aleppo, extra	lb.	.90	1.00
Aleppo, No 1	lb.	.85	.90
Turkey, No. 1	lb.	.90	.95
No. 2	lb.	.75	.80
Powdered	lb.	1.00	1.10
Turpentine, Chian, genuine	oz.	.30	.40
Venice	lb.	.35	.40
Vax, Lard	lb.	.09	.12
Powdered	lb.	.18	.20
Valerian Root, English	lb.	.31	.36
Powdered	lb.	.41	.46
German	lb.	.20	.25
Powdered	lb.	.25	.30
Vanillin	oz.	.40	.50
Veratrum Viride, Root	lb.	.15	.20
Powdered	lb.	.25	.30
Verdigris, powdered, pure	lb.	.33	.36
Wahoo, Bark of Root	lb.	.50	.55
Bark of Tree	lb.		.45
Wax, Bees	lb.	.25	.35
Bees, yellow	lb.	.42	.48
White	lb.	.35	.55
Carnauba, No. 1	lb.	.50	.55
Japan	lb.	.18 —	.22
White Hellebore, Root	lb.	.09 —	.14
Powdered	lb.	.10	.15
Wild Cherry Bark	lb.	.14	.16
Ground	lb.	.16	.21
Powdered	lb.	.21	.26
Wild Indigo Root	lb.	.18	.20
Ground	lb.	.25 —	.30
Willow Bark, black	lb.		.18
White	lb.		.25
Witch Hazel, Extract, double			
Dist.	gal.	.70 —	.80
Berries	gal.	.65 —	.75
Bark	lb.	.20 —	.22
Leaves, pressed ozs.	lb.		.24
Wormseed (Chenopodium)	lb.	.17 —	.22
Powdered	lb.	.19 —	.24
Levant (Santonica)	lb.	.12 —	.15
Powdered	lb.	.15 —	.18
Wormwood, bulk	lb.	.20 —	.25
Pressed ozs.	lb.		.30
Powdered	lb.	.20 —	.25
Yerba Santa	lb.	.15 —	.20
Zinc, Acetate, 1 lb. tots.	lb.	.30 —	.35
Bromide	oz.	.10 —	.17
Chloride, fused	lb.		.30
Gran.	lb.	.20 —	.25
Medicinal	lb.	.18 —	.20
Iodide	oz.	.28 —	.35
Hypophosphite	oz.	.25 —	.30
Lactophosphate	oz.		.40
Metallic, C. P.	lb.	.65 —	.75
Gran. (free from arsenic)	lb.	.20 —	.22
Oleate	oz.		.17
Oxide, American	lb.	.10½ —	.12
Eng. Hubbuck's	lb.	.38 —	.42
Permanganate	oz.		.52
Phosphide	oz.		.28
Salicylate	oz.		.19
Stearate	oz.	.17 —	.20
Sulphate, crystals	lb.	.05 —	.07
C. P.	lb.	.12 —	.15
Dried	lb.		.25

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AN ILLUSTRATED MONTHLY PUBLICATION FOR THE DRUG TRADE

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VOL. XLIII. NEW YORK, MARCH, 1910 No. 3

THE PHARMACEUTICAL ERA

PUBLISHED MONTHLY

D. O. HAYNES & CO. - - - - *Publishers*

90 WILLIAM STREET, NEW YORK

Telephone, 2457 John. Cable Address: "Era, New York."

WESTERN OFFICE:
Room 500, Dickey Building, 40 Dearborn St., Chicago
Telephone, Central 5888

SUBSCRIPTION RATES.

United States, Cuba, Hawaii, Porto Rico, the Philippines, and Mexico	$1.00 a Year
To Canada, postpaid	1.25 a Year
To Foreign Countries in Postal Union	1.50 a Year
Single Copies	10 Cents

ALL SUBSCRIPTIONS ARE PAYABLE STRICTLY IN ADVANCE

Remit by P. O. or Express Order or New York Draft payable to order of D. O. Haynes & Co. Add 10 cents for collection if you send check.

Published at 90 William street, Borough of Manhattan, New York, by D. O. Haynes & Co., a corporation; President and treasurer, David O. Haynes; vice-president, Ezra J. Kennedy; secretary, Edward W. Drew. The address of the officers is the office of publication, and the title is registered in the United States Patent Office.

Entered at the New York Post-Office as Second Class Matter

TABLE OF CONTENTS.

EDITORIAL: Fighting for Good, Cheap Food; A Chance for Gaynor and Lederle; Chain Stores—a Mammoth Conception; Possibilities of the Chain Agitation; "The Future of Pharmacy"; The New York Pharmacy Board; The Evil of Price-Cutting; Making Our Advertisements Newsy. 225
BOOK REVIEWS; New Books. 228
A MATTER OF TIMELINESS. Emma Gary Wallace. 229
PROBLEM OF STOPPING PRICE-CUTTING. 230
RUT AND ROAD; Joel Blanc. 231
MICHIGAN STATE DRUGGISTS' ASSOCIATION. 232
PRESIDENT HUHN REPLIES SHARPLY TO ATTACKS ON N.A.R.D. AND A.D.S. 233
P.A.R.D.'S WITHDRAWAL FROM THE N.A.R.D. 234
A.D.S. PLANS MAMMOTH CHAIN OF STORES. 235
JUNGMANN CHAIN OF STORES IN BANKRUPTCY. 236
BILLS AIMED AT CHAIN STORES IN TWO STATES. 237
LIGGETT SUSTAINED BY STOCKHOLDERS. 237
QUESTION BOX. 238
SOUTH DAKOTA PHA. AT SPEARFISH CANYON. 239
KINGS COUNTY PHARMACEUTICAL SOCIETY. 240
MEETINGS OF A.PH.A. BRANCHES. 241
ELECTIONS OF DRUGGISTS' ORGANIZATIONS. 243
NEW YORK PHARMACY BOARD; Bill at Albany; Conference; G.A.S. Action; Court Decision. 245
"FUTURE OF PHARMACY"; Comments on Paper of Dr. F. E. Stewart. 247
QUIZ MASTER. 249
BOARD EXAMINATIONS. 252
SODA FOUNTAIN AND CANDY COUNTER. 253
ADVERTISING HINTS FOR FOUNTAIN OPERATORS. 255
INDEX TO ADVERTISERS. 261
INDEX OF GOODS ADVERTISED. 262
MOSTLY PERSONAL; Dr. E. J. Lederle, New York. 265
MANHATTAN PHARMACEUTICAL ASSOCIATION. 267
DEATH OF ROBT. WOOD JOHNSON. 267
DRUG MARKET. 268
PATENTS AND TRADE MARKS. 270
THE "LIQUID" EXPANDING. 274
BUSINESS RECORD. 278
NEW INCORPORATIONS. 280
OBITUARY NOTES. 282
DR. HASKELL GOES TO LILLY LABORATORIES. 284
WITHDRAWAL OF PARKE, DAVIS & CO. FROM THE CRUDE DRUG JOBBING TRADE. 284
BUSINESS NOTICES; New Advertisements. 286
PRICE LIST CHANGES. 294
PRICES CURRENT. 296

FIGHTING FOR GOOD, CHEAP FOOD.

With the fight against the unnecessary use of preservatives practically won, the next great food problem is the curbing of the cold storage trusts and the consequent adjustment of the cost of ordinary, perishable food to the proper relation of supply and demand, without compelling victims of the present system to pay high prices all the year around for animal and vegetable products that need only be eaten when in season and which are both in abnormal demand at other times and of doubtful food value through the loss of nutritious elements due to unnatural and prolonged preservation.

Cold storage for temporary purposes, like the use of preservatives under proper circumstances, is not a menace to the health of the people, but either or both when overdone can only be regarded as dangerous to health and life. Following the attack on the bad features of cold storage in *The Soda Fountain* a New Jersey District Attorney has made an investigation in which he discovered that turkeys were kept as long as *seven years* in cold storage in Jersey City and he has gone about the business of indicting the offenders. In New York City a municipal ordinance is pending to compel labeling the cold storage food and in other cities and several States the evil is receiving publicity and legislative attention. Dr. Wiley has attacked the cold storage eggs and his aid can be counted upon in rescuing the people from the cold storage barons.

A CHANCE FOR GAYNOR AND LEDERLE.

In the fight against embalmed food at high prices, which concerns every druggist in the country, as well as everybody who is not independently wealthy, New York City is, next to if not ahead of Chicago, the chief storm center. Mayor Gaynor, who has just come into office, possesses the experience gained through long service as a Supreme Court Justice, together with independence of trusts and politicians, that ought to enable him to take a masterly grasp of the situation. Mayor Gaynor's character is best shown to our readers outside of this city and State by his action in reappointing as Health Commissioner of New York the man who revolutionized the department and forced—as only one of many achievements—the supplying of pure milk to this city, regardless of where it came from, or who supplied it, with no concern as to State lines, or anything else. There was only one issue, pure milk.

This man, Dr. Lederle, is back again at the head of the Health Department of New York City. An interesting sketch of his career is given on page 265

of this issue of the ERA and one need not read between the lines to come to the belief that with a new section of the Sanitary Code made to apply to the case he could and would put the cold storage barons out of business in New York City—just as he did others in his previous term who would not comply with the Code—thereby giving New York fresh food at reasonable prices and setting an illuminating example for the rest of the country.

Mayor Gaynor has the courage. Health Commissioner Lederle is magnificently equipped for the work. The opportunity is one of the largest in point of concern to every citizen that has ever been presented to any municipal official.

CHAIN STORES—A MAMMOTH CONCEPTION.

In this issue we are giving a great amount of valuable space to the subject of "chain" drug stores, but the unrest of thousands of druggists and the activities of many other interests have made this for the moment a paramount problem in drugdom. In the New York and Maryland legislatures bills are pending which if enacted into law would prevent the operation of "chain" drug stores by corporations. In the courts we have the controversy between the Riker company and President Liggett of the United Drug Company, as to which there has been no decision regarding the amount of sales which the Riker corporation must make to keep in the Rexall "chain." President Liggett, meanwhile, has been adding to his chain of owned stores—they now number more than 21.

But probably greater and more important than anything heretofore attempted is the trans-continental "chain" of drug stores under the auspices of the American Druggists' Syndicate which has been launched by Secretary Goddard. With a basis of 12,000 members the possibilities are enormous. A "chain" composed of 12,000 retailers would eclipse anything of a similar nature that has ever been seen in industrialdom. Mr. Goddard undoubtedly realizes many of his difficulties, but it is probable that in the enthusiasm of presenting the proposition he may not realize his limitations.

The difficulty of operating a drug store owned by a corporation, yet retaining the individual ownership of the proprietor, is a most serious problem. The original owner would hardly care to sell if he was doing a satisfactory and prosperous business, unless he obtained a price which was more than normal, or he had some other object in selling, which would make it an undesirable investment from a capitalistic point of view.

If the proposed corporation could acquire a large number of prosperous stores at reasonable prices, with no "dead ducks," as they might be called, the outlook would be encouraging to the people interested. In this case, with the records as to sales, etc., which the A.D.S. would have available, there would be little danger of misrepresentation, but even then, if the mere member of the A.D.S. would have the same privileges and protection as would a store actually owned by the A.D.S. why would the druggist with a lucrative business sell his pharmacy to the A.D.S.?

POSSIBILITIES OF THE CHAIN AGITATION.

So far, the "chain" stores that have been successful have been operated in the selective way, that is capitalists have investigated localities and prospects and have picked out the best possible propositions; but even under these favorable auspices success is not assured by any means, as the record, in our news columns of the bankruptcy of the Jungmann "chain" gives timely evidence. This was an ambitious and apparently judiciously managed business venture, but the results did not bear out expectations. The assets are far in excess of the liabilities, but without working capital there is only the one culmination.

If the "chain" fever keeps up no doubt the wholesalers will have to take a hand in the movement. If half the drug stores in the country should go into "chains" that would make them independent for the most part of the jobbers, the latter would have to do something in self-defense. What would be more natural than starting rival "chains"? Most of them are amply equipped and well-financed to undertake such an enterprise. What would be more probable than that they would do so?

It has been said that too much of anything is worse than not enough and it is worth while for retail druggists to pause and consider whether there may not be danger in the present "chain" epidemic. Co-operation is a mighty good thing under equitable restrictions, but there is danger in carrying it too far. The present situation, on the whole, is one which invokes calm thought and consideration on the part of everybody interested in the prosperity of the druggists of the country—both retail and wholesale. When all is said and done it is entirely improbable that either element will be eliminated from the situation. Both are necessary to the drug business—more than in any other line of commercial life.

In the April ERA we expect a number of letters from prominent druggists, both wholesale and retail, in which the "chain" subject will be discussed from various points of view. The symposium promises to be instructive and enlightening.

"THE FUTURE OF PHARMACY."

Nothing that has been said or written in many years has called out more comment than the highly interesting paper on "The Future of Pharmacy" which Dr. Stewart contributed to the February ERA. The author's ideal is the unification of the professions of medicine and pharmacy, which certainly is the real consummation that all might devoutly desire, but there are limitations in mankind, as there are in everything. To attain the ideal of Dr. Stewart we would have to discover the ideal man, a most entrancing proposition of research, but in our present knowledge and with our facilities for investigation, somewhat far away in the future. That seems to be the tenor of a symposium of the views of thoughtful pharmacists and physicians which will be found on page 247.

There is a noteworthy trend of opinion in the contributions in the direction of the divorce of the drug store from the pharmacy: the separation of professionalism from commercialism. The conclusion of

some of the writers is that eventually the druggist will, as abroad, be a "handler" of drugs and the pharmacist will be a dispenser of prescriptions and more allied to the scientific side of pharmacy than at present.

THE NEW YORK PHARMACY BOARD.

On page 245 of this issue of the Era we print copious extracts, almost the complete text, of the decision of the Court of Appeals sustaining the present New York State Pharmacy Law in a suit which was prosecuted by a Brooklyn concern that had been penalized by the Board of Pharmacy. While the court did not take up all of the objections that have been made against the present law by Assemblyman Conklin, representing the Brooklyn druggists who are opposed to the board, the unanimous opinion handed down would seem to dispose of any further attacks in that direction. The Brooklyn department store had the best legal talent available and every effort was made to hit the board in a vulnerable spot. While the method of election of the board was not judicially considered the fact that the same has been unchallenged in the courts for nine years or more would tend to militate against any adverse ruling by the Court of Appeals, especially as it is purely a matter of opinion.

The new Pharmacy Bill has reached a point where it is likely to pass the Senate, but in the Assembly it was still in committee at the time of going to press. Elsewhere will be found reports of conferences, hearings, etc. It is to be regretted that there seems to be less interest in this bill than in those of the last few years. This is probably due to the endorsement of the old law by the Court of Appeals. Nobody would be seriously hurt among law-abiding pharmacists if the legislature should fail to pass the pending bill.

THE EVIL OF PRICE-CUTTING.

One of the evils of the drug trade, that of cutting prices, has seized upon the tobacco trade to an extent that has called forth a vigorous demand for its abolition by that energetic journal *Tobacco*, extracts from which are printed on page 230 of this issue of the Era and which will be read with interest both by advocates and opponents of the practice so far as it affects conditions in the retail drug trade.

We have often pointed out the fact that with rare exceptions, where the cutters enjoy wholesale purchasing advantages, the cutting of prices is injurious all around and even the public, which is the supposed gainer in all cases, really benefits to a very limited degree. *Tobacco* urgently desires a remedy. Drug trade victims also would like to see a remedy put into operation. Perhaps some of our readers can offer practical suggestions which would apply to either or both trades; if so the Era's columns are open to them.

MAKING OUR ADVERTISEMENTS NEWSY.

With a view to making the Era's advertising pages this month more than ordinarily attractive an offer was made, open to all persons without restriction, of free advertising space in the May issue to the three advertisers who can demonstrate through the receipt of answers that their announcements have attracted the largest amount of attention.

It is the Era's policy to make the advertising section as interesting and as valuable to the subscribers as the news pages and for that reason every effort is made to have our advertisers fill their spaces with live, fresh copy. The results are beneficial to them, as well as to our readers. Taking into consideration the extraordinary offer made in line with this endeavor we urge our subscribers to carefully scrutinize the advertisements in this issue of the Era and aid so far as they can in a decision of their merits and attractiveness.

As told in our news columns of the last issue of the Era, ex-President Oldberg came in for some criticism at the January meeting of the New York Branch of the A.Ph.A. for the manner in which he referred to the pharmacists in the Government service in his address at Los Angeles. When it is remembered that the A.Ph.A. has pledged with recurrent frequency its support and expressed its confidence in the ability of these men it is not likely that the ex-president's remarks will fill the country with disturbance or endanger the chances of Government pharmacists from getting that recognition which is really their due. Of course, harmony is desirable, but there will be no war.

The "Oath of Hippocrates," reproduced in Dr. Stewart's paper in the February Era, carried the reader back to a time when its reputed author was called "The Great" even by his own contemporaries. Though there were physicians before his day, the reforms he introduced were so important, and the impress of his genius upon the whole art of healing was so great that the title of "Father of Medicine" is well deserved. As a pioneer he laid the foundations of discoveries that have since proved of inestimable value to mankind.

The authors of the paper on "The Essential Oils of the U.S. Pharmacopœia," which appeared in the February issue of the Era, declared that our official guide is about ten years behind contemporary science. The force of the criticism was lessened on the members of the New York Branch of the A.Ph.A., however, when Mr. Raubenheimer remarked, "the Frenchmen, in criticising our Pharmacopœia which appears every ten years, have forgotten that their own Codex appears only every twenty-five years."

Bill at Washington for a National Health Department, with a secretary in the President's cabinet, is moving along slowly. The enterprising *Soda Fountain* for February gave a very good summary of the measure as presented to Congress for legislative approval. Druggists will find considerable fresh, live news in *The Soda Fountain* outside of purely fountain topics.

Clever is no word to describe the discovery at Washington of the necessity of an appropriation to enforce the publicity clause of the Corporation Tax Act. Congress can dodge responsibility and business secrets will be safe.

In Virginia fountains selling coca-cola will be taxed $15 each, if Speaker Byrd has his way. Readers of *The Soda Fountain* will be kept informed regarding the progress of this proposed legislation.

Lively times may be expected when N.A.R.D. asks at Washington for seats in the U.S.P. Convention. Era subscribers will learn all of the interesting particulars.

Druggists interested in the sale of soda water and lunches should never miss an issue of *The Soda Fountain*.

Ohio is working hard for laurels. New associations are being formed weekly and enthusiasm is high.

Store "chains" are liable to snap, like other chains, when the tension becomes too great.

BOOK REVIEWS

DIGEST OF COMMENTS ON THE PHARMACOPŒIA OF THE UNITED STATES [illegible] Prepared under the Direction of Walter Wyman, Surgeon-General of the Public Health and Marine-Hospital Service of the United States. By Murray Galt Motter and Wm. L. Weaver of the Division of Pharmacy and Chemistry. Published by Authority of the Secretary of the Treasury. 523 pages. Washington, D. C.: Government Printing Office.

This bulletin, the second of its kind to be issued under the authority of the Public Health and Marine Hospital Service, covers the literature relating to the Pharmacopœia which appeared during the [illegible] year 1905, embodied in the bulletin for the previous year, the compilers have followed the principle that the value of a compilation of comments on the officially recognized standards must be largely in the direction of recognizing shortcomings to be corrected and errors to be eliminated. To this end, in addition to journalistic literature, abstracts from reports of State boards of health, committees on adulteration of pharmaceutical associations and annual reports of manufacturers have been incorporated on the ground that such reports call attention to the kind of adulteration and substitution now in vogue; they also go to show the need for constant watchfulness on the part of the pharmacist, and the physicians' imperative need of assurance that their sources of supply for medicaments are controlled in an efficient and honest manner.

In looking over the abstracts which appear in this bulletin under the heading "nomenclature," one may become fully cognizant of the great number of comments which have been made criticising this feature of our official guide. If these criticisms stand for anything they may be taken to mean that many Latin titles of official articles now recognized will not appear in their present form in the forthcoming edition of the Pharmacopœia. This is but one feature of the bulletin before us, and we can commend its study to any one interested in the improvement of the Pharmacopœia.

TEXT-BOOK OF MEDICAL AND PHARMACEUTICAL CHEMISTRY. By [illegible] H. Beasley, B.S., M.D. [illegible] professor of [illegible] and [illegible] and [illegible] Hospital [illegible] and professor of [illegible] and [illegible] in the Brooklyn College of Pharmacy, etc. Seventh revised edition, [illegible] pages. Cloth, $3 net. Philadelphia: P. Blakiston's Son & Co.

This book, upon the appearance of its several revisions, has been reviewed in these columns and most of our readers are already familiar with its character and scope. We can still endorse our previous words of commendation; the present edition, so far as we have been able to detect, has been purged of misleading statements and the book, as a whole, is an up-to-date presentation of the science of chemistry, at least in the essentials which are needed by medical and pharmaceutical students. The general character of the work has not been changed, although many pages appear to have been rewritten. In Part IV the section devoted to proteins has been made to conform with the nomenclature and classification recommended by the committees of the American Physiological Society and the Society of Biological Chemists.

EXPORTERS' ENCYCLOPEDIA, Containing Full and Authentic Information Relative to Shipments for Every Country in the World, and Containing Over 750 pages. Cloth. New York: [illegible] Co.

This book contains much information which should prove of value to pharmaceutical manufacturing and wholesale houses that do an import and export business. In it are given in a clear and concise manner the essential facts relating to the [illegible] Some of the subjects which receive treatment worthy of mention are [illegible] explosives, fire risks, etc. As a guide the Encyclopedia should post the manufacturer so that he may make shipments to any foreign [illegible] delays, fines, etc., for it outlines for him practical routes to every [illegible] he must take. The Encyclopedia is published as an annual supplement to the Exporters' Review, a well known monthly magazine devoted to the export and import interests of American trade.

"ANTIPYRIN, ACETANILID AND PHENACETIN. ARE THEY HARMFUL REMEDIES? ARE THEY HABIT-FORMING DRUGS?" is the title of a booklet by Dr. Uriel S. Boone, of St. Louis, Mo., which the author states is "respectfully dedicated to the medical profession of the United States." The pamphlet contains the results of Dr. Boone's investigation of the harmfulness of the remedies mentioned and from the statistics obtained from more than 1000 hospitals and sanitariums in the United States he concludes that the coal tar remedies have been maliciously slandered. His brief for these preparations is summed up in the following suggestion to the medical profession: "Let us be just to ourselves and not allow foolish fears to deprive us of these preparations which are probably of greater use to the medical profession than any other drugs in the materia medica."

New Books.

CRAFTS, REV. WILBUR FISK, and others. Intoxicating drinks and drugs in all lands and times, a [illegible] of temperance [illegible] and treasures [illegible] Mrs. Wilbur F. Crafts, and Mary and Margaret W. Leitch. Rev. 10th ed. Washington, D. C.: International Reform Bureau, 206 Pennsylvania avenue, S. E. 287 p. ill. pors. facsim. D. cl., 75c.

DURKEE, FRANK W. Experiments in general inorganic chemistry. 2d ed., rev. Tufts College, Mass.: Tufts College [illegible] 60 p. 8o.

FYFE, J. W., M.D. Specific diagnosis and specific medication; together with abstracts from the writings of J. M. Scudder, M.D., and other leading authors. Cincinnati: Scudder [illegible] 758 p. 8o.

GILBERT, WALTER M. [illegible] 7-170 p. pls. (partly col.). Dunkirk, N. Y.: Published by the [illegible] Co. Sheep, $5 net.

HALL, WINFIELD SCOTT, M.D. Nutrition and dietetics; a [illegible] for students of medicine [illegible] for dietetians in hospitals and other institutions. New York: Appleton. c. 10+315 p. ill. O. cl., $2 net.

MATHER, SEDGWICK. Anatomy and physiology of the nervous system. Philadelphia: John Joseph McVey. c. 134 p. pls. D. cl., $1.50 net.

PECKHAM, STEPHEN FARNUM. Solid bitumens, their physical and chemical properties and chemical analysis; together with a treatise on the chemical technology of bituminous pavements, by S. F. Peckham. New York: M. C. Clark Publishing Co. c. 8+324 p. ill. diagrs., 8vo. cl., $5.

RATTI, AUREL DE. Simple scientific experiments. 2d ed. New York: Spon & Chamberlain. 99 p. [illegible] 8o.

REICHERT, E. TYSON, M.D., and BROWN, AMOS [illegible] The differentiation and specificity of corresponding proteins and other vital [illegible] [illegible] Washington, D. C.: [illegible] Washington, 1909. 288 p. pls. Q. cl., 8o.

REMSEN, IRA. An introduction to the study of the compounds of carbon; or, organic chemistry. 5th revision. Boston: Heath. c. 10+431 p. 12mo. cl., $1.20.

RUER, RUDOLF. The elements of metallography; authorized tr. by C. H. Mathewson. New York: John Wiley & Sons. 14+342 p. figs. 8vo. cl., $3 net.

SPON'S workshop receipts for manufacturers and scientific amateurs. New and rev. ed. New York: Spon & Chamberlain. 550 p. ill. 12vo. cl., $1.50 net.

WADSWORTH, MARSHMAN E. Crystallography; an elementary manual for the [illegible] with 6 tables, 28 plates and 612 figures. Philadelphia: John Joseph McVey. c. 16+20+299 p. O. cl., $3 net.

Chicago Veterans to Afflicted Friends.

WASHINGTON, Feb. 20. The loving service of the Chicago Veteran Druggists' Association reaches far. Samuel L. Hilton, of Washington, who has been seriously ill, was the recipient of beautiful flowers from his friends of the Chicago Vets. He also received a touching letter of sympathy, signed by those of the veterans who were present at a recent meeting of their "Round Table." A similar letter was received by Joel Blanc, who recently underwent a minor operation for his eyes.

Maine Association Will Meet at Castine.

Executive committee of the Maine State Ph.A. has decided that the meeting and annual outing of the association shall be held at Castine July 6-8.

A Matter of Timeliness.

By Emma Gary Wallace.

JULIET ANTON had rung the changes of every cold weather article of which she could think, until she was quite at her wits' end for something new and different. She especially desired this week's windows to be winners and as she walked briskly down the Avenue in the crisp air, her mind was very busy with the problem. Her attention was suddenly attracted by the dazzling brightness of something upon which the sun shone in the window of a hardware store. It was a forlorn Chafing Dish which stood dejectedly among an array of saws and pliers—incongrous to be sure, but it gave Juliet her clue.

Christmas had brought her a beauty in burnished copper all complete with wind shield, flagon, tray, and stag handled spoon and fork. Stupid not to have thought of such a treasure before!

Then, too, there was the little low mission table in the hall at home and the embroidered lunch cloth that was only used on state occasions. Juliet fairly flew along. It was all clear in her mind now, the main window should exhibit a line of Chafing Dish necessities.

The next morning found the junior partner of Anton & Company busily at work with her material all assembled for both the front and the side window. Sam had cleaned the plate glass until it was like looking straight out doors to look through it, and the base of each window was neatly covered with moss green crepe paper upon which tiny pink rosebuds were generously sprinkled.

In the middle of the front window, Miss Juliet stood the squat little mission table and spread upon it the snowy folds of the cherished embroidered lunch cloth. This made a satisfactory background for the lustrous copper utensils and their accompanying accessories. In a low vase, she massed some delicate pink flowers which she placed upon one corner of the table.

The effect of the central decorative feature was exceedingly pleasing and was certain, Miss Juliet felt, to attract favorable attention.

Mr. Anton stood by occasionally grunting out remarks entirely derogatory to the whole idea, which the look of admiration on his face belied. Miss Juliet laughed easily, and paid little heed. She had come to know her gruff old father in the months which had passed, and the better she knew him the more she admired his rugged character.

On one side of the window the young trimmer built a neat pyramid of bottles of olive oil which was contained in low, fat bottles of unusual shape. The richness of the oil was apparent from its color and thickness.

Nearby stood a black-lettered card which announced:

> "This is the very best quality of *Virgin Olive Oil.* It was extracted from nearly ripe olives which were hand-picked to avoid injury by bruising. The oil was then immediately pressed and bottled for market.
>
> "We guarantee it free from all adulterants, of superior quality and bland and agreeable to the taste.
>
> "We invite comparison."

On the opposite side a similar pyramid of Tarragon Vinegar likewise explained by a card of the same shape and size that:

> "This *Tarragon Vinegar* is prepared purposely for the finest class of trade. It was made by macerating Tarragon Herb in pure cider vinegar for three months. Especially fine for use in salad dressings, and dishes where a particularly delicate flavor is desired. For recipes showing its use, see free book of Chafing Dish Dainties given away this week.
>
> "Try a bottle."

Bottles of curry powder and air-tight cans of all kinds of spices formed semi-circles about the bases of the pyramids, those most commonly used in Chafing Dish cookery being placed well to the front.

In front of this again, Miss Juliet placed two handsome plates with a square of black paper in the center of each. On one plate she placed a mound of ordinary commercial bicarbonate of soda, and upon the other a mound of chemically pure soda, glistening white and finely powdered in comparison. Each mound was plainly labeled. The evident contrast in color and quality told its own story.

In front of the vinegar was placed plates prepared in the same manner with mounds of cream of tartar, which showed a manifest difference in color and texture.

Cloves of garlic, bottles of flavoring extracts, a few cans of condensed milk, and a tall gallon bottle containing a liquid purporting to be denatured alcohol for burning purposes, several preparations for cleaning and polishing the utensils and sundry other drug store articles which might be used in preparing a Chafing Dish supper, were given appropriate place.

In front of the table stood a card which stated briefly:

> "To obtain the best results procure the best materials. Wholesome dishes are not made with poor ingredients."

Over the whole was placed an arched span from which many colored electric lights twinkled in the evening and which were all but hidden in the day time by the clustering wild roses which wreathed the arch. Miss Juliet had manufactured the flowers some time previously, at the cost of a few cents and a couple of hours' time when detained in the house with a temporary indisposition.

The side window was dressed with the same moss green carpet and flowery span. Upon an elevation built up of covered boxes stood several hot soda mugs, from which a thin mist not unlike steam constantly emerged. This effect was produced by placing a slow burning pastille in the bottom of each.

About this elevation she banked a quantity of pound packages of coffee, marked "Anton's Own Blend," and a card made clear the fact that this was the grade and kind of coffee used at the Soda Fountain. Its excellence and flavor were all known and arrangements had been made by which customers might be supplied with the same blend for home use.

Miss Juliet argued that a straight coffee might be obtained anywhere, but the peculiar flavor of a happily blended mixture would be difficult to duplicate. She also realized that the prices asked for oil, spices, vinegar, extracts and coffee were higher than those obtained for the ordinary grocery store article.

She doubted that even the attractiveness of her display would be sufficient to convince those whom she wished to reach most, that her goods were worth the amount of the extra charge.

From the manufacturer of the Chafing Dishes she readily procured a quantity of the books of recipes given with the outfit. These she obtained for nothing for the promise to distribute them to people likely to be interested in the goods also advertised in the book, she also added the stamp of the firm of Anton & Company as well, securing a certain advertising advantage from the knowledge that the books would be kept.

In the suburban paper which appeared tri-weekly she made the announcement that throughout the entire week a free booklet of valuable Chafing Dish recipes would be presented to each lady calling at the store and asking for it. Attention was called to the full line of high class Chafing Dish necessities which were on display.

The week proved to be a fine one as far as the weather was concerned and the women came from distant parts of the district to get a book of recipes for nothing.

Miss Juliet was kept busy explaining the difference between the olive oil she offered for sale and that which was of an inferior quality. The Tarragon Vinegar was the subject of much interest as many of her customers declared they had seen it called for, but had never quite understood what it was and some had tried to get it of their grocer and failed.

But what astonished her and her skeptical father most of all was the coffee sales. Those who were not familiar with the flavor of that served at the fountain made haste to try it, and the quality of that product was so fine that it was a strong argument in favor of the sale.

The packages were put up in small air-tight containers so there was no escape of the rich aroma. This seemed to be a point which had weight. Women dislike to carry home a parcel which announces the nature of its contents throughout the whole car.

The sale of the denatured alcohol alone was surprising. Mr. Anton expressed it as his conviction that every woman in the city must keep one of those new-fangled frying pans in her parlor. But he was entirely satisfied that there had been started in his store a brisk trade on a number of articles

which had always been exceptionally slow movers with him.

He even acknowledged this to his junior partner, to the delight of that enterprising young woman, who was as pleased with her father's approbation as she was with the substantial cash results of the sale itself.

PREPARATIONS FOR THE U.S.P. CONVENTION.

Notices Issued of Proposed Changes in Constitution to Be Voted Upon at Washington in May.

Following the meeting of the board of trustees of the United States Pharmacopœial Convention, held at Columbus, Ohio, January 28-29, Dr. Murray Galt Motter, secretary, has sent out notices of the adoption of a resolution to submit to the convention in May propositions to amend the constitution to admit to membership the Secretary of Agriculture, the Secretary of Commerce and Labor, the Association of Official Agricultural Chemists, the Association of State and National Food and Dairy Departments, the National Wholesale Druggists' Association and the National Dental Association. Another proposed amendment reduces the number of delegates from three to one. A third changes the title of the "Committee on Revision" to "General Committee on Revision." Membership in the latter is to be increased from 25 to 50 and the committee will appoint from its own membership an executive committee of 15 which will have immediate charge of the work of revision.

A motion to include the National Association of Retail Druggists in the list for representation was lost, but it is understood an effort will be made at Washington to accord representation to that organization.

The trustees will recommend that a revised edition of the Pharmacopœia be prepared five years after the publication of the U.S.P. IX, if in the judgment of the Committee on Revision and the board of trustees such a revision is desirable.

At Columbus a vote of thanks was passed to Professor Diaz, of the University of Havana, for his services in translating the text of the U.S.P. into Spanish. A resolution was passed recommending that the privileges of the floor be extended to the representative of this university.

Those present at the Columbus meeting were: Dr. Beal, Professor Remington, Dr. Simmons, Mr. Meissner, Dr. Whelpley and Dr. Motter. The next meeting will be held at Washington, May 9, 10 a. m. A partial list of delegates has been prepared, but the complete list is not likely to be ready until about the time of the convention.

The local committee of arrangements has invited Senor Calvo, dean of the diplomatic corps at Washington, to address the U.S.P. convention.

Prof. Chandler to Deliver Farewell Address.

"Reminiscences of fourty-four years' service in the Faculty of the College of Pharmacy" is the subject selected by Prof. Charles F. Chandler for his farewell address to be given before the New York College of Pharmacy at the annual meeting to be held on March 15. Immediately preceding the address the election of officers and trustees will take place, the nominating committee appointed at a previous meeting having presented the following names for the offices to be filled: President, Nicholas Murray Butler; first vice-president, Charles F. Chandler; second vice-president, Herbert D. Robbins; third vice-president, William Jay Schieffelin; treasurer, Clarence O. Bigelow; secretary, Thomas F. Main; assistant secretary, Edward W. Runyon; trustees to serve three years, Otto P. Amend, Adolph Henning, Caswell A. Mayo, Reuben R. Smith and Dr. Henry C. Lovis.

In Remembrance of Friends.

Of all the sweet things which the Yuletide brings,
The dearest come to me on Mem'ry's wings;
A shadowy troop of the friends who are gone,
Hand-clasping the living ones still marching on.
Tears for the dead who have finished the race,
And cheers for the living who've taken their place.
Peace upon earth, and goodwill to all men;
The Christ-child hath said it; what more need I pen?

Rensselaer, O. J. WINCHELL FORBES.

In the drug business many a game of "freeze out" proves to be only a game of [illegible] with the "freeze" on the freezer.

The Great Trade Problem of Stopping Price-Cutting.

The great problem that confronts the trade today is how to put an end to price-cutting on established staple brands of cigarettes and cigars. *Tobacco* names cigarettes before cigars, in this connection, for the reason that price-cutting on the finer grades of cigarettes is far more generally prevalent and widespread than is the cutting of prices on cigars.

At the same time the present situation in Boston—where the staple brands of 10-cent cigars are being offered to the consumers at less than the wholesale prices quoted by the manufacturers—shows to what lengths the craze for cut prices in the trade may lead.

Tobacco honestly believes that great as might be the harm to the trade if the anti-cigarette laws now upon the statute books of a few States were extended to a dozen, or even a score of other States, it would be vastly less than is the damage which the trade is now wantonly and foolishly inflicting upon itself, through the senseless cutting of prices.

Cut prices affect adversely every interest in the trade—the manufacturer, the jobber and the retailer, but *it cannot be denied that cut prices hit the retail dealer harder than any one else.*

Under the present custom of selling cigarettes at cut prices, the manufacturer and the jobber suffer, it is true, but the retailer has the legitimate profits that ought to be his cut almost—and in some cases entirely—to the vanishing point.

The retail cigar dealer has not even the excuse that the grocer or the dry goods dealer has for selling certain staples at cost in order to stimulate his general business and bring about larger sales of other lines of goods upon which there is a good margin of profit.

The thing to do is to seek a remedy for present conditions, and when the remedy is once found to apply it perseveringly and persistently until a cure is effected.

Different interests should get together in an effort to bring about better and healthier conditions for the benefit of the entire trade. Competing manufacturers should realize that they have much in common at stake in this matter, and for the time being should lay aside all feelings of antagonism toward one another, and face this problem with a resolute purpose to solve it for the general welfare of the trade.

The jobbers, too, should join in the movement, and hold up the hands of the manufacturers in an effort to remedy the existing evils, while the retailers, who have found themselves proportionately the greatest sufferers of all, should welcome anything that would bring relief from the present intolerable conditions.

The retail dealer is entitled to a fair margin of profit upon the goods that he sells and it is up to the manufacturer and the jobber to find a way to protect him.

It is certain that because of the ruinous system of price-cutting that has so long prevailed, even the smaller retailers have thrown away a few dollars every week for many, many years, while in the case of the bigger dealers, the profits sacrificed have run into hundreds of dollars annually.

It has been an absolutely senseless and unnecessary waste, and it is high time that it should cease.

Something should be done to put a stop to present conditions before they become worse.

"Blizzard Class" Dinner to Be Held March 11.

The "Blizzard Class," composed of the graduates of the class of 1888 of the New York College of Pharmacy, will hold its 22d anniversary dinner at Allaire's, 192 Third avenue, near 18th street, New York City, on Friday, March 11, at 7 p. m. sharp. The attendance this year promises to be larger than ever and the members scattered over New York, New Jersey and Pennsylvania will meet again at this annual reunion and exchange reminiscences. Allaire is noted for his famous dinners, the price of which is fixed at $2—which all members are asked to remit to the committee, per Otto Raubenheimer, Ph.G., 1341 Fulton street, Brooklyn, N. Y.

Michigan Ph.A. at Detroit June 21-23.

Secretary E. E. Calkins, of Ann Arbor, announces that the 1910 meeting of the Michigan State Ph.A. will be held at Detroit June 21-23. The Travelers' Auxiliary has given assurances of continued support and an active canvass is being made for new members.

Rut and Road.

By Joel Blanc.

Senator Borland had been looking over some old Eras. Suddenly he turned to me and said:

"I notice that you have quoted some unidentified verse-maker in the following words: 'The Lord don't send no derricks to h'ist folks out of ruts.'

"This quotation occurs in one of your stories of the emphatically critical sort, a story in which you use your entire vocabulary to condemn the man who stays in a rut. Now, Joel, you are right, or at least as near right as you usually are; but the trouble with you, my boy, is that some of your preachments are rather radical.

"On the real dirt roads, or even the macadam roads, it often happens that the wheel ruts are not only the smoothest part of th' road; but th' smooth ruts are so long that th' farmer who kapes his wheels in them will get to market an' sell out his truck befoor th' farmer what is avoiding th' ruts will get out iv his township.

"Judging from what I have seen iv druggists an' politicians —an' th' good Lord knows druggists ain't politicians, more shame to thim—min in ginral is divided into two classes, thim what sticks to th' ruts all th' toime an' thim what goes sashayin' from one side iv th' road to th' ither, from ditch to ditch.

"Whin ye hear a rattlin' hub an' see a bent axle, ye can be shure th' mule chuffer iv thot caravan is aither always in th' rut or always pullin' out iv th' ditches. Ye may look at a race track what seems as shmooth as ye'r own bald shpot, all th' way round, but if ye will watch th' shkilled pilot what is holdin' th' sulkey ribbins ye will learn that aven the finest track has its ruts an' ditches. Aven at a two-ten clip th' good driver will pick his way, takin' th' middle iv th' road, th' rut, to th' first turn an' thin huggin' th' inside ditch until he passes th' quarter post.

"Jist so in business, or politics—an' whin aither iv thim reaches success it's th' same as th' ither. Wan iv ye will shtick to th' ruts no diff'rince how miny shtones thay may bump him over, or how much hub-deep mud thay may lead him into, while anither iv ye will go galivantin' over th' whole road ontil ye wud think he was tryin' to infringe th' Wright airyplane patents wid a hay-wagon—ye wud so.

"Ivra man what travels over th' road iv loife has a load to pull. With some iv thim it's a load iv booze, with ithers it's a load iv ill-health; with ithers it may be debt, th' clerk problim, too big a family or not big enough, cut prices, or alleymony. Which iver it is, it's hard pullin' at th' best. But ye will notice thot the man what sticks to th' rut as long as it is shmooth, an' steers his wheels to th' grass edges whin th' rut is full iv shtones, ginrally gets to market without a breakdown or broken eggs.

"Th' trouble wid ye drug fellers is they ain't enough iv ye what thinks iv endurance. Most iv ye is thinkin' only iv aither sprintin' all th' way to th' tape or gettin' there in a sleepin' car widout tippin' th' porter. Th' wan iv ye what shticks to th' rut, includin' shtones an' mud, won't buy wan new showcase what he railly needs, 'cause he ain't got cash to refit th' whole shtore. Th' ither, th' wan what goes boundin' over th' whole highway on tires inflated wid hot air, will mortgage his sowl an' go widout a clean shirt to meet th' paymints on six hundred dollars' worth iv plate glass show-cases whin all he railly needed was a four-foot cigar case.

"I raymimber a little Dootchman what bought an old drug shtore in West Madison shtreet, in th' eighties. Ye wud have thought from th' looks iv it that th' place had been inherited from Galen. Whin th' little Dootchman took th' shtore he bought a bolt iv cheese-cloth fer dust rags, an' that was th' only new fixtures he put in at oncst. Ivra wan said it was th' worst iver, an' th' paypul livin' nearby bought their drugs in th' next ward. Bye'n bye ye could hear people say th' little Dootchman had th' goods, an' was makin' th' price, an' givin' th' service. Wan by wan new show-cases appeared, an' th' walls was papered, an' th' floor was tiled, but th' things was added so slow an' stiddy that no one didn't hardly notice thim. Business kept a-growin' an' th' shtore improvin'. In tin years th' little Dootchman had th' finest shtore an' drug business in th' ward—an' say! jist let ye'r moind dwell on this: Nobody raymimbered thot th' little Dootchman had ever had anything but th' finest shtore in th' ward! Th' little Dootchman kept in th' rut whin th' rut was shmooth an' dry, an' he drove on th' grass near th' ditches whin th' best part iv th' road was there—an' he got to th' asphalt miles ahead iv ither felleys what was in th' rut all th' toime, or niver.

"Yis, it ain't because ye are druggists thot ye go to wan extrame or th' ither, it's a ginral rule iv human nature—but I niver knew any class to show as much rayspict f'r th' rule as ye druggists do.

"Foive years ago ye were all shoutin' f'r price protection, an' th' prescription business cud go to th' ash can. Wan coort decision, what wud have been nuts to ye, if ye had annie political jaynius, an' ye shkip th' rut an' slide into the gutter what Pilgrim's Progress calls th' 'Slough iv Despond.' After shtayin' in the muck an' chewin' th' cud iv vacillation f'r a while, ye come out an' go clane to th' ither side iv th' road, an' commence a shoutin' ye'r lungs loose f'r propaganda, an' ye cuss ye'r former god iv patents an' profit jist as loudly as ye praised it a little while ago.

"After a bit ye drift toward th' ither side iv th' road again an' ye commence to think that th' only thing what makes th' nawstrums so bad is makin' thim in large quantities in vats, in factories. Ye get a shneakin' notion thot if ye make thim ye'rsilves by th' quart that they are as ethical as catnip tea. These med'cines ye call 'Household remedies,' because they are made in a place what is too shmall f'r a freight elevator. Bein' carried up from th' cellar 'stid iv bein' lowered from th' tenth flure is what makes thim ethical—mebbe. Thin ye gets to a hilltop what gives ye a view iv a mirage iv Millionairville, an ye at oncet decide thot if ye combine a hundred quart packers into wan twinty-foive gallon tub an' let wan man mix for th' hundred iv ye, th' ethics will still be there. Ye kape on increasin' th' size iv th' tub ontil ye are makin' so much ye can't bring it down on an elevator—ye have to use a pipe-line. But ye are still ethical? O yis, ye are still ethical—at laste ye are until a bunch iv doctors shoos ye to th' ither side iv th' road. An' thin, ye don't know where ye are at—an' ye are there yet.

"Ain't it time ye got back into a rut an' hit th' pike ontil ye come to a guide post, or can leave y'r siven-wheeled wagon an' take a trolley? Through it all there has been min' what would jine ye in neither rut nor ditch. Fer most iv thim I ain't got nothin' but contimpt, they are jist shirks. But ithers said: 'Let's wait an' see what thim fellers decides upon doin'—at prisint they seem to be doin' thimsilves. Let's wait until they *shtick* at somethin'. Let's wait ontil we see where they are goin' to shtand pat an' shtay pat.' An' now, lookin' back, can ye help admirin' them fellers?

"Ye remoind me iv a melo-drama wid foive acts an' siventeen murders. It was called 'Escaping from th' Toils.' Ye have been so busy escapin' from the jobbers, an' th' manufacturers thot ye ain't had no toime to be sociable wid ye'rsilves. Now, whin ye foind thot th' docs is after ye, ye ought to be miserably happy 'cause ye have found anither master to escape from. Ye ought to go on th' road wid an Uncle Tom's Cabin show—ye are all Elizas.

"Not long since wan iv ye was shoutin' f'r 'A thousand lifters.' Ye ividently got siveral thousand, f'r ye seem to have been lifted into a condition iv negation thot would tickle a Theosophist. Mebbe if ye wud take notice thot th' rale big shtores, speshly thim what is linkin' thimsilves up into chains, ain't worryin' about th' doctors, or propaganda, or th' definition iv 'whin is a nawstrum,' it wud do ye good. Mebbe if ye wud figure up an' foind out whither it is th' prescription counter or th' nawstrum counter thot is ye'r own 'pie counter,' ye cud lift ye'rsilves into an aisy-chair what ain't got no bent pins in th' parts iv it what comes next to yer pants. There's only wan thing thot is better thin standin' pat—thot is, sittin' tight."

Why Women Use Powder on Their Faces.

American women are only following a common psychological phenomenon when they use face powder, according to statements made by Prof. U. G. Weatherly, of Indiana University, in an article on "Race and Marriage" in the current number of the *American Journal of Sociology*, issued from the University of Chicago press. Professor Weatherly declares the women are actuated by the same motives as savages who paint the skin black. "Men's ideals of beauty usually are found in the best type of what they themselves are, and what they find most useful," he says. "For this reason traits which especially characterize a group are often artificially exaggerated for purposes of ornament. Dark races blacken the skin, tall races increase the stature by special footwear, flat-nosed people further flatten the nose, the white women use face powder.

MICHIGAN DRUGGISTS DISCUSS LEGISLATION.

State R.D.A. Aroused by Dispensing Physician and Itinerant Vender Danger—Officers Elected.

GRAND RAPIDS, Feb. 20.—The first annual meeting of the Michigan Retail Druggists' Association, held recently, was attended by over 100 members. Mayor George L. Ellis welcomed the visitors to the city and Max S. John Bergey, of Lansing, responded on behalf of the association. President C. A. Bachee briefly outlined the purposes of the organization.

W. C. Kirchgessner, chairman of the executive committee, recommended that such bills as the association desired enacted by the next Legislature be drawn up by an attorney; that a representative be maintained at Lansing during the session to look after the drug trade interests, and that the campaign for a larger membership be pushed with vigor. He thought the organization of county and local associations should be encouraged and that these associations should keep in touch with the members of the Legislature. This report, by its subsequent adoption, authorizes the payment of $100 yearly salary to the secretary, he to employ such clerical assistance as might be needed, and the postponement of organization of a ladies' auxiliary until the next meeting.

The legislative committee recommended that the next Legislature be asked to enact a law similar to that enforced in Ohio for the regulation of itinerant vending of drugs, except that the license fee for itinerants shall be $300 and that the penalties for violations be divided equally between the good roads fund of the State and the State Board of Pharmacy. It also recommended that the proposed bill for the regulation of the sale of liquor by druggists be left open for further consideration and discussion, and informed the members that further light was desired by the committee as to the scope of a law to cover the dispensing of medicines by physicians. The liquor bill was by common consent put over to the September meeting.

Condemns Price-Cutting by Pharmacists.

G. P. Engelhard, in a stirring speech, made some particularly condemnatory remarks anent price-cutting by pharmacists and dispensing by physicians. He said that the present moment was not the time for the former practice: "capital and labor are everywhere combining to make themselves stronger and the druggists alone hang up the signs of war and price-cutting." "The dispensing physicians," he said, "seem to think they are endowed with divine rights, that their talents are ample to cover two professions, that they are superior to any laws that may be enacted fixing the standards of drug skill and experience on the purity of the medicines dispensed.

"Under the present lax system the physician may diagnose a case, prescribe for it, prepare the prescription and administer the medicine and nowhere is there a record of what he has done, a check against mistake or a safeguard against criminal intent. If the patient dies the physician who diagnoses, prescribes, dispenses and administers, also writes the death certificate, and thus can bury any mistake he may have made or destroy the evidences of crime. This system clothes the physician with too much power. His responsibilities are entirely too great and public safety demands reform.

"In the countries of Europe dispensing by physicians is absolutely forbidden. In England ethics forbid the physician to prepare his own medicines. It is in this country alone that the dispensing physician is tolerated. They have so encroached on the druggist that the prescription business is not a third of what it should be, and this encroachment is every year becoming greater. If dispensing by physicians is to be permitted to continue the law should require that they shall give the patient a copy of the prescription thus properly that there may be some evidence at least of what they intended to administer; also that when the patient dies the coroner be called in to give the death certificate."

Discrimination in Favor of the Doctors.

Mr. Engelhard called attention to the fact that whereas years of study were required of the pharmacist before he could practice his profession and the Federal and State laws fix standards of purity [illegible] drugs, our pharmacists handle the dispensing physician is superior to requirements of training and to the pure drug laws. He can hand out anything he wishes and no questions are asked. The convention heartily agreed with Mr. Engelhard's remarks and adopted his views as the basis for proper legislation.

The officers chosen for the ensuing year are:

[illegible] president; Fred [illegible] president; H. [illegible] Grand Rapids, treasurer. [illegible] Grand Rapids, secretary; H. B. Hazelwood, Traverse City, committee [illegible] W. [illegible] Spencer, Grand Rapids; D. D. Allen, Detroit; E. A. Abbott, Muskegon; Conrad [illegible] Lansing; S. Bennett, Lansing; S. L. Collins, Hart; legislative, Herman VanAllen, Ionia; John G. Steffens, Grand Rapids; W. [illegible] Detroit; L. W. Lewis, [illegible] Jackson; D. D. Gore, Petoskey; H. M. Gillis, Howard City; H. H. Mack, Alpena; [illegible] A. Parker, Grand Ledge; A. A. Schantz, Ann Arbor; Secretary, [illegible] A. LeKrone, Zeeland; [illegible] Grand Ledge; H. [illegible] Grand Rapids; A. [illegible] White Cloud; W. E. [illegible] Hesse, Lake; E. Pere, Saginaw; Marie.

Kalamazoo was chosen as the next place of meeting. President Bughee suggested that at the State meetings the association should be independent of the wholesalers and manufacturers in the matter of entertainment.

The convention closed with a banquet at the Hotel Pantlind, at which the ladies were present and William McGibbon officiated as toastmaster. Among those who responded to toasts were Mayor George E. Ellis, Thomas H. Potts, secretary of the N.A.R.D.; G. P. Engelhard, W. C. Kirchgessner, John Dooley, Charles Walker, Senator Carl Mapes, Representative Leonard Verdier, Lee M. Hutchins and E. E. Miller.

DRUG CLERKS' SOCIETY ORGANIZES AUXILIARY.

Membership in Branch Organization Open to Salesmen. Annual Fees are Reduced by Directors.

A meeting of the National Pharmaceutical Society, the newly incorporated association of drug clerks, was held at the meeting rooms, 155 West 73rd street, on the evening of January 24. An auxiliary for salesmen was organized and the following members elected: R. N. Miller, Joseph A. Glennon, K. R. Loud, S. L. Weiss, E. L. Fendler, E. A. Kern, A. Schober, Ernest Hassinger, L. R. Folliott, A. A. Karlin, M. Patterson and Edward Schott. Short addresses were delivered by Mr. Glennon, Mr. Loud, Mr. Fendler and Mr. Schott, all of whom expressed great interest in the welfare of the society.

The following officers of the auxiliary were elected: president, Edward Schott; vice-president, R. N. Miller, and secretary and treasurer, E. L. Fendler.

The annual fees have been reduced from $5 to $3, payable in monthly installments of 25 cents.

On Friday evening, January 28, the society held a smoker at Ebling's Casino, 156th street and St. Ann's avenue, Bronx, for the purpose of increasing the membership preparatory to holding a bazar. Three thousand invitations were distributed throughout the city and vicinity. Charles H. Goddard, Peter Diamond, president N.Y.R.D.A.; Joseph Weinstein, secretary New York State Board of Pharmacy; Dr. William C. Anderson, dean of Brooklyn College of Pharmacy; C. W. Bliss, attorney to the society; Edward Schott and President Wm. E. Crews were on the programme of speakers.

Would Have Proprietors and Clerks in Association.

The co-operation of the proprietor pharmacist and the registered clerk for the purpose of fighting the chains of drug stores, was the subject discussed by thirty or more pharmacists, clerks and students who assembled recently at the New York College of Pharmacy. C. Bernardo, of 2755 Broadway, the principal speaker of the evening, described those who were interested in the promulgation of the chains as a new element which had recently entered the field of pharmacy and which had no respect nor love for the profession. With them it was a matter of dollars and cents. Mr. Bernardo was appointed chairman of a committee to solicit members to form a protective organization to combat the chain system. Robert P. Bell, an attorney, was made temporary chairman of the embryo association.

At a later meeting called by Mr. Bernardo and which was held at the Ideal Drug Company's store, 100th street and Broadway, methods of procedure were decided upon, the immediate work of those interested being to hunt for members. Forty pharmacists of the East Side and their clerks have signified their intention of joining. The question of higher wages for clerks has been temporarily dropped and will not be taken up until the Druggists' Co-operative and Protective Association of the State of New York, the new organization, has been well established. The next meeting will be held at the New York College of Pharmacy on March 2 at 8.15 p. m.

President Huhn Replies Sharply to Attacks on N.A.R.D. and A.D.S.

Accuses Philadelphia Association of Breach of Faith in Withdrawing From the National Body—$7000 in Treasury Through Cutting Loose From Jobbers and Manufacturers—Self-Dispensing Doctors Oppose the A.D.S. Hopes N.A.R.D. Will be Admitted to U.S.P. Convention.

MINNEAPOLIS, Minn., Feb. 20.—Charles H. Huhn, of this city, president of both the N.A.R.D. and A.D.S., considers the recent attacks of the *Journal of the American Medical Association* and various individuals hostile to the two organizations named, as the sheerest nonsense. Mr. Huhn, whose sincere and energetic loyalty to the interests of retail druggists will hardly be questioned by anybody who knows him well or by any competent, unbiased judge of men, does not purpose to remain silent under the fierce attacks that have been made upon the organizations of which he is the official head. He is "loaded." In conversation with the ERA representative, Mr. Huhn replied categorically to the main criticisms of the assailants, and intimated that he would have plenty more to say when the proper time comes.

CHARLES H. HUHN, Minneapolis, president Nat. Assc. Retail Druggists and American Druggists' Syndicate.

Referring to various nostrums which Dr. Simmons has mentioned as being harmful, and which are fathered by the A.D.S., President Huhn said:

"Take the case of one of these—Hydro Cine. This was never indorsed by the A.D.S. or N.A.R.D., but we are obliged to put our serial number upon it. Dr. Simmons knew this when he wrote the article attacking us."

The president certainly scored very heavily on at least one of the accusers of the N.A.R.D. Henry C. Blair, it will be remembered, resigned as a member of the Philadelphia A.R.D. His resignation is dated January 12, 1910.

"It is peculiar," said Mr. Huhn, "that Mr. Blair should be too 'ethical' to be in touch with so contaminating a thing as the N.A.R.D. or A.D.S., but not too 'ethical' to send out a letter like this only six days after his resignation." And Mr. Huhn produced the following from his files:

THE HENRY C. BLAIR COMPANY,
MANUFACTURING CHEMISTS,
PHILADELPHIA, PA., U. S. A., Jan. 18, 1910.

American Drug Syndicate, Minneapolis, Minn.:

GENTLEMEN—The detail work and advertising we are doing on Iodone products will undoubtedly create a demand which you will be asked to supply. Kindly file our prices, as follows:

Iodone Powder	Retail, $1.00,		$8.00 per Doz.
Iodone Oil	"	"	"
Iodone Ointment ...	"	"	"
Iodone Nebulizer ...	"	$1.50,	$12.00 per Doz.

Jobber's discount 15 per cent, 2 per cent cash, ten days.
We shall be pleased to receive your orders.

Yours very truly, THE HENRY C. BLAIR COMPANY.
Dic.—H.C.B.—Pres.

N.A.R.D. Cuts Loose From the Jobber.

"The N.A.R.D.," said President Huhn, "stands for the betterment of the condition of retail druggists and for price protection. Up to two years ago we worked with the jobber, who co-operated, of course, not because he was especially fond of us, but for himself. The jobber and manufacturer have dominated the N.A.R.D. The latter cut loose from them and ended last year with a treasury balance of $7000.

"I personally have reason to believe that the jobbers and manufacturers are behind this hostile *American Medical Association Journal* article. The first gun fired by Dr. Simmons against the N.A.R.D. was at the meeting of the Philadelphia Wholesale Druggists' Exchange held the night before Mahlon N. Kline died, and Mr. Kline was the master of ceremonies. The only reason for Dr. Simmons' attitude was the fact that I happened to be president of both the N.A.R.D. and A.D.S. I had not asked for either office. I had assurance of the loyal support of the P.A.R.D. members. After Dr. Simmons' visit to Philadelphia these members forgot all about their promise of loyalty to me.

"I believe that these attacks are due to the buying club of the P.A.R.D., which club is known as the Philadelphia Wholesale Drug Company. The P.A.R.D. is willing to enjoy all the benefits of a buying club, but is not willing to grant them to anybody else. While the Philadelphia association has withdrawn from the N.A.R.D., its individual members are still paying that organization their dues. There is no question that the P.A.R.D. would have remained loyal to the N.A.R.D. if one of its members had been appointed to the executive committee of the National association. Two good men were proposed for the executive committee—Frank F. Ernst, of Boston, and Harvey Leith, of Providence—both of whom lost out with the Philadelphia men, and George W. McDuff, of New Orleans, was returned to the committee, and he is not an A.D.S. man. Then the Philadelphians went home and called it an A.D.S. victory!

"The N.A.R.D. has no connection with the A.D.S., nor does it desire to absorb it. But both organizations are working with the same end in view from different objective points, viz., the bettering of the condition of the retail druggists.

"It is said that the N.A.R.D. is doing no good to retailers by its U.S.P. and N.F. propaganda work. I will fearlessly submit the prescription file of every retail druggist in the country as proof of the fact that few or no prescriptions were U.S.P. or N.F. preparations up to two years ago, when the N.A.R.D. took hold of the U.S.P. and N.F. in connection with various branches of the A.Ph.A. The prescription files of the retailers today tell a different story. We have met in our get-together meetings but a very small percentage of physicians, while the N.A.R.D. with its U.S.P. and N.F. propaganda department has reached nearly every physician in the country. Yet there are those so base as to say that the N.A.R.D. has done nothing in the way of promoting the U.S.P. and N.F.!

"Twenty per cent of the dues received by the N.A.R.D. was appropriated for this purpose. If there are a few isolated spots not benefited by this work, the headquarters of the N.A.R.D. can show for every one of these a hundred places where benefit has been received. We are constantly receiving requests from physicians that this propaganda literature be sent to them regularly.

"Personally, I am not ashamed nor have I any apology to make to pharmacists or physicians for the part I have taken in helping along the retail druggists of this country, whether it be through the N.A.R.D. or the A.D.S. The main function of my office as president of the N.A.R.D. is to devote my efforts to benefit retail druggists, and to that end I shall address myself in spite of what any organization or individual has to say.

"For years manufacturers have exploited proprietary remedies, many of which are only copies of U.S.P. and N.F. preparations, slightly worked over here and there, and, I admit, resulting in improvement in some cases, and then marketed, practically the same preparations, under more catchy and euphonious names, the retailer being made to pay very high prices for that class of preparations. The retailers could not stand this. They were growing poorer and poorer, while the manufacturers were becoming richer and richer. The retailer had no opportunity for exercising the professional qualifications

acquired by a college education, because physicians prescribed only proprietary and secret preparations. And even though he might know the formula for these ready-made prescriptions, he would dispense them at the expense of being called a substitutor.

"On the commercial side of his business the department stores and mail order houses cut into him so that he found himself 'between the devil and the deep sea.' Instead of running an ethical pharmacy he was obliged, for his own salvation, to seek such side lines as soda fountains, confectionery, stationery, notions of all kinds, toys and even restaurants. You cannot blame the retailer for doing these things. He is driven to them by reason of the physicians' neglect of the U.S.P.

"When I accepted the presidency of the N.A.R.D. I went on record as to my position and there is no reason for anyone to read anything into that speech of acceptance different from what was really said, namely, that I would be loyal at all times to the N.A.R.D. and to the best of my ability perform the duties of the office in a manner that would afford no legitimate cause for complaint. I asked at that time that criticism be withheld till I should have an opportunity to prove the sincerity and integrity of my purpose. To that principle I still adhere. If I had the co-operation of all the retail druggists I could much more easily execute the duties I have sworn to perform and show greater results.

"I cannot help regarding those who are opposing the N.A.R.D. for any cause whatsoever as having been enemies of this National association even while they were part and parcel of it. Nothing can be more apparent than the fallacy of the insinuation that a druggist could not be ethical and favor the U.S.P. and N.F. propaganda and at the same time be selling over his counter household remedies which the public calls for constantly, and while such remedies are absolutely pure and standardized by a co-operative organization of retail druggists whose sole aim and object is to furnish the public, and more especially the poor class who cannot afford to run to the doctor with every trifling ailment, with a preparation that is absolutely pure and non-habit-forming.

"The average physician does not object to his druggist furnishing these common household remedies. In fact, many of us have been told by the physician to take care of such slight indispositions by giving some harmless preparation rather than call him out at night or during his office hours.

"As for the A.D.S., I have no apology to offer. This organization was formed by pharmacists and has proved in its short life of four years that there was a field for it. We have seen pharmacists rise from interest-paying retail druggists to dividend-receiving and cash customers to the jobbers and manufacturers, and even home owners; and, as one expressed it, the profits of the A.D.S. have enabled him to take a trip around the world. If this does not prove that the A.D.S. is working for the betterment of retail druggists then I am mistaken.

"The opposition to the A.D.S. comes not from the straight physician, but rather from the self-dispensing doctor, the jobber and the manufacturer. These are three powerful elements which have thrown every obstruction in the way of the progress which the A.D.S. has made in spite of their efforts to handicap our advancement. It surely is not necessary for me to point out in detail the reasons for the opposition.

"In my opinion, the object of Dr. Simmons in writing that article was to deny the N.A.R.D. representation at the U.S.P. revision convention. The trustees of the revision committee—five in number, including the secretary of the committee—in session at Columbus in January, exercised their power to keep the N.A.R.D. delegates out of the revision convention, although at the same time they recommended admission for the N.W.D.A., which does not look well because the retailer really has more to do with the U.S.P. and N.F. than has the wholesaler, so that if the N.W.D.A. is entitled to admission there ought to be no question about the eligibility of the N.A.R.D. However, I live in the hope that when the N.A.R.D.'s request for representation comes up on the floor of the convention at Washington next May there will be a sufficient number of friends of the toiling pharmacists present to furnish the three-fourths vote necessary to seat the delegates which the N.A.R.D. has selected to represent it. Both the U.S.P. and N.F. revision committees cannot have or find any more devoted friends of the U.S.P. and N.F. or a more energetic agency for exploiting those works which we all regard so necessary, than the N.A.R.D."

Lively Session of Philadelphia A.R.D. When it Withdraws from N.A.R.D.

PHILADELPHIA, Feb. 20.—As announced in the February ERA, the Philadelphia Association of Retail Druggists at a special meeting decided to withdraw from the National Association of Retail Druggists. The meeting was one of the largest in the history of the organization and while the balloting to continue with the National body, taken at a previous meeting, was very close, the vote finally in favor of secession was overwhelmingly in favor of the latter course. The annual dues were not affected by this action and remain at $12 for 1910.

While those in favor of withdrawing advanced many arguments, old and new, in favor of that step, the real pressure seemed to come from the members of the medical profession who by reason of the articles in the *Journal of the American Medical Association* of January 8, were quite conversant with the points at issue. The members in favor of withdrawing argued that with the A.D.S. a factor in N.A.R.D. work, the retail druggists of Philadelphia could not consistently ask their physicians to continue to co-operate in the popularizing of the official preparations of the United States Pharmacopœia and the National Formulary. Those opposed to this radical step declared there was no evidence that the policies of the parent body were or would be injured simply because President Huhn occupied the same office in the respective organizations. They argued that there was no evidence of collusion.

Secretary Potts Sends Plea for Delay.

Some little time was lost in parliamentary bickerings but the motion to reconsider was finally carried. Frank W. Fluck, the retiring president of the P.A.R.D., read the articles in the *Journal of the A.M.A.*

William E. Lee commanded rapt attention when he read a letter from Thomas H. Potts, secretary of the N.A.R.D., as well as an active member of the P.A.R.D., in which he declared that the influence of the manufacturer and the jobber were evident in this attempt to disrupt the N.A.R.D. The letter stated that with the exception of Messrs. Huhn and Renner, not a member of the executive board of the N.A.R.D. held a share of stock in the A.D.S., and Mr. Potts pleaded that no action be taken hastily. He urged that action be suspended until after the mid-winter meeting of the National executive committee.

The secretary read a letter from the Philadelphia County Medical Society, in which the P.A.R.D. was asked to define its position in view of the charges against the National organization. W. A. Carpenter read a communication from a physician, known to be an ardent supporter of ethical prescriptions, in which he asked for the names of druggists in Mr. Carpenter's section of the city who were still supporting the N.A.R.D.

With the issue squarely before them, the battle began. Charles Leedom introduced a resolution, calling upon the National body to explain and condemning any attempt on the part of any outside corporation to interfere in the affairs of the retail druggists' organization. This resolution was defeated and a similar fate was met with by a resolution, presented by Dr. Lowe, calling upon President Huhn to resign.

Affiliation Loses by Vote of 66 to 18.

Then the resolution offered January 7 by Franklin M. Apple, as printed on page 129 of the February ERA, amended to eliminate the question of dues, was presented.

Those who spoke in favor of withdrawal were Charles Rehfuss, F. M. Apple, H. C. Blair, W. A. Carpenter, F. W. Fluck, D. H. Ross, Christopher Koch and R. T. Blackwood. The leaders in favor of continuing with the N.A.R.D., and who spoke to that effect, were Charles Leedom, William L. Cliffe, David G. Potts, William E. Lee, D. J. Reese, Theodore Campbell and E. H. Fienhold.

The question was finally called for and when the vote was counted, it was announced that 18 were in favor of continuing the relation with the N.A.R.D. and 66 were against that affiliation. There was quite a demonstration when William E. Lee, first vice-president of the P.A.R.D., upon the announcement of the vote, arose and, declaring that while he was entitled to his opinions and that the arguments advanced had not changed them, he wanted it understood that he was not for division.

"Whether you are up or down, gentlemen," he said, "I

want it understood that I am for the Philadelphia Association of Retail Druggists, first, last and all the time."

These generous sentiments were echoed by others and the utmost harmony and good nature was evident. In instructing the secretary to reply to the communication of the Philadelphia County Medical Society, informing it of the action of the P.A.R.D., it was suggested that attention be called to the interest that was being manifested in various "punk medical concerns" in the city by certain physicians and asking the society to see that if any of its members were members of such concerns, they be properly disciplined.

Western Pennsylvania Stands by N.A.R.D.

PITTSBURG, Feb. 20.—On account of the attacks in the *Journal of the American Medical Association* on the N.A.R.D., a special meeting of the board of directors of the Western Pennsylvania R.D.A. was recently called by the secretary, B. E. Pritchard, who was once president of the N.A.R.D. Mr. Pritchard had received numerous inquiries concerning the articles from physicians who thought an explanation was necessary. After considerable discussion the board adopted the following resolutions:

Resolved, That this body condemn said attack as unjust, untruthful and in direct opposition to the altruistic principles of the American Medical Association; and be it further

Resolved, That we believe that the policy of non-affiliation with any commercial body adopted at the inception of the National Association of Retail Druggists has never been deviated from and is still firmly adhered to, and be it further

Resolved, That proper steps be taken at once to ascertain what influences are back of this attack and the animus that is the underlying cause thereof.

Resolved, That we condemn the rule or ruin policy of the Philadelphia Association of Retail Druggists as evidenced by that body withdrawing from affiliation with the National Association of Retail Druggists; and be it further

Resolved, That the Western Pennsylvania Retail Druggists' Association hereby reaffirms its fidelity to the N.A.R.D. and faith in its honesty of purpose and unswerving devotion to the welfare of the retail druggist.

A.D.S. Will Vote on Plan to Form Monster Chain of Retail Drug Stores.

Manager Goddard Calls a Special Meeting for March 7 at Which Scheme to Organize Enormous Co-operative Combination Will be Acted Upon—Would Effect More Than 12,000 Stores—Approved in the Metropolitan District.

As an outcome of the unrest which has seized many retail druggists in localities where the so-called 'chains" of drug stores popularly attributed to Standard Oil, Tobacco Trust and other corporation interests have either been established or planned, with the many rumors about a war of extinction against the independent retail druggists, there is now in course of planning a "chain" of far greater scope and larger dimensions than anything so far attributed to the combinations of oil and tobacco capitalists who have been attracted to the retail drug trade.

The new "chain," if it materializes according to the ideas of its projectors, will be a more formidable proposition than anything ever before undertaken in any retail trade, for the plan is to control, either by purchase and absorption, or through protective working arrangements, all of the more than 12,000 retail stores of the American Druggists' Syndicate.

The plan has progressed far enough so that a meeting of the stockholders will be held in this city on March 7 to decide upon the feasibility of the scheme and to vote on a proposition to increase the capital stock to the amount of several million dollars in order to provide necessary sinews of war for the coming conflict, should the decision be in the affirmative.

Plan Approved by Committee of Metropolitan District.

As the outcome of a meeting of members of the A.D.S. doing business in the metropolitan district, held on February 10, a conference committee met with C. H. Goddard, the secretary and general manager of the syndicate, at the A.D.S. laboratory in Long Island City on February 13 and after a long discussion approved the plan to call a general meeting of the stockholders for March 7 to vote (1) upon the proposition to form a chain of A.D.S. drug stores, (2) to increase the capital stock of the syndicate from $200,000 to such sum as may be needed to finance the project, which sum would be in the millions.

This committee, which was advisory in its functions, consisted of Peter Diamond, ex-president of the New York State Ph.A.; Dr. W. C. Anderson, dean of the Brooklyn College of Pharmacy; Dr. Joseph Weinstein, member New York State Board of Pharmacy; Michael Rafter, E. C. Goetting, E. Wolf, John K. Oates, Emil Roller, Charles Hackenberger, Charles Bernstein, Bernard Colle, S. L. Neier, H. E. Hall, David Westheimer, F. K. James and J. Colp, representing the Manhattan, Bronx and Brooklyn Boroughs of New York City.

The sentiment at the conference was that closer co-operation was essential at this time to protect the members from the encroachments of the "chain" stores of the large corporations. The committee was practically unanimous in favoring the submission of the proposition to the entire membership. A day or two later Mr. Goddard, as secretary of the A.D.S., issued the call for the meeting on March 7.

Would Avoid the Fate of British Retail Druggists.

At the meeting of A.D.S. members held on February 10 in Allaire's Hall, Third avenue and 18th street, Manhattan, the attendance overflowed the hall, about 400 being present from the various boroughs of New York City and from nearby towns in New Jersey.

Dr. William Muir, of the New York State Board of Pharmacy, who presided, declared the time had come for the independent retail druggists to decide whether they would fight for mutual self-preservation or permit the "chain" corporations to undersell and force out of business the retailers who occupy territory which may prove attractive to the "chain" magnates. He considered the situation serious and predicted a fight to the finish in which the small retailers would succumb, unless they stood together and began an aggressive battle before it became too late. He cited the fate of the small retailers in Great Britain, where they had been practically wiped out by the Boots and other combinations. It was for the retailers here to say whether they would meet the same fate, or prevent it by action while there was still hope of success.

Dr. Muir was listened to attentively and made an impression upon his hearers which found vent in applause. The plan for the salvation of the American retailers was explained by Manager Goddard, who required no introduction and who was heartily received.

Plan to Control Country's Retail Drug Trade.

In outlining his plan, which was the subject of consideration for which the meeting was called, Mr. Goddard explained that during the last year he had been often approached by members of the A.D.S. who thought something ought to be done to stay the encroachments of the big corporation "chains" on the preserves of the retail drug trade and finally he had decided to formulate a plan and see what the members thought of it. He did not know whether ten or a dozen, or a hundred, would respond, but he was pleased to note the large attendance. He continued in part:

"By the plan which I have in mind, the A.D.S. may acquire practical control of the retail drug business of the country, either by buying the retail stores of such members or others as may desire to sell and by co-operating with such as do not want to sell, so that the members will be able to get the full credit and support of the syndicate without losing the identity of the individual druggist, yet enjoying the protection which it is proposed to extend to all A.D.S. stores.

"If one of the chain stores is planted across the street from one of our stores, the plan is to offer united opposition to the new competitor and give the chain system the fight of its life. We would spend as much as $10,000 in the fight to save the life of one store and charge it off to the advertising account. One fight like that would end unfair interference with our stores."

Some Druggists in Need of Pelvitone.

One of the members broke in at this point to discuss the propriety of manufacturing and selling pelvitone and said that Pinkham's vegetable compound was even more objectionable, so he refused to sell either.

"This meeting is not to discuss pelvitone," said Mr. Goddard. "We can take that up another time, but I would like to say

that some druggists need a good deal of pressure to give them the backbone necessary to stick up for their own rights and interests. I have recently been in retail stores where the conditions have been almost offensive. Imagine a man coming from behind the prescription case in his shirt-sleeves, mopping a pool of ice water he was carrying in one hand, and wiping his mouth with the other! Would you see that in a chain trust store? Never.

"One of the secrets of success of the chain stores is that their places are clean and attractive. Their managers and employees are cleanly and respectably clothed; they are attentive and polite. Those that can't comply with these conditions are bounced. Quite a number of druggists could better fight the new competition if they would act on these simple up-to-date object lessons. In stores that we would own we would have to provide good, clean service to the public. It would be no hardship to those used to other conditions. The Tobacco Trust did it with the old employees in the United Cigar Stores and it only took a few dismissals to improve things and the old managers and employees confessed that they were glad of the change.

Ought to Have $3,000,000 at the Start.

"If we go into this fight we will have to increase the capital stock. For stores which we purchase we could pay part in stock and part in cash, or all stock, or cash, as might be found advisable. In taking over stores appraisers would have to be appointed, consisting of practical drug men, real estate men, etc. We now have a capitalization of $200,000 and to make a good start that ought to be raised to $3,000,000. We now have assets of fully $1,000,000.

"The only way the retailer can save himself, so far as I can see, is to go into something of this kind. I am assured that we can buy enough stores throughout the country to absolutely control the business. I know that for the last six weeks meetings have been held between the active heads of the Riker and Hegeman interests to form a combination. Those gentlemen are seeking profits and they will make more money by stopping fighting among themselves. When they do that, they will turn their attention to you retail druggists.

"If the A.D.S. organization could show the Rikers and Hegemans how we could increase their profits we might even swallow those stores. It would look improbable now, but stranger things have happened and it would not surprise me if our Jonah would swallow the chain whale in the end. But it will be the other way and you will be the real Jonahs if you do not organize, for the minute they get together they will start to try to swallow the independent dealers."

"But," interrupted one of the druggists, "a salesman came into my store today and said that the Riker and Hegeman interests had gobbled the A.D.S. He said they owned control of our stock. Is that true?"

"No, it is not," said Mr. Goddard. "In Riker's Mr. Cosden and Mr. Cahoon each own 10 shares of our stock; of Hegeman's Mr. Ramsey owns 10 shares and his cousin 5 shares. That makes 35 shares they own out of 20,000. Moreover they have never taken any interest in A.D.S. affairs and have apparently had no use for us."

In answer to questions, Mr. Goddard said the details of the plan had not been worked out, the present meeting being merely to find out how A.D.S. members regarded the subject. He asked to have a committee appointed to confer with him later and this committee was chosen from among the members present, in part, others being selected later by Mr. Goddard. Dr. Muir was named but asked to be excused. This advisory committee was finally made up as reported elsewhere.

When it came to taking a vote on the desirability of calling a meeting of stockholders to pass upon the plan there was only one negative vote.

DRUGGISTS TO RETAIN THEIR INDIVIDUALITY.

Manager Goddard Makes Further Explanation of Reasons for Movement—Protection the Prime Idea.

In an interview subsequent to the meeting of February 10, Mr. Goddard outlined his plan as follows:

"The intention is, so far as possible, to maintain the individuality of the druggist in each case, insisting only upon loyalty to the syndicate in that the druggist will purchase every dollar's worth of stock possible from it and abide by such plans for the general welfare as may be suggested from time to time.

"In return we will give such protection as may be needed. In the cases where the druggists maintain their own status we will not share even in their profits. The business will continue in the old hands, with only a pro rata payment by the individual of the expense of the general programme. In cases where the syndicate buys the store direct the individual will be superseded by the syndicate, as a matter of course.

"I did not originate the idea of the chain system. I was pleased with the programme of the syndicate as a manufacturing concern, but the retail druggists of the country began to get alarmed over the opposition of the chain stores and urged some action that led to my placing the matter before the meeting of February 10."

Jungmann Chain of Stores in New York City Goes Into a Receivership.

In view of the agitation over "chain" drug stores much interest is being manifested in the troubles of the Jungmann "chain" which in New York City comes closely after the Riker and Hegeman "chains" in number of stores. Lack of working capital of sufficient amount and too heavy operating expenses resulted last month in bankruptcy proceedings being begun in the courts.

A petition was filed against J. Jungmann (corporation), druggists, at 1020 Third avenue, 1 East Forty-second street, 15 East Twenty-third street, 428 Columbus avenue and 50 Church street, Hudson Terminal Building, by these creditors: H. & G. Ross & Co. $927, L. Fonseca & Co. $389, Dodge & Olcott, $103, and Max Belitzer, $73. It was alleged that the corporation is insolvent and made preferential transfers of property. Judge Holt appointed Frederick Hinrichs receiver, with a bond of $5,000, on application of Henry Hentze representing the petitioning creditors.

The business was started 30 years ago by Julius Jungmann and was incorporated in November, 1906, with capital stock $100,000 and Mr. Jungmann as president. The business was started in the early seventies in 1870, and Mr. Jungmann afterwards opened several other stores in various parts of the city. The operations branched out by buying up a few stores in the Church Street district in June, 1908, and another store in September, 1908, at 15 East Twenty-third street in the Metropolitan Life Building, which took a good deal of money. In December the business took a turn for the worse and it was said in the trade that the corporation was slow in its payments and behind in rents, and in filling up the places and hasn't made full settlement of bills to banks.

It was also said that the new stores was not as good as anticipated and the corporation did not have sufficient working capital to meet the additional expenses. The running expenses of the five stores, it is said, amounted to $90,000 a year. Until recently creditors expected that the corporation would be able to pull out of the difficulty and an issue of bonds to the amount of $100,000 was proposed, but it is said they were not disposed of.

A statement of the corporation's financial condition on Dec. 1 last, showed nominal assets of about $400,000, with liabilities $130,000. The principal items in the assets were merchandise, $211,000; trade marks, etc., $100,000, and machinery and fixtures, $76,000. When the store at 15 East Twenty-third street was being fitted up the corporation gave two chattel mortgages on some of the fixtures for $10,000. A large wholesale drug firm is said to be a creditor for $12,000.

At a recent meeting of 100 or more creditors, at which Frederick Hinrichs officiated as chairman and Charles A. Kalish as secretary, the total liabilities were announced as $150,000, of which amount $85,000 is credited to merchandise. Mr. Jungmann said that he hoped to make an offer of settlement, but couldn't say just at what time this would occur. His attorneys claimed he was solvent and that a petition in bankruptcy should not have been filed. A creditors' committee was appointed to decide whether the stores should be continued and to generally look after the interests of the creditors. The members of this committee are: H. S. Pattison, of Schieffelin & Co.; Wilber Titus, McKesson & Robbins; Robert L. Smith, Carnegie Trust Company; Joseph Plaut, Lehn & Fink; H. T. Jarrett, Mallinckrodt Chemical Works, and Secretary C. A. Kalish, 60 Wall street, this city. The committee will report at a subsequent meeting.

Baltimore Excited Over Reports of Attempts to Monopolize Drug Trade.

Talk of 300 Retail Stores Joining Liggett Company—Liggett Retains Control of Rexall Pharmacies and Invades Canada—Sustained by Stockholders.

Baltimore, Feb. 20.—Intense interest has been aroused among the retail druggists here by the publication of a report that men identified with the United Cigar Stores Company, a branch of the American Tobacco Company, or so-called trust, are trying to get control of the retail, semi-wholesale and actual wholesale drug business throughout the country, and with that end in view contemplate the acquisition of stores already in existence or the opening of new ones in locations where they can actively and aggressively compete with druggists with a good trade who refuse to sell their stores.

The guiding spirit in the formation of this alleged new trust is said to be John B. Cobb, a large stockholder of the United Cigar Stores Company, and the movement appears so formidable to the United Drug Company, Louis K. Liggett, president, operating four stores in Baltimore under the name of Williamson & Watts, that this interest has formed a holding company to prevent the purchase of stock control by the United Cigar Stores promoters. This holding company is called the Louis K. Liggett Company and now controls 21 drug stores.

It is intended to have other drug interests, both wholesale and retail, join this holding company and thus by a counter combination resist attempts at absorption by the United Cigar Stores Company men. The object of the latter is said to be nothing less than the creation of an absolute monopoly, which would have the entire population of the United States at its mercy.

W. J. Smith, general manager of the Williamson & Watts stores, is quoted on the situation as follows:

"We just had to protect our own interests, and the holding company was the result. We do not want Mr. Cobb and those associated with him to demoralize the retail trade, and we are fighting him every inch of the way. We are the independents and do not want to be absorbed by any trust. To better protect our interests, we agreed to form the holding company, and it was done several weeks ago. We understood that it was the purpose of those favoring the merger of all the big drug interests throughout the country to encroach upon our own territory. We propose to prevent the scheme from going through if this is possible."

It is hoped that all the retail druggists in Baltimore, about 350, will join the holding company. Incidentally, it may be mentioned that the competition of trade between the Williamson & Watts store at 17 West Lexington street and other pharmacies in that neighborhood has been very keen for some time past.

STOCKHOLDERS DECIDE IN FAVOR OF LIGGETT.

Holding Company to Retain Stores Transferred to It by the United Drug Company's Directors.

As announced in the February number of *The Soda Fountain*, the stockholders' meeting of the United Drug Company, held in Jersey City on February 2, sustained the action of the directors in selling the company's control of 21 drug stores to its president, Louis K. Liggett, who organized the Louis K. Liggett Company to operate them. John B. Cobb, of New York, next largest stockholder to Mr. Liggett, was present at the meeting and protested against the confirmation of the sale, but Mr. Liggett had a majority of the proxies. There was a good attendance and the matter was discussed during a session which lasted almost three hours. The chairman was Fred S. Rogers, of Middletown, former president of the New York State Ph.A.

Mr. Cobb had previously intimated that he would appeal to the courts if the sale was ratified, but at the time of going to press with this issue of the Era he had taken no action so far as could be learned.

New Rexall Branch Established in Canada.

Toronto, Feb. 20.—Louis K. Liggett, president of the United Drug Company, Boston, U. S. A., was guest here recently at a banquet given in his honor on the occasion of the organization of a branch of that co-operative society for the Dominion of Canada. The city comptroller and several prominent druggists were present, including several from the States, Fred S. Rogers, former president of the New York State Ph.A., being among them. The company has already established a laboratory and has made a good start.

Liggett Subsidiary Acquires Store in Syracuse.

Syracuse, N. Y., Feb. 20.—After considerable negotiation and litigation the Dwight-Nye Drug Company, a subsidiary of the Louis K. Liggett Company, of Boston, has acquired the Rufus E. Smith & Co. drug store at South Salina and Jefferson streets. Mr. Smith retires after more than 30 years in the drug trade harness. In the course of the litigation, preliminary to the sale, Mr. Smith secured a judgment for $19,600 for breach of contract of purchase against the new owners, who had refused to carry out the original agreement of sale.

Riker Suit Against United Drug Co. Postponed.

The injunction suit of Wm. B. Riker & Son Co. against the United Drug Company, to compel the latter to treat the former as its exclusive New York City and Boston agent, is still pending in the New Jersey Chancery Court. Several dates have been set for a hearing at Newark, but postponements have been entered.

Hegeman & Co. Incorporate for $6,000,000.

Albany, N. Y., Feb. 20.—Hegeman & Co., of New York, was incorporated recently with a capital of $6,000,000, to deal in chemicals, drugs and medicines. The directors are Stephen P. Anderton, Morton G. Bogue and Powell Crichton, of New York.

CORPORATIONS COULD NOT OPERATE "CHAINS."

Bill at Albany, if Passed, Would Make It Possible Only for Individuals to Conduct Drug Stores.

Albany, N. Y., Feb. 20.—Assemblyman Joseph, of New York, has introduced into the Assembly a bill which is designed to prohibit corporations from practicing pharmacy, medicine or dentistry. Its passage, says Mr. Joseph, would make it impossible for strings of drug stores to be conducted under corporation management. Hearing to be had March 9.

Interest attached to the proposed measure because of the recent announcements in New York City that Standard Oil and Tobacco Trust interests are behind movements to open stores in all parts of the country, and that the smaller druggists are organizing for a campaign of self-protection. The bill makes it compulsory for all persons engaged in the drug trade or in medicine or dentistry to take out licenses in their own name. Licenses under the new measure could not be issued to corporations.

"The bill, if passed," said Assemblyman Joseph, "would mean that individuals and not corporations could operate drug stores. It would make it impossible for a corporation to conduct a string of stores like that owned and operated by the American Tobacco Company. There are two things aimed at in the bill. One is to protect the public. The other is to protect the small druggist, who, in New York City particularly, is facing the possibility of being driven out of business."

Maryland Pharmacy Bill Excludes "Chains."

Baltimore, Feb. 20.—If a bill drawn by State Senator Linthicum becomes a law the practice of pharmacy will be subject to far more stringent regulations than has been the case. The bill provides, as does the present law, that pharmacists and assistant pharmacists must pass an examination before the State Board of Pharmacy, pharmacists to pay a first license fee of $10 and assistants of $5. Every pharmacist in the State must report to the board June 1 each year. No pharmacy must be left in charge of an unregistered person and no store can be conducted under a certificate other than that of the owner. Physicians and dentists may compound and dispense their own prescriptions. Violations of the law are punishable by a fine of $100.

QUESTION BOX

THE OBJECT of this department is to furnish our subscribers and readers with [illegible] and tried formulas and to discuss [illegible] pharmacy, prescriptions, [illegible], dispensing difficulties, etc. Requests for information are not answered by mail. ANONYMOUS COMMUNICATIONS WILL RECEIVE NO ATTENTION, neither do we answer questions in this department from non-subscribers.

If this department frequent reference is necessarily made to information published in previous issues of The Era, copies of which, if not out of print, may be obtained for 25 cents each.

Nitric Acid and Oils in a Mixture.

(Dr. B. W. S.)—Submits the following recipe:

Aloes	1 ounce.
Sulphuric acid	½ ounce.
Nitric acid	½ ounce.
Flaxseed oil	1 pint.
Turpentine	½ pint.

Mix.

He writes: "How would you mix it without causing an explosion? I have often mixed it. The other day a faker asked me how to mix it and I said nothing. In this place nearly every other man has a liniment or salve so powerful that one is in danger of having the buttons of his pants and coat blown off if he undertakes to compound their formulas."

We can see but little practical use for a mixture like this one, although with the omission of the aloes, it is of a type that is sometimes prescribed by country horse doctors for spavin and other enlargements of the bones and joints of horses. Oil of turpentine is oxidized by nitric acid and also decomposed by sulphuric acid, the final products being influenced by the strength of the acids. The acids also react with each of the other ingredients, depending upon the order of admixture. A more incompatible and dangerous prescription can hardly be suggested, although if the customer insisted the pharmacist might attempt to put it together. Extra precautions should be taken, however, to prevent accidents. The nitric acid should be added slowly and cautiously to the turpentine contained in a dish some distance from the operator and preferably in the open air. In a similar manner the sulphuric acid can be mixed with the flaxseed oil and then slowly added to the previous mixture. The aloes may be stirred in as the closing operation, although we fail to recognize the method of reasoning which prompted the prescriber to employ this drug for external application.

Solubility of Boric Acid in Glycerin.

(H. H. E.)—"Kindly advise me if it is possible by a 'grinding process,' as it is called, to make a 50 per cent solution of boric acid in glycerin when the solubility of the former in the latter at 25° C. is given as 4.6? The reason for the question is that some Western drug company claims to be doing this."

No, it is not possible by any "grinding process" that we know of to make a 50 per cent solution of boric acid in glycerin. According to the figures given by the Pharmacopœia, a saturated solution of the acid in glycerin only contains 17.857 + per cent. Of course, it is possible to increase the range of solubility by dissolving the acid in glycerin heated as in the official process for the preparation of glycerite of boroglycerin, but in the product so made the boric acid unites with the glycerin, forming boroglycerin. The official glycerite is said to contain 50 per cent of boroglycerin, but not 50 per cent of boric acid.

Utilization of Soured Grape Juice.

(A. Y. W.)—"I have about 40 gallons of grape juice that has soured. The juice is about seven years old and in some of the bottles a reddish brown sediment has been deposited. Could I make a wine or vinegar out of this juice, and if so, how? Please publish a formula."

This inquiry has been referred to several manufacturers of grape juice and the consensus of opinion seems to be that neither good wine or good vinegar can be made out of old grape juice in poor condition. One manufacturer answers by saying "that the juice having turned sour has already undergone both the first (alcoholic) and second (acetic) fermentation. It would not, therefore, make wine; whether it would ever make even a poor quality of vinegar is very doubtful, as it probably contains the germs of the third (putrefactive) fermentation. This is quite likely to be the case as the juice is so old and thus would be unfit for any purpose."

Another manufacturer states that the usual process of the manufacture of grape juice is to sterilize it by heat, and the action of the heat tends to destroy the acetic acid which is necessary in the manufacture of vinegar. It also injures the ferment germs which are necessary in the production of wine. He also states that if the juice has simply soured it might be sold at a low price to some distiller to manufacture into brandy, but no satisfactory recommendation as to its disposition can be made without first making an examination of representative samples of the juice.

Compound Elixir of Saw Palmetto.

(Constant Reader)—Try the following:

Lithium benzoate	512 grains.
Fluidextract of hydrangea	768 minims.
Fluidextract of triticum	640 minims.
Fluidextract of buchu	640 minims.
Fluidextract of saw palmetto	960 minims.
Potassium bicarbonate	640 grains.
Alcohol	1 fl. ounce.
Syrup	1 fl. ounce.
Aromatic elixir	11 fl. ounces.
Purified talc	2 drams.

Mix the fluidextracts with the alcohol, then add the aromatic elixir, the syrup and the purified talc. Shake well and occasionally during 12 hours; then filter, returning the first portions of the filtrate until it passes clear. In the liquid thus obtained dissolve the lithium benzoate and potassium bicarbonate, adding aromatic elixir, if necessary, to make the whole measure 1 pint.

Antiseptic Dusting Powder.

(S. D. Co.)—A typical formula for an antiseptic dusting powder is that given in the National Formulary, page 133. It possesses decided antiseptic properties and may be used as a dusting powder or in 5 per cent solution. Another formula is that usually given under the title

SQUIBB'S COMPOUND ALUM POWDER:

Camphor	1 part.
Carbolic acid, crystal	2 parts.
Dried alum, fine powder	47 parts.

Dissolve the camphor in the liquefied carbolic acid and then thoroughly incorporate the mixture with the alum. This powder is used for indolent ulcers and sores, especially for veterinary use.

Here are two others:

(1)

Boric acid	70 parts.
Iodoform	25 parts.
Salicylic acid	4 parts.
Oil of eucalyptus	1 part.

(2)

Ammonio-ferric alum	1 ounce.
Boric acid	1 dram.
Zinc sulphate	½ dram.

Salicylic Acid, Bismuth Subnitrate, Etc., in an Ointment.

(E. R. K.)—"Kindly inform me through the Question Box why the following ointment should turn dark after being kept on hand a short time, the cause, and what other base could be used to prevent the coloration?"

Ammoniated mercury.
Salicylic acid.
Bismuth subnitrate.
White wax.
Spermaceti.
Oil of sweet almonds.

The coloration observed depends principally upon the re-

South Dakota Pharmaceutical Association on Trip to Spearfish Canyon.

action which takes place between the salicylic acid and bismuth subnitrate, the color of the product formed varying under different conditions. Ammoniated mercury may also be partly decomposed, but these reactions are more or less retarded by previously mixing the first three substances separately in as many parts of the ointment base, and then combining the three parts thus made. The reaction is likely to take place after a time whatever base may be employed.

Remedy for Eczema.

(H. R. & J. T. U.)—We are not familiar with the proprietary preparation named by one of these correspondents and the best we can do in any case is to give the following formulas, employed by recognized authorities in the treatment of eczema:

ECZEMA CREAM.

Salicylic acid	40	grains.
Resorcin	40	grains.
Calamine	2	drams.
Zinc oxide	4	drams.
Oil of cade	2	drams.
Powdered starch	½	ounce.
Soft paraffin	1	ounce.
Wool-fat	1½	ounces.

ECZEMA LOTION.

Zinc oxide	½	ounce.
Calamine	½	ounce.
Glycerin	½	ounce.
Detergent solution of coal tar	½	ounce.
Water, enough to make	6	ounces.

OINTMENT.

Bismuth subnitrate	4	drams.
Zinc oxide	1	dram.
Glycerin	3	drams.
Liquefied carbolic acid	40	minims.
White vaseline	1½	ounces.

For use in obstinate cases the Physicians' Manual of the Pharmacopœia and National Formulary gives this formula:

Alkaline solution of tar	85 parts.
Precipitated sulphur	147 parts.
Tar ointment	168 parts.
Sulphur ointment	168 parts.
Soft soap	135 parts

Mix.

A Cement Salesman's Method.

Harry Siegel, 21 Hillsdale avenue, Jamaica, New York, sends the Era a sample stick of what purports to be "cement" and with it the following letter, which explains one salesman's method of selling his wares to druggists:

"The salesman represents himself to be an agent for a $7,000,000 corporation and the sample is supposed to be its latest invention. This cement is supposed to stick anything (the druggist included). He shows you two spools cemented together (with carpenter's glue, I believe) and two spools which he cements together and holds waiting for an opportunity to exchange them for the spools which he first showed you. While you are busy talking to a customer he puts the two spools he cemented in your presence into his grip; when you are through with your customer he asks you to try to pull apart the spools he first showed you and which you think are the spools he cemented together in your presence. His scheme is one of the old-time fakes which I saw demonstrated some years ago in Broadway, New York.

"I believe a goodly number of druggists were worked by this schemer in Brooklyn and Jamaica. The price the salesman sells the cement to the druggist is 90 cents per dozen, but you have the privilege of buying three dozen for $1 with your first order. Please publish your opinion of this scheme in the Era."

Our opinion may be stated in a very few words. In making his purchases the druggist should use every endeavor to ascertain the quality and authenticity of the goods he would buy, and any offers made to him through other than well-known and recognized channels of trade, no matter how tempting, should be thoroughly scrutinized before he commits himself or becomes a party to any contract or assumes any new obligations. Commercial life is too strenuous in these days to waste time on gentry whose credentials are limited to the plausible stories they may be able to tell or the wonders they claim they can perform.

ERA COURSE IN PHARMACY.

Graduates, January, 1910.

Matriculation Number		*Examination Grade, P. Ct.*
5988.	James T. Lain, Pleasant Hill, Mo.	96
6113.	Sister Gervaise Sullivan, Mobile, Ala.	98
6133.	W. L. Terrill, Dyer, Tenn.	98
6143.	Warren C. Pearson, Ansonia, Ohio.	96
6282.	Forrest Price Barnes, Hemlock, Ohio.	98

The above graduates will receive diplomas within a short time. A large and very handsomely engraved diploma, printed on artificial parchment, with the graduate's name engrossed, especially suited for framing, will be furnished to all those who request it for the sum of $2. Those desiring the latter should forward the necessary fee to The Pharmaceutical Era.

IMPORTANT TOPICS DISCUSSED AT MEETING OF KINGS COUNTY PHARMACEUTICAL SOCIETY.

Propaganda Example of Philadelphia A.R.D. Cited as Reason for Continuing Work—State Legislative Measures Reported—Interesting Paper on Percolation—Better 'Phone Commissions.

Propaganda was the principal subject of discussion at the February meeting of the Kings County Pharmaceutical Society held at the Brooklyn College of Pharmacy. Chairman Heimerzheim, of the trade matters committee, reported the total expenditure on this item during the last five or six months as having been $700 and Dr. Muir reiterated his statement made at a previous meeting that the society was donating its entire dues to this work without calling on the retail trade. It was good work, but the question existed as to the expediency of thus devoting all the society's income to this one thing.

Secretary Hegeman reported fair results in the collection of dues and that the members who had paid were profiting by the propaganda work. A change of tactics was proposed by Thomas J. Keenan: to give up this creditable work at this point would be a confession of failure. It was suggested by other members that the notices of meetings be in the form of return postal cards bearing the statement: "Please reply on attached card whether propaganda is giving benefits," or something else to the same effect.

Dr. Muir thought it would be a good idea to insert reports of the meeting from some pharmaceutical journal in the notices which would then be sent in letter form. This, it seemed to him, would be a more direct appeal than any the committee might make.

Work of Philadelphia A.R.D. Cited.

C. A. Kunkel reported very good results from propaganda, saying that 90 per cent of his prescriptions called for N.F. or U.S.P. preparations. Mr. Keenan called attention to the heavy dues paid by the members of the Philadelphia Association of Retail Druggists, and said that this organization had introduced N.F. goods everywhere in Philadelphia. Chairman Rehfuss recommended that someone be employed by the society to send out literature to physicians twice a month telling the latter how they could obtain samples, thus cutting down expenses.

Dr. Anderson thought that the success in establishing a demand for N.F. preparations in Philadelphia was due to the constant meetings of the pharmacists with the physicians in that city and said that the Kings County Ph.S. ought to have a physician read a paper at its next meeting. This innovation would attract the attention of the physicians because the meeting would then probably receive come notice from the medical journals. He said the future of pharmacy depended on getting the young physicians to prescribe extemporaneously.

Getting Basis for a Comparison.

Dr. Van Horn, the detail man, reported that the physicians didn't come into the drug stores as much as was formerly the custom and it was thus oftentimes difficult for the pharmacist to talk up his U.S.P. and N.F. preparations. Especially so was this true of proprietary-prescribing physicians. Dr. Van Horn thought that the question should be put to all the members of the society: "How many N.F. preparations and how many proprietaries, have you put up in (month to be determined) 1909 and the same month 1910?"

A joint committee was being organized by different pharmaceutical organizations, according to Mr. Heimerzheim, to wait upon the telephone company in Brooklyn and endeavor to secure a higher commission than the 10 per cent on total receipts, now the rule.

Mr. Heimerzheim was granted authority to represent the society on this committee. He said that telephone commissions [illegible] all the way from 15 to 35 per cent on their total receipts, the investigation might prove of value.

Percolation Inventions Receive Attention.

Mr. Keenan read a paper on maceration and percolation and explained in detail the pressure-percolation invention of Hiland [illegible] and Prof. Jean De Lacy Mohr, [illegible] Mr. Keenan, [illegible] Bernadelli and John A. Dunn, are to be found in the report of the meeting of the New York Branch of the A.Ph.A. on another page of this issue. Mr. Keenan was not of the opinion that the pressure process originated with Mr. Flowers, Professor Mohr having prepared fluidextracts in this manner some time previously.

Dr. Joseph Kahn thought the process would not work with all drugs, especially those containing glucosides. Mr. Dunn, in reply to the questions of several of the members, said that only 8 out of the 17 macerations to be found in the U.S.P. were used in the Squibb laboratories. All of Squibb fluidextracts are made by repercolation and no other method would be thought of.

State Legislative Bills Discussed.

Dr. Muir reported that the proposed State pharmacy bill had been subjected to several minor changes and had been introduced and given a hearing at Albany. The proposed Act to amend the charter of New York City so as to require daily reports of all cocaine sales, he considered an injustice since the police can now examine the records kept of such transactions. He also reported Assemblyman Joseph's bill which, if passed, will require that a pharmacist must conduct his business under his own name. He read the recent decision of the Court of Appeals upholding the Board of Pharmacy as a constitutional body. Upon his motion and with the amendment of Mr. Keenan that the wholesalers be consulted in order to secure their co-operation, the society went on record as being opposed to the Smith bill as being an uncalled-for and extreme measure.

For the use of the trade matters committee $50 was voted, the same amount also being appropriated to the entertainment committee of the New York Ph.A. for its annual meeting at Saratoga. The proper committee was instructed to have a physician address the society at the next or a special meeting. Three applications for membership were referred to the committee of investigation. The report of Treasurer Kline showed $382 cash on hand and $4516 in the college treasury.

C. A. STORER PRESIDENT OF CHICAGO BRANCH.

Physicians and Women's Clubs Invited to Co-operate in Work—Pharmacopoeial Subjects Are Discussed.

CHICAGO, Feb. 10.—At the January meeting of the Chicago Branch of the A.Ph.A., Leo Eliel, of Indiana, a former member, presided. The election of officers resulted as follows:

President, C. A. Storer; first vice president, E. N. Gathercoal; second vice president, L. A. Becker; third vice president, Mrs. M. M. Gray; secretary treasurer, W. R. Bell; chairmen of committees, membership, C. M. Light; education and legislation, C. H. Avery; practice, S. K. Sass; medical relations, C. S. N. Hallberg; public relations, T. V. Wooten; branch member of the Council of the A.Ph.A., C. A. Storer.

Professor Hallberg spoke briefly for the committee on medical relations and reported that instead of holding joint meetings with physicians it had been decided to ask co-operation in the work of revision through announcements by the committee on pharmacology in the *Bulletin of the Chicago Medical Society*.

Mr. Wooten reported for the committee on public relations, that he had brought to the attention of the Federation of Women's Clubs the fact that the so-called "prescription patents" required for their various combinations a large proportion of spirituous liquors, such as brandy, gin, whisky, etc., and that the Federation had agreed to take up this matter.

In a discussion on the revision of the Pharmacopœia, Dr. H. M. Gordin, of Northwestern University, advocated elimination of the common identical tests for chemicals and recommended descriptive definitions for galenic preparations, i. e., tinctures, fluidextracts, and fixing standards for alcohol contents, extractive, etc.

Prof. A. H. Clark, of the University of Illinois School of Pharmacy, discussed the official pharmaceutical assay processes. Reference was made to the standards adopted by the Pharmacopœia and it was shown that there had been a marked improvement in the condition of the drugs in the Chicago market since the Food and Drugs Act went into effect.

Both papers attracted much attention and an interesting discussion followed in which Prof. W. A. Puckner led. Chairman Eliel then introduced Messrs. Huhn, Jones, Mann, Elkin, Williams and Renner, who were here attending the meeting of the N.A.R.D. executive committee, and each of whom spoke briefly, expressing interest in the A.Ph.A.

Important Subjects Ably Presented at Meetings of A.Ph.A. Branches.

Percolation and Maceration, With Demonstrations of New Process, Revision of N.F. Pure Drug Bills, Expectorants and Elections on the Programmes.

The February meeting of the New York Branch of the American Pharmaceutical Association held at the College of Pharmacy was devoted to the discussion of the relative merits of percolation and maceration in the preparation of galenicals, among those taking part in the symposium being Professors John Uri Lloyd and Joseph P. Remington, guests on this occasion.

Professor Lloyd said that the distinction between the two processes was one only of words. He told of the method of maceration taught him by the old German pharmacist in Cincinnati to whom he had been apprenticed. His preceptor insisted upon the moistened drugs standing for 14 days and it was the young apprentice's duty to stir daily the contents of the many vessels in which the process was being carried out. He elaborated on the danger of percolators bursting from internal pressure or capillarity when poorly packed and said of maceration that it began with the moistening of the drug and the success of percolation depended on the success of maceration. Capillarity is one of the factors to be contended with in percolation. If the resin present in a drug is included in a gum insoluble in alcohol, then the gum must be moistened with something that will soften it. When one to two thousand pound lots of powdered drug are to be percolated the U.S.P. process cannot always be followed to the letter, the fineness of powder called for in the Pharmacopœia causing clogging or some other mishap will occur not propitious to the preparation of a good U.S.P. product.

Percolation More in Favor Than Maceration.

Professor Remington, who was introduced by President Otto Raubenheimer as "a pharmacist who had remained a pharmacist," said he didn't believe the best results were obtained from one of the two processes but from the best of the two processes. Maceration simply means soaking. Percolation consists in the piston-like driving out of soluble matter from the packed drug. Maceration was not in favor so much at the present time inasmuch as it was the American idea to save time. percolation taking half the time necessary for the former process. The proper choice of menstruum was the essential in percolation. A step towards success in percolation lies in moistening with a few drops of the menstruum the plug of absorbent cotton used at the orifice of the apparatus, since the syrupy fluid from the interior will often stop at this point. Professor Remington compared the percolation of large and small amounts of drugs with the charges of large and small guns, the grains of powder in the charge of the guns on a battleship being as large as a man's fist and those of the ordinary rifle very fine.

Mr. Raubenheimer read portions of a paper prepared by himself on the "History of Percolation." He drew special attention to agitation in maceration and compared the different percolation methods in the U. S. and foreign pharmacopœias.

Secretary Hugh Craig read a short paper on "Percolation and Maceration in the U.S.P.," written by George Beringer, who defined percolation as being really percolation and maceration or macero-percolation.

John A. Dunn, introduced as having, as a boy, worked with Dr. Squibb, said that the latter was particularly partial to percolation. The first thing to do, he said, was to seek a proper menstruum, one that will yield the best properties of the drug. Proceeding with this in view, the U.S.P. was nicely arranged for their method.

New Process Given a Demonstration.

The discovery of a new process of preparing fluidextracts by a syringe pressure process was the claim advanced by Hiland Flowers, who demonstrated his theory by preparing a fluidextract from Jamaica ginger, using a conical syringe. He thinks that with his apparatus crystalline sugar can be produced from cane juice and that steam or compressed air can be used in addition to pressure. Dr. George C. Diekman enlarged upon the different meanings which the admonition, "pack firmly" had to different students and said he was in favor of maceration despite all its drawbacks.

A percolator patented by Professor Lloyd and in use in his laboratories at Cincinnati, was described by Caswell A. Mayo. This apparatus consists of two coils horizontally arranged, one above the other. Through the upper coil steam circulates and through the lower cold water. Upon the percolate passing down, the alcohol is evaporated by the hot steam pipe and rises in a tube where collected. The extractive being heated only momentarily does not collect on the steam ring. The entire apparatus is hermetically sealed so that the loss of alcohol is practically nil and the amount of extractive matter nearer 100 per cent than previously possible. This percolator, moreover, occupies little room and while one apparatus is being emptied the other can be used.

Percolation Difficult for Inexperienced Clerks.

John C. Gallagher, of Jersey City, said he had found it the hardest thing in the world to get clerks who would pack the percolator right. Percolation is the neater, cleaner and takes the lesser room of the two methods under discussion, but he sometimes thought he would fall back on maceration unless he did the work himself. For inexperienced men, maceration is the best. Others who expressed views on the subject were Albert M. Roehrig, Felix Hirseman, Thomas D. McElhenie and Dr. Joseph Weinstein. In the general discussion following the remarks of the above speakers Professor Lloyd recommended that as a general rule the temperature during percolation or maceration shouldn't be less than 60° C. Professor Remington said that when percolation was difficult, the syrupy liquor should be run off and maceration again proceeded with. Interrupted percolation, he thought, should be included in the U.S.P.

W. A. Pearson, secretary of the Scientific Section of the Philadelphia Branch of the A.Ph.A., suggested that a similar section be organized by members of the local branch.

COMPREHENSIVE REPORT ON N.F. DISCUSSED.

Use of Saccharin and of Artificial Coloring Deprecated. Other Recommendations of Interest.

WASHINGTON, Feb. 20.—The February meeting of the City of Washington Branch of the American Pharmaceutical Association was devoted to a discussion of the report of a special committee on National Formulary consisting of Lyman F. Kebler, Wymond H. Bradbury, Henry E. Kalusowski, Lewis Flemer and Augustus C. Taylor. This committee was appointed to consider the several communications that were presented at the December meeting of the branch. Their report was a comprehensive one and discussed in detail the several propositions that had been made. For the proper consideration of the several conclusions reached by the committee the members of the local branch, including the visitors present, constituted themselves a committee of the whole and discussed the several propositions seriatim. On motion, the following principles were endorsed:

Recommendations Adopted.

Object—The National Formulary should be a book of remedies which not only conserve and protect the welfare of the people, but also represent the best that the American Pharmaceutical Association stands for.

Nomenclature—No name should be used which misleads in any particular.

Standards—It is believed that it would be preferable to have a definite standard prescribed, when practicable, for each product recognized.

Division of Book—It is unwise to divide the book into two parts.

Introductory Notes—The National Formulary should include useful introductory notes, comments, etc.

Metric System—The metric system alone should be employed in giving the quantity or proportion to be used in preparing the various products.

Medicinal Tipples—All products which bear any form of stigma characterizing tipples should be eliminated.

Saccharin—The use of saccharin as a sweetening agent for National Formulary products should be discouraged.

Pills—The general directions for making and coating pills should be continued if it is found practicable to present the matter in an intelligible form.

Artificial Coloring—The artificial coloring of official prep-

arations should be discouraged, it is desirable, however, to introduce one or more formulas for preparing coloring solutions to be used when called for by prescriptions.

Preservatives—Preservatives, other than such articles as alcohol and glycerin, should not be used in pharmaceutical preparations.

Basic Elixirs—The introduction of several select basic elixirs is recommended.

Proprietary Medicines—Formulas intended to produce an imitation of some proprietary product should not be included in the National Formulary.

Supplements—Supplements, corrections and additions should be issued as the progress of pharmacy and medicine may demand.

Recommendations Not Adopted.

The following recommendations were not concurred in by the majority of the members present, either because of a difference of opinion or because the subject matter itself has, as yet, not been sufficiently well discussed to permit of the expression of a definite opinion by many of the members present.

Synonyms—The committee believes that there should be introduced into the National Formulary as many synonyms as possible for the several preparations.

National Formulary a Book of Formulas—The committee is of the opinion that all simples should be embodied and described in the Pharmacopœia and that all mixtures and composites such as "Vegetable Cathartic Pills", "Compound Tincture of Cardamom", etc., should find a place in the National Formulary.

Druggists' Receipt Book—The committee expressed the belief that the only good purpose that such a book could serve is that of a repository for worthless, antiquated and defunct products. It is unable to see what possible value such a book would be to the progressive pharmacist.

Extemporaneous Preparations—The committee itself was undecided as to the advisability of preparing the various N.F. products extemporaneously, but expressed the opinion, evidently the majority, that it is the safer procedure to dilute fluidextracts with an appropriate solvent in the manufacture of a tincture than to prepare such tincture under conditions which are not as favorable as they might be.

Additions and Omissions—The committee believes that great liberality should be exercised along these lines because the National Formulary is to be used by people located in various sections of the country.

Additional Discussion is Invited.

On motion, it was agreed that the paragraphs endorsed by the members present be submitted to the committee on National Formulary, that the report as a whole be published and that attention be called to the recommendations not endorsed, so as to elicit additional discussions from pharmacists in various parts of the country.

Saccharin—Saccharin was discussed at some length, and it was suggested that because of the widespread use of this article and the apparent difference of opinion regarding the possibility of harm resulting from its use, additional informa-

seconded by Mr. Hynson, the following resolution was adopted:

Mr. Lowry Chosen President of Baltimore Branch.

Baltimore, Feb. 20.—At the annual meeting of the Baltimore Branch of the American Pharmaceutical Association, held in January with President H. P. Hynson in the chair, the following officers were elected for the ensuing year:

President, W. J. Lowry, Jr.; vice-president, A. C. Meyer, of A. C. Meyer & Co.; secretary and treasurer, Dr. E. F. Kelly; chairman committee on membership, E. W. Hodson, of

and member of Council, A. Ph. A., Dr. H. P. Hynson; chairman committee on scientific work, Dr. Jos. P. Remington; chairman committee on the science and practice of pharmacy, J. J. Barnett; chairman committee on education and legislation, J. Fusco Pool, of Pool, Doyle & Co.

Dr. Hynson's meeting for the committee on education and legislation discussed the advisability of the Pure Food and Drug Bill drawn by the commission appointed by the Governor of Maryland for that purpose. He mentioned that this bill paralleled the National law in most respects. The bill was endorsed.

Consideration of the National Formulary revision begun at the December meeting was taken up, the two points being, first, character and exact definition of non-official ingredients, and, second, additions to the National Formulary.

The discussion was opened by Dr. Hynson, who thought that the scope and purpose of the N.F. ought to be determined before such points could be properly settled.

Dr. Charles Caspari, Jr., thought that any detailed discussion of either point could well be deferred in view of the fact that two committees of the A.Ph.A., the committee of the N.F. and the committee on standards of non-official drugs and chemical products, now have these matters in hand.

Attention was called by Dr. Hancock to the criticism by the lay press of a lack of standardization of medicaments. The discussion was participated in by several members and the opinion was expressed that non-official ingredients should be defined and, wherever possible, standardized, and that no action be taken at present as to additions to the N.F.

Ohio Branch A.Ph.A. Re-elects Old Officers.

CLEVELAND, Feb. 10.—The Northern Ohio Branch of the A.Ph.A. met at the Cleveland School of Pharmacy on January 28, the old officers being re-elected as follows:

President, Lewis C. Hopp; vice-president, Wm. T. Hankey; secretary-treasurer, H. V. Arny, chairmen of committees: membership, W. M. Fox; professional relations, C. W. Bennett; science of pharmacy, M. G. Tielke; educational and legislation, O. B. Hannan; member of Council, A.Ph.A., Lewis C. Hopp.

A paper on "Expectorants of the U.S.P. and N.F.," by O. E. Muhlhan, was illustrated as usual by several sets of samples of the preparations discussed, made by the pharmacists present. Mr. Muhlhan spoke of compound tincture of benzoin and the difficulty in obtaining a benzoin up to pharmacopœial requirements as to alcohol solubility. He discussed compound syrup of squill and the difficulty of preparing a permanently clear preparation. He criticised the recipe for elixir of terpin hydrate N.F., recommending total elimination of water (even in syrup) in its manufacture, reporting that by use of glycerin and alcohol a permanent preparation containing 2 grains terpin hydrate to the fluidram could be easily prepared. An interesting discussion followed.

San Francisco Pharmacists Prepare for State Ph.A.

The annual convention of the California State Pharmaceutical Association was the subject of consideration of the leading druggists of San Francisco at a conference recently held at the Palace Hotel. The convention will be held in that city on May 17 to 20 and fully 1500 delegates are expected to attend. Prof. Frank T. Green, city chemist, was elected chairman; Edward L. Baldwin, vice-chairman; C. B. Whilden, member of the Board of Pharmacy, secretary, and Charles J. Abraham, treasurer.

Prof. Lloyd at German Apothecaries' Meeting.

Prof. John Uri Lloyd lectured on percolation before the New York German Apothecaries' Society at the February meeting. In his introductory remarks, he paid tribute to the memory of Dr. Charles Rice and Dr. Fred Hoffmann. He talked interestingly of his experience with W. J. M. Gordon, of Cincinnati, the first American chemist to purify glycerin, and by whom he was employed for several years; and outlined his studies of the various phases of percolation since that time.

Erie County Druggists Take Up Propaganda.

BUFFALO, N. Y., Feb. 20.—At its annual meeting last month the Erie County Retail Druggists' Association elected the following officers: President, J. H. H[illegible]; vice-president, L. A. Kingston; second vice-president, M. L. Kretzner; secretary, H. M. Wise; treasurer, O. Rydstrom. A propaganda committee of ten members was appointed and much active work in this and other directions is planned for 1910.

Prof. Remington Before Northern Ohio Branch A.Ph.A.

At the meeting of the Medical Pharmaceutical Section of the Northern Ohio Branch, A.Ph.A., scheduled for February 25, in the Academy of Medicine, Cleveland, Prof. Joseph P. Remington was on the programme for an address on the "Revision of the U.S.P."

Old Associations Elect Officers, Many New Organizations are Formed.

J. ARTHUR BEAN, Somerville, elected vice-president Boston Association of Retail Druggists.

JAMES F. FINNERAN, of Boston, elected president New England Br., A. Ph.A.; also pres. Mass. State Ph.A.

FRANK F. ERNST, Jamaica Plain, elected president of Boston Association of Retail Druggists.

F. F. ERNST CHOSEN PRESIDENT BOSTON R.D.A.

Association Votes to Continue Its Allegiance to the N.A.R.D.—Larger Membership, Finances Good.

BOSTON, Feb. 20.—The annual meeting of the Boston Association of Retail Druggists was held at the Massachusetts College of Pharmacy last month, with Professor LaPierre, the president, occupying the chair. Reports of both the secretary and treasurer were encouraging, the former reporting an increased membership during the year, and the latter a substantial balance on hand. The association voted to continue its allegiance to the N.A.R.D.

Professor LaPierre, after four years' service as president, declined re-election for another term, and the announcement was received with regret, followed later by the adoption of a formal expression of Professor LaPierre's valuable services to the association. The election of officers for the ensuing year resulted as follows:

Frank F. Ernst, of Jamaica Plain, president; J. Arthur Bean and George E. Grover, both of Somerville, first and second vice-presidents, respectively; Lyman W. Griffin, of Boston, treasurer; Charles H. Davis, of Dorchester, secretary; executive committee, presidents of the several locals.

J. F. Finneran New President New England Branch.

BOSTON, Feb. 20.—At the January meeting of the New England branch of the A.Ph.A. James F. Finneran, the new president, occupied the chair for the first time. The other officers, elected at the previous meeting, are Prof. James O'Hare, of Providence, vice-president, and R. A. Newton, of the Massachusetts C.P., secretary and treasurer. Frank F. Ernst is the new chairman of the committee on professional relations, and W. H. Glover, of Lawrence, continues as the chairman of the committee on membership.

With the presence of a majority of the delegates from the three Massachusetts associations to the Pharmacopœial Convention, the work of that convention formed the subject of the discussion at the after-dinner exercises. Dr. Frank G. Wheatley took the ground that there were too many preparations in the U.S.P. for the same purpose, as for instance, cathartics, and that two or three of them would appear to be as effective and as practicable as 50 or 60.

Discussion, though informal, was decidedly helpful, and at the end, President Finneran invited Dr. Wheatley and Dr. Tyrode, the two physicians who were present and who will represent the Massachusetts Medical Society at the Pharmacopœial Convention, to attend the subsequent meetings of the New England branch of the A.Ph.A.

OHIO DRUGGISTS ORGANIZE MANY ASSOCIATIONS

Actively Engaged in Extending Branches of Ohio Ph.A. New Zanesville R.D.A. Elects Officers.

CLEVELAND, Feb. 20.—In line with the movement now on foot in this State to have the druggists of each county organized as a branch association to the Ohio Ph.A., the Ashland County Branch of the Ohio State Pharmaceutical Association was recently organized at Ashland. Coincident with the purposes of similar organizations, its members have in view the better uniting of the interests of proprietor and clerk, the general progress of pharmacy, the securing and enforcement of just laws, etc. Present at the initial meeting were C .S. Ashbrook, of Mansfield, president of the Ohio Ph.A.; C. M. Shafer, of Canal Fulton, drug inspector; C. L. McIntyre, of St. Marys, drug inspector, and J. H. Moreton, of Ashland, of the Ohio State Pharmaceutical Travelers. The officers of the association are: Chairman, J. H. King, of Ashland; vice-chairman, K. G. Ayers, of Perrysville; secretary, W. L. Rhoads, of Ashland; treasurer, Duff Pancoas, of Ashland; executive committee, R. N. Shaw, of Savannah; F. J. Bockley, of Ashland; H. J. Haudenschild, of Loudonville; K. G. Ayers, of Perrysville, and J. F. Ailer, of Ashland. The chairman appointed Duff Pancoas, W. L. Rhoads, F. J. Bockley and J. F. Ailer as a committee on pharmacy laws.

The Wyandot County Pharmaceutical Association, recently organized at Upper Sandusky, has elected the following officers: President, George W. Tschanen; secretary, A. Billhardt, Jr.; treasurer, J. D. Ewing, of Carey.

The recent meeting of the Auglaize County Branch of the Ohio State Pharmaceutical Association was held at the Hotel Steinberg, Wapakoneta, and presided over by President W. H. Doll, of St. Marys. During the day the home of D. J. Davis was thrown open to the members and an informal session was held in his parlors. In the evening, the visitors were the guests of the local members at Brown's Theater.

Another Ohio Ph.A. branch meeting was recently held by the Richland County organization at Shelby. Addresses were delivered on propaganda by James Lucas, William G. Black, Mansfield; Clyde Thrig, J. R. Kingsboro and H. L. Crowell, Shelby.

The druggists of Lorain County met at the Hotel Andwur, Elyria, recently and organized as the Lorain County Branch of the Ohio State Ph.A. Interesting and instructive addresses were delivered by Charles Ashbrook, president of the Ohio Ph.A., and Inspectors Shafer and McIntyre. The following officers were elected: President, E. U. Hague, Elyria; vice-

president, E. H. Neal; secretary, Henry A. Gill; treasurer, William Hoeveler, Jr.

The Zanesville Retail Druggists' Association, a branch of the N.A.R.D., has been organized in Zanesville, O. Officers have been elected as follows: President, W. P. Wells; vice-president, J. R. Johnson; secretary and treasurer, H. M. Hazlett.

PRESIDENT HUEGEL WILL FIGHT 'PHONE ISSUE.

New Head of St. Louis Retailers Has Ideas Which He Hopes Will Banish the Free Lunch Instruments.

St. Louis, Feb. 20.—Henry O. A. Huegel, President of the St. Louis Retail Druggists' Association at the January meeting, is launching his administration with some very definite ideas as to winning the fight with the Kinloch Telephone Company, which has recently been regarded as lost, by entirely different methods than those used whereby there was brought about a "telephone strike." The strike was not a success, as can be seen now for only about 40 druggists have discarded the 'phones because they were refused slot machines. About that many more ordered the 'phones out and then replaced them.

Mr. Huegel is not yet ready to make public his plan, but he is investigating the possibilities of making an individual demand under laws regulating such things and then through the Public Utilities Commission. This question will not be brought before the association as a body and that organization will not be asked to approve until results are shown and then every person will be in a position to use a slot Kinloch, an open Kinloch or do without the service as his requirements dictate, and there can be no ground for ill-feeling.

Mr. Huegel has been an active member of the R.D.A. and Mo.Ph.A. for a number of years and was acting chairman of the Mo.Ph.A. committee which succeeded in passing the new pharmacy law during the last Legislature. Other officers elected were: First vice-president, J. M. Good; second vice-president, John A. Fritz; secretary, Charles W. Stockhausen; treasurer, George Hasugen; directors, Charles Renner, Charles R. Judge, Frank Carey, Dr. Holscher and Charles V. Eckert.

The telephone situation was not mentioned at the meeting and nothing except routine business was discussed.

Drug Club Re-elects President Cliffe.

PHILADELPHIA, Feb. 20.—The activity and interest of the retail drug trade of Philadelphia in the Drug Club was again indicated at the recent annual meeting of that well known organization when William L. Cliffe was re-elected president. It was indicated by the reports of officers that the retail interests predominated in the membership. It was decided to suspend the initiation fee of $10 until May 1 next with the expectation of increasing the membership. The reports of officers and committees showed a healthy improvement in club affairs and the outlook for the future was most encouraging. The election resulted as follows:

President, William L. Cliffe; vice-president, Charles Rehfuss; secretary, Frank W. Smith; treasurer, Lewis H. Davis; board of governors, Walter A. Smith, David J. Reese, H. Augustus Seeds, Adam Pfromm, C. W. Haviland, George D. Feidt, Samuel B. Davis, Edward T. Hehe, Moses Rusch, Charles H. LeWall, William A. Lennox, Dr. E. J. Sayrer, Jeremiah D. McLerran, Walter P. Miller and Jacob Jones, Jr.

Brooklyn Pharmaceutical Association's Election.

At the annual meeting of the Brooklyn Pharmaceutical Association, held January 10, the following officers were elected: President, Emil C. Kranichs; vice-president, A. Sandbrock; second vice-president, W. T. Creagan; treasurer, W. Schneider; secretary, L. Jay Cohen, 520 Knickerbocker avenue. Martin H. Ittner was elected to membership, and two more made application for admission. Meetings are held on the second and fourth Mondays of each month at 671 Bushwick avenue. S. Schoenfeld is chairman of the press committee.

S. A. Eckstein Elected President Milwaukee R.D.A.

MILWAUKEE, Feb. 20.—At a recent meeting of the Milwaukee Retail Druggists' Association the following officers were elected: President, S. A. Eckstein; vice-president, Joseph H. Schmidt; secretary, William F. Kaiser; treasurer, Louis H. Kressin; executive committee, J. G. Mack, E. Schowalter, William Thomson, E. C. Ruecker, Otto Hackendahl, H. L. Emmerich and W. F. Kaiser.

PRESIDENT BURKE APPOINTS 1910 COMMITTEES.

New Head of P.A.R.D. Takes Hold of Duties in Satisfactory Manner to the Membership.

PHILADELPHIA, Feb. 1.—William T. Burke, the newly elected president of the Philadelphia Association of Retail Druggists, has had a busy time since he assumed the duties of that office. That he is eminently qualified for the position was indicated by the manner in which he handled the situation at the special meeting of the association when it was decided to withdraw from the N.A.R.D. Another perplexing question which he has practically disposed of has been the appointment of committees for 1910. With but two exceptions, these committees are now complete and are as follows:

Finance, William E. Lee, chairman; J. C. Perry and W. H. Gano; by-laws, C. G. Neeley, chairman; A. G. Keller, Robert Cadmus, Jacob Goldhaber and S. E. Betts; printing, Walter Rodwell, chairman; Clarence H. Campbell and S. H. Shuster, membership, William A. Carpenter, chairman; Frederick R. Keller, M. Greenblatt, C. A. Wolfe, R. L. Haus, C. L. Dobson, A. R. Hesske, Paul McConomy, H. C. Clapham, H. J. Siegfried, J. B. Reesnels, R. F. Blackwood and E. F. Kroh; press, Charles Rehfuss, chairman; Samuel B. Davis and Samuel C. Henry; reception, Frank H. Cope, chairman; C. E. Kling, E. F. Kessler, L. S. Sorber and C. L. Dobson; memorial, Dr. C. B. Lowe, chairman; J. J. Steineman, J. Grier Long, Ray Kottka and M. D. Allen; schedule, Samuel B. Davis, chairman; Charles Leedom, P. S. Rohn, W. H. F. Vandegrift and N. S. Steltzer; commercial interests, E. R. Gatchell, chairman; David H. Ross, Otto Kraus, U. G. Ruff and A. J. Frankeberger; legislative, Christopher Koch, chairman; E. H. Fahey, J. J. Finney, Samuel B. Davis and Henry R. Nolte.

The ethical preparations and the telephone committees will be announced later. The entertainment committee, one of the most important branches of the organization from a social as well as a financial viewpoint, serves during a portion of two administrations and the present committee will not conclude its work until early in the coming summer.

JOHN FERGUSSON IS CHOSEN PRESIDENT.

Successful Year of Philadelphia Drug Exchange is Brought to a Close With Enjoyable Banquet.

PHILADELPHIA, Feb. 20.—Under the most enjoyable circumstances, the Philadelphia Drug Exchange closed the 49th year of its existence last month when representatives of the 75 manufacturing and wholesale firms of which it is composed assembled at dinner at the Hotel Walton. There was but one sad feature, and that was when President John Fergusson, in his capacity of toastmaster, called upon the members to rise as a tribute to the memory of Mahlon N. Kline.

The speakers included Rev. Dr. Joseph Krauskopf, Dr. Francis H. Green, Rev. Arthur Phillips and Prof. C. P. Cochran, State chemist. The entire affair reflected the excellent management of Chairman Walter V. Smith and the other members of the committee of arrangements.

There was a large attendance at the annual meeting of the Exchange, January 25. As usual, the annual report of conditions in their application to the drug trade, prepared by Clayton F. Shoemaker, was the feature of the meeting. It was presented in printed form and adopted in its entirety. A resolution, supporting the movement for a parcels post, was introduced but after some discussion, upon vote, was rejected. A vote of thanks was tendered the retiring president, Dr. A. W. Miller, for his able conduct of the affairs of the Exchange during the past two years. The election of officers resulted as follows:

President, John Fergusson; vice-president, Harry B. French; secretary, William Gulager; treasurer, Edward H. Hance; directors, Charles E. Hires, A. Robinson McIlvaine, Dr. A. W. Miller, Adam Pfromm, Adolph G. Rosengarten, Clayton F. Shoemaker, Richard M. Shoemaker and Walter V. Smith.

Marquette Graduates to Form Association.

MILWAUKEE, Feb. 20.—A movement for a permanent organization was taken up at a recent banquet by the alumni of the pharmaceutical department of Marquette University. A committee made up of G. C. Mayer, Racine, and Richard Dreyer and George Boundry, Milwaukee, has been appointed to arrange for the organization.

Polk County (Iowa) R.D.A. Elects Officers.

DES MOINES, Feb. 20.—At a recent meeting at the Hotel Wellington the Polk County Druggists' Association elected the following officers: President, F. H. McArthur; vice-president, Ed. James; secretary, E. L. Twining.

N. Y. State Pharmacy Bill Advanced—Court Sustains Old Board.

Hearings at Albany and Conferences in This City—Text of Decision of Highest Tribunal in Favor of Present Law—Pertinent Points Treated at Length.

ALBANY, Feb. 20.—The Hill-Whitney State Pharmacy Bill has been favorably reported in the Senate.

At a recent hearing before the Assembly committee Thomas Stoddart, president of the State Ph.A.; former President Diamond, of the same body; F. E. Holliday, of the N.W.D.A.; Dr. William Muir and Warren L. Bradt, the two latter of the State Board of Pharmacy, were among those who argued in favor of the measure. Others present at the hearing were Thomas P. Cook, William F. McConnell, Ulrich Wiesendanger and Charles M. Woodruff.

Numerous objections were raised by Assemblyman Robert Conklin. It was subsequently shown that his protests were based on a copy of the bill as first printed and not as presented. Several provisions he objected to as unconstitutional, but his objections were ably answered by Mr. Bradt.

The final hearing will be held on March 1.

Conference in New York City at Which the Bill Was Discussed and an Understanding Reached.

At a recent conference held in New York City for the purpose of discussing the proposed new State pharmacy law, President Stoddart, of the N.Y.Ph.A., presided. Mr. Stoddart said that the meeting had been called upon the solicitation of certain interests of the drug trade in this city which were opposed to the measure. He said that the legislative committee of the N.Y.Ph.A. was not acting arbitrarily and that the wholesalers ought to look beyond themselves so that their products will be entered into every State in the Union.

Thomas P. Cook said he was sorry that the president should feel that there was any opposition on the part of the wholesalers and was inclined to think that the trouble lay more with the retailers. On the ground that it would mean a great amount of unnecessary printing, he objected to that part of the law requiring the full name, residence and place of business of the manufacturer, wholesaler, jobber or other person from whom the drug or drugs were purchased. Mr. Cook also contended that the inclusion of the phrase "and any amendments thereof" in the provision for the sale of drugs by wholesalers in accordance with the National Food and Drugs Act of June 30, 1906, was unconstitutional.

The consensus of opinion seemed to favor the elimination of all cocaine legislation from this law, excepting reference to the provisions of the penal code, and motions to this effect and to amend the present reading of the bill on this subject were proposed but not passed. The penal code inflicts a heavier penalty for these violations and Dr. Muir, Fred S. Rogers, who acted as secretary, and S. V. B. Swann thought additional legislation unnecessary.

F. E. Holliday questioned the constitutionality of providing different legislation for the sale of adulterated drugs by wholesalers from that for sales of the same by retailers. He thought that the adulteration clause in the National law which has been adopted by 26 States should be inserted in the New York law. He favored the exemption of goods imported into the State bearing government guarantees, from that part of the Act bearing on the responsibility of persons accused of violations of the provisions relating to adulteration, misbranding or substitution. As to the proposed new law as a whole, Mr. Holliday thought there was no general protest on the part of the wholesalers against it.

S. V. B. Swann announced that the German Apothecaries Society was unalterably opposed to placing the power to appoint members of the Board of Pharmacy in the hands of the Board of Regents, the latter body being a private corporation and that such a measure would be unconstitutional. Felix Hirseman thought that the Governor of New York State was perfectly able to appoint the members of the board, as much so as any Governor in the country. Why then should this power be put in the hands of the Regents? The German Apothecaries' Society does not approve of this bill but will not fight it.

Dr. Muir asserted that the Board of Pharmacy has been free from political influence and nothing had ever been pigeonholed. The New York board has led those of all other States and has been free from all outside influences. It has, moreover, been sustained by the courts three times within the recent past.

Peter Diamond declared that it would be far more dignified to have the board appointed by an educational rather than by a political body.

Dr. Muir saw in the increase in the chains of drug stores that it behooved pharmacists to retain as much influence as possible in appointing members of the board. The influence of large corporations would not bear as much on the regents as on the Governor. It would be a safeguard for the New York State Ph.A. to name the candidates for the board. The Attorney-General has already overruled that part of the proposed new law granting the board power to add to or detract from the schedules. This power is given to the regents. George H. Hitchcock thought that in a conspicuous place in every drug store not run by its proprietor a sign should be hung bearing the name of the manager.

Dr. Muir said the provision relating to prosecutions would mean a year's delay and cocaine cases would suffer. The Attorney-General would prosecute cases, thus making a big splurge and thereby hurting pharmacy. The board's deficiency is now $2000 and he thought that it should collect fines when suits were instituted. Mr. Diamond was of the opinion that the Attorney-General would collect the fines.

Hieronimus A. Herold, who represented the Alumni Association of the New York College of Pharmacy at this conference, characterized the afternoon's discussion as "distressing quibbling on the part of gentlemen supposed to have at heart the protection of public health." They stood in regard to the proposed law on one foot as professional men and on the other as merchants. He thought that pharmacists should enforce the law and that matters should not come to such a pass where the violator could go to his district leader and have prosecution called off. As to the presentation of names to the Board of Regents, insert the word "must" in this clause or drop the feature altogether.

MR. CONKLIN DISSECTS LATEST PHARMACY BILL

In Address to German Apothecaries' Society He Points Out Defects—Appointment by Governor Favored.

At the February meeting of the German Apothecaries' Society, S. V. B. Swann, chairman of the committee on legislation, reported that the pharmacy bill, as printed for introduction in the State Assembly, differed from that agreed upon at the last conference.

Assemblyman Conklin, present at the meeting as a guest, pointed out a number of conflicting provisions. He objected to the definition of a "council" without any provision for its creation. The introduction of the cocaine law into the measure; the necessity of naming nominees for appointment to the board when appointment would not be restricted to the same, and calling a violation a misdemeanor in one place and a felony in another, were criticized by Mr. Conklin. He branded as absurd the placing into the hands of the regents of police powers such as were conferred on the board by the proposed law. He advised that the execution of police powers be left to the health department or the department of agriculture and that the board of pharmacy be restricted to the examination and licensing of pharmacists. He intimated that a separate bill might be drawn up which would include corrections of the one under discussion.

Felix Hirseman said it was important that the pharmacists keep faith with the Governor and advocated that the bill provide for appointment of a board by the Governor. A resolution was adopted to this effect and that members of the board be actively engaged in pharmacy.

COURT'S OPINION SUSTAINING THE OLD BOARD.

Judges Unanimous in Deciding Points in Appeal Taken by a Department Store in Brooklyn Borough.

The full text of the opinion filed in connection with the recent decision of the New York State Court of Appeals sus-

taining the validity of the State Pharmacy Law has been received in this city. The opinion was written by Judge Willard Bartlett and was concurred in by six other judges. After reciting the fining of Gardner D. Matthews et al, Brooklyn department store keepers, for permitting an unlicensed clerk to sell drugs or medicines, the court says:

As the allegations of the bill of particulars were clearly established by the proof upon the trial, it appeared that the defendants conducted a large department store in the Borough of Brooklyn, employing a pharmacy in charge of a duly licensed pharmacist. This pharmacist, however, was not present at the time of the sales in question, which were made by an unlicensed saleswoman. The absence of the State Board of Pharmacy testified that all the articles sold, namely, tincture of iodine, spirits of camphor and tincture of arnica, were medicines and that the tincture of iodine was a poison. A judgment against the defendants was rendered which has been affirmed by the Appellate Term and the Appellate Division and in affirming that judgment counsel for the appellants presents two questions for our consideration: (1) Are the articles involved, tincture of iodine, tincture of arnica and spirits of camphor, when sold in sealed bottles, within the exceptions of the statute, or do they come within the term "medicines" as used in section 260 of the Laws of 1900, chapter 607 (the Pharmacy Law), which prohibits the sale, under penalties, of "medicines or poisons" except in the presence and under the supervision of a licensed pharmacist? (2) If the articles in question are medicines within the prohibition of section 260 of the Pharmacy Law, is that portion of the statute which restricts the sale of domestic remedies, or other perfectly harmless preparations, to licensed pharmacists a valid exercise of the police power or is it an invasion of private rights and unconstitutional?

As to the first question, I think that the courts may take judicial notice of the fact that tincture of iodine, spirits of camphor and tincture of arnica are medicines; and so far as tincture of iodine is concerned the uncontroverted evidence in the case proves that it is a poison. It is true that spirits of camphor and tincture of arnica are commonly known as domestic remedies, but this fact does not lessen their medicinal character. It is obvious that the same precautionary regulations may not be required in respect to the sale of medicines which are harmless if pure and properly used, as would be appropriate in respect to the sale of poisonous substances; but I can see no reason why if the police power embraces regulation of the sale of medicines of a dangerous character it may not also be legitimately extended over the sale of medicines generally, if only in order to insure their purity.

We thus come to the second question whether legislation is constitutional which restricts not merely the sale of poisons, but the sale of domestic remedies or perfectly harmless medicinal preparations.

While the constitutional validity of a statute regulating and restricting the sale of drugs and medicines does not appear to have been directly involved in any case heretofore passed upon by this court, the authority of the Legislature to control and limit the sale of drugs and medicines has long been judicially recognized in this State.

In People vs. Rontey (4 N. Y. Supp. 235; affirmed on opinion below, 117 N. Y., 624) the defendant was convicted for having unlawfully conducted a pharmacy in the City of New York, not being a registered pharmacist as required by the New York City Consolidation Act. The judgment of conviction was affirmed by the General Term of the Supreme Court in an opinion by Mr. Justice Brady, which was adopted by this court when the case came here as a correct exposition of the law. In speaking of the nature of the statute Mr. Justice Brady said it was a police regulation designed to insure greater safety to the people in requiring that drugs could be dispensed only by experienced persons

"Public safety," he said, "must be regarded as superior to any private rights," he said, "and the defendant's business must yield to the necessities recognized by proper legislation." In People vs. Abraham (16 App. Div. 58) the defendants were convicted of having retailed medicines in violation of the prohibition of a statute making it unlawful for any person except a registered pharmacist to open or conduct any pharmacy except under the immediate supervision of a registered pharmacist. The judgment of conviction was affirmed by the Appellate Division, but the opinion does not indicate that the constitutionality of the statute was questioned. Many other New York cases could be cited where language is used in the opinions clearly assuming the existence of the legislative power, which is denied by counsel for the appellants upon his appeal.

The constitutionality of such legislation is affirmed by the leading text writers and it has been upheld by the courts of last resort in numerous other States in the Union. "The sale of poisonous drugs unless labeled" is among the safeguards enumerated by Chief Justice Cooley in his work on Constitutional Limitations as subject to be forbidden by a State in the exercise of the police power. (Cooley's Constitutional Limitations (7th ed.) p. [illegible] Mr. Henderson, in his treatise on State and Federal Control of Persons and Property (Vol 1, p. 512) says that [illegible] "and can be thrown around the use of [illegible] dangerous drugs without [illegible]

A few of the leading cases may be cited which uphold the doctrine thus asserted. An Oregon statute forbidding the sale of [illegible] was held in the case of Young Jon (28 Fed. Rep. 309) by the District Court of the United States for the District of Oregon (Deady, J.) [illegible] Ah Chew (16 Nev. 50) where this question arose under the police power recognized in the [illegible] and [illegible] the police of every State in the Union [illegible] the good order and peace of society, for the prevention of crime, misery and want the Legislature has authority to place such restrictions upon the sale or disposal of opium as will mitigate if not suppress its evils to society." In Exparte Mun Luck (29 Oregon 421) the Supreme Court of Oregon held that a statute was constitutional which went so far as to make it a criminal offense to have possession of opium without having a license therefor or without having obtained it on the prescription of a physician or pharmacist for medicinal purposes.

"The sale and disposition of such a drug," said the Court, "may unquestionably be regulated and controlled by law and whether its nature and character is such that for the protection of the public its possession by unauthorized persons should be prohibited is a question of fact and of public policy which belongs to the legislative department to determine." In State vs. Forcier (65 N. H. 42) it was held that the enactment of a statute requiring retailers of drugs, medicines and chemicals to submit to examination and procure a license was a sanitary regulation within the police power of the State. "Undoubtedly the Legislature has the right under the police power to pass enactments for the benefit and promotion of the public health." (Noel vs. People, 187 Ill. 587, 593). In the same case it was held that the provisions of the Illinois Pharmacy Act of 1905 in so far as they prohibited persons not being registered pharmacists from retailing or dispensing medicines prepared or compounded by themselves were valid as a proper exercise of the police power in the interest of the public health. A Wisconsin statute imposed a penalty upon any person not being a registered pharmacist or not having a registered pharmacist in his employ who should keep a pharmacy store or shop for retailing, compounding or dispensing medicines. The final purpose of the law was declared to be "to prevent any drugs, medicines or poisons from being put up and sold in such store or shop except by or under the supervision of a person of the requisite qualifications." The Supreme Court of Wisconsin held that it was within the power of the Legislature to protect the health and lives of citizens throughout the State from improper, dangerous and destructive compounds put up by incompetent or inefficient persons. It is to be noted that this Wisconsin statute related not merely to the sale of drugs and medicines generally so that it included harmless medicines as well as those of a dangerous character (——vs.——).

As has already been suggested, there are strong reasons relative to the public welfare which make it proper that regulations concerning the sale of drugs and medicines should not be confined to poisons, but may be extended so as to embrace what are known as harmless household remedies, that is, which may be harmless if properly prepared. The injury to the public health which might ensue if such medicines were carelessly or ignorantly compounded so as to contain poisonous ingredients or deceptively, so as to be something different from what they purported to be, is manifest. The police power logically extends to such medicines no less than to poisons and other lethal medicinal agents.

It is suggested that the Pharmacy Law (for which the existing Public Health Law, chap. 45 of the Consolidated Laws, has now been substituted) is objectionable because it expressly permits the sale of certain known poisonous domestic remedies by merchants or traders in unincorporated villages or villages of the fourth class, provided their place of business be more than three miles distant from a drug store. In answer to this objection it is only necessary to refer to a Minnesota case in which a similar question was raised. (State vs. Donaldson, 41 Minn. 74). The Minnesota Pharmacy Act of 1885 contained a general prohibition forbidding any person not a registered pharmacist to retail, compound or dispense medicines, followed by a proviso that nothing contained in the statute should prevent shopkeepers whose place of business was more than one mile from any drug or apothecary shop from dealing and selling the commonly used medicines and poisons, if such medicines and poisons had been put up by a registered pharmacist. This one mile limit in the proviso was attacked as an arbitrary distinction, unwarranted by reason and not demanded by any necessity. The Supreme Court of Minnesota dealt with the objection as follows: "Doubtless, the use of impure medicines or dangerous drugs is just as injurious to those who buy them one mile from a drug store as to those who buy them within that distance; and, if this was the only thing to be taken into account, the discrimination would be purely arbitrary. But the Legislature had to deal with this as a practical question, and had a right to take into consideration the convenience of the public. In sparsely settled districts frequently there is no pharmacy or drug store near at hand. In cases of sickness it is often absolutely necessary to obtain medicinal remedies promptly in order to save life. The question was, how far it was practicable to protect the public from the sale of impure or dangerous medicines and drugs, and at the same time have due regard to the convenience of those living at a distance from a drug store?

To meet the requirements of the situation, the legislature made an exception so as to allow shopkeepers whose place of business is more than a mile from a drug or apothecary shop to deal in and sell the commonly used medicines and poisons, if put up by a registered pharmacist; thereby protecting the public, especially in the centres of population where they most need it, as far as practicably consistent with the convenience or necessities of those living in the rural districts. We do not think that such a distinction is either arbitrary or unreasonable."

We entertain no doubt as to the constitutionality of the provisions of the Pharmacy Law under which the penalties in this case were recovered against the defendants and as no other question is raised it follows that the order appealed from must be affirmed.

CULLEN, C. J., GRAY, EDWARD T. BARTLETT, HAIGHT, HISCOCK AND CHASE, JJ., concur.

Order affirmed with costs.

Terse Comments on Dr. Stewart's Ideal of the Future of Pharmacy.

Paper on Page 133 of February Era Arouses Interesting Discussion, Trend So Far Being Against Uniting Functions of Pharmacist and Physician in One Man.

SELF-PROTECTION THE ONLY VALID REASON.

Physician's Work Should Not Be Hampered by Commercial Problems—Survival of the Fittest.

Fred S. Rogers, of Middletown, N. Y., former president of the New York State Pharmaceutical Association:

It would seem to me that the profession of medicine is so important, so vital to the welfare of the people that no physician should consider it expedient, humane or proper to embark in any enterprise which would divert from his sick people any of the ability for clear thinking diagnosis and treatment which is necessarily the case when commercial matters arise with their diverse and complex problems. It is doubtful indeed if the physician with the real welfare of his patients at heart can successfully practice pharmacy, either openly, or in the form of a drug store in his back office. I believe that the physician who does this is apt to be far more guilty of substitution than any real pharmacist, although the latter has come in for a very large share of unjust condemnation on this score.

The only valid excuse, in my judgment, which would cover a pharmacist for actually taking up the practice of medicine in connection with his store would be solely for the purpose of self-preservation and to retain a legitimate living. In so many localities where the competition today is actually more keen between the dispensing physician and the retail pharmacist than between pharmacists themselves, I could excuse the latter for adopting the proposed plan as a means of self-protection, and I believe that with his accessibility to the public and the common ground on which he meets his people, there are many of the minor ills which he could successfully treat, with proper educational qualifications. (These qualifications, of course, with the present standard of pharmaceutical training, could be readily obtained.) At the same time, this latter idea is one which should be greatly deplored and should not be adopted except in case of continued determination on the part of dispensing physician to compete with active pharmacy.

The drift of present day legislation toward greater and greater restriction, qualifications and requirements are all tending toward "higher pharmacy," and yet in no wise increasing its income, and a continuance along these lines will necessarily result in the survival of the fittest—the pharmacist or the physician.

EVERY PHARMACY SHOULD HAVE LABORATORY

Prof. Sayre Opposes Combining Two Professions of Medicine and Pharmacy in One Man.

By Prof. L. E. Sayre, of Lawrence, Kan., dean of the School of Pharmacy, University of Kansas, member of Revision Committee of the United States Pharmacopoeia:

I have not had the time to read Dr. F. E. Stewart's article, but I know my friend Stewart's views so well, that it is not necessary for me to read what he has said.

I do not believe that it is any more necessary for the pharmacist to study medicine and thereby obtain a license to practice medicine than it is necessary for a physician to study and graduate as a pharmacist and obtain a license to practice pharmacy. While it is desirable to have the physicians and pharmacists broadly educated, we should always keep in mind that the practice of pharmacy and medicine are two absolutely distinct callings.

In our common warfare against disease, it should be recognized that the pharmacist prepares and brings to the physician the ammunition, and the physician with his generals and captains control the use, and the application of this ammunition. It is my opinion that it is not the province of the physician to operate, as a part of his profession, in the pharmaceutical laboratory—to discover and *prepare* agents for warding off and treating diseases. He has another duty which should require all of his attention. It seems to me that there is wide enough field in each of the professions—that the work of each should be differentiated and segregated in order to obtain the best results. It is true that the two professions interlace one another in many directions, but we cannot combine *them successfully* to produce the best results for the professions interested and for the public good. We don't want to make mediocre dispensing doctors, as Dr. Stewart's scheme would do. We have too many now.

Now, in regard to the question of instruction that the pharmacist should have to master his calling, and to serve the interest of humanity most effectively, it seems to me that there is an element of truth in what Dr. Stewart has to say, "A thorough knowledge of medicine would be a great benefit to the pharmacist," undoubtedly, but it is expecting too much of him, that he prepare himself in all of the various medical lines. I believe we might well add to the present courses in pharmacy such courses of the medical school as therapeutics, bacteriology and experimental pharmacology. The training of the pharmacists of today should be, it seems to me, broader in the medical lines than it has been in the past. I attended a meeting of a medical association recently where it was plainly brought out, that the busy physician had not time to do the laboratory work necessary for the various recent methods of diagnoses. It was made clear to me, as never before, that we should have in every drug store, an *available laboratory*, a chemist, bacteriologist, and a consulting pharmacologist. We are fast approaching the time when such service will be, not only appreciated, but almost a necessity. If the pharmacist is fully awake to his interest and is alive to the interest of his calling, he will seize the opportunity and prepare for this future demand of his profession.

SEES SIGNS OF BETTER THINGS FOR PHARMACY.

Tendency Toward Separation of Commercial and Professional Pharmacy—No Unity With Medicine.

By Prof. Frederick J. Wulling, dean of the College of Pharmacy of the University of Minnesota, former president Northwestern Branch of the A.Ph.A., Minneapolis:

I am already on record as maintaining that a pharmacist should be a medical specialist whose specialty should lie in the field of pharmacology, but his training and aims should not be directed toward diagnosis and prescribing. Dr. Stewart's plan would practically mean the unification of the practice of pharmacy and medicine into one class. I do not believe this will be realized for all growth has been from the homogeneous to the heterogeneous. The vocation of pharmacy has grown out of that of medicine as medicine has grown out of priesthood.

If pharmacists were to study medicine to a degree to fit them to administer upon minor cases, they would have to acquire an ability that would enable them also to administer upon all cases. The result would be that we would have only physicians and no pharmacists. If the proposed medically educated pharmacist could be held down to the treatment of minor cases, there would be a conflict with the major medical practitioner that would exceed all our present day troubles.

The question whether pharmacy is a profession will soon be answered affirmatively, for the conflict now going on within the ranks of pharmacy between the professional and the commercial will duly result in the separation of commercial pharmacy from professional pharmacy. If pharmacists as a whole had the same degree of training and capacity for the practice of professional pharmacy as the physician has for the practice of medicine, present day conditions could not exist.

I see signs of better things for professional pharmacy in the course of the pharmaceutic events we are now experiencing. The entering wedge of the separation of professional pharmacy from commercial is receiving occasional taps of fairly respectable force as is evidenced by the recent withdrawal of the Philadelphia Association of Retail Druggists from the N.A.R.D. because of the latter's alleged relationship with the A.D.S. While I am not certain whether this was a wise step, I yet am certain that many Philadelphia pharmacists and

pharmacists all over the country have seen a look [illegible] or their chosen profession that they are always willing to defend it. The greatest [illegible] comes from these men. On the other hand, those pharmacists who by inclination or necessity devote their energies toward enlarging their business along commercial lines are laying the foundation toward the calling that will correspond to that of the "druggists" in some of the European countries. Indeed it is strange that not more establishments have arisen in which all of the activities of the present drug store except the dispensing of prescriptions, are carried on. Establishments that can buy and sell all such things not expressly or impliedly prohibited by the State law except by registered pharmacists, if rightly conducted, will surely be profitable and honorable.

Dispensing pharmacies, in which only physicians' prescriptions will be dispensed and physicians' supplies and sick-room necessities be kept, will also be found profitable. The registered [illegible] will preside over such an establishment will need to possess a very thorough pharmaceutic training so that he will be more nearly the equal of the physician in intellectual and technical capacity than the average present registered pharmacist is. This change has been going on for some time, though it has not been very pronounced. The growing pains of which one hears more frequently now will soon result in the respectable growth of each of the two divisions of the present pharmacist's vocation and each will be honorable and respectable.

PROFESSIONS OVERLAP, BUT NEEDN'T CONFLICT.

Physician at Head of University of Nebraska Outlines Reasons for Not Favoring Dr. Stewart's Plan.

By Reuben A. Lyons, M.D., director of the School of Pharmacy, head of department of pharmacology in the School of Medicine, University of Nebraska, Lincoln:

I am not a pharmacist. I am a physician, and as head of the School of Pharmacy of the University of Nebraska, as well as the head of the department of pharmacology in the College of Medicine of the same institution, I am vitally interested in both pharmaceutical and medical education. It was with considerable interest, therefore, that I read Dr. Stewart's paper.

By pharmacy at the present time, is meant the science and art of preparing, preserving, compounding and dispensing medicine. In order that a man may work intelligently in any one or more departments of this science, he requires training in many related subjects, such as botany, pharmacodynamics, physics, etc. In many cases these sciences are the same as those required to intelligently pursue the study of medicine. While medicine and pharmacy, in a sense, overlap in study, they need not and should not conflict in practice. I do not consider the study of medicine to be an ideal preparation for the practice of pharmacy; neither do I consider the study of pharmacy an ideal preparation for the practice of medicine. For example, energy and time is lost in the study of the diagnosis of disease for the student who intends to practice pharmacy and pharmacognosy and pharmaceutical chemistry are of little importance to the physician.

In my opinion the student of pharmacy who has received a training in a school where the fundamental biological and chemical sciences are taught properly is in as good a position to educate the laity along lines as essential to health as is the average medical graduate. Physicians have become dispensers largely through ignorance of the physiological action of drugs. Their ignorance could be covered up by dispensing their own remedies in any particular case. With the advent of pharmacodynamics in our medical schools, this factor disappears. No busy practitioner has time to prepare his own medicines. He wants a standard preparation and for this he must depend upon an expert pharmacist. The physician studies pharmacodynamics that he may know how to apply drugs in the treatment of disease. The pharmacist studies pharmacodynamics in order that he may standardize his drugs. And thus we see the fields of pharmacy and medicine defining their own limitations and as time goes on, we shall see the work of the professions still more highly specialized but never separated. It is by the united efforts of philanthropic specialists that the greatest good will come to humanity. I believe it is for the best interest of medicine, pharmacy and the public that we have no physician-pharmacists or pharmacist-physicians.

TOO MANY DOCTORS NOW—NO MORE NEEDED.

Mr. Apple Fears Results if Pharmacists Should Take Up Practice of Medicine by the Wholesale.

By Franklin M. Apple, Ph.G., former chairman A.Ph.A. committee on practical pharmacy and dispensing, chairman propaganda committee of the Philadelphia Association of Retail Druggists, Philadelphia:

Concerning Dr. Stewart's paper entitled "Shall We Have a Profession of Pharmacy?" I must state that I have been and am at this writing kept too busy to give the subject the thought and consideration it deserves, but will venture an expression of opinion at your behest.

If the theoretical results outlined in the paper would prove to be the true results of the universal practice of pharmacists studying medicine and obtaining a license to practice, it would appear to be the proper course to pursue; but, as we can only base our estimate of the future upon the records of the past, with any degree of certainty, I am rather skeptical as to the outcome of such a course of action.

I am afraid that if the course suggested were to be followed it would result in legalizing many undesirable illegal practices of the present time, such as counter prescribing; and, if the course of study demanded of the pharmaceutical-medical men were not of the highest possible standard, it certainly would not prove of advantage to society, for a little knowledge is conceded to be a very dangerous thing.

If we are to judge of the standards of the proposed medical men, who would almost undoubtedly combine the practices of medicine and pharmacy, by that of many of the present day medical-pharmaceutical stores, we can have but slight hopes for effective work for altruistic ideals, scientific attainment and the general good of humanity, for many of them are veritable medicine feeding stations, as the degree of financial success is dependent upon the amount of medicines or placebos prescribed and dispensed for the patients.

Again, combining the practices of medicine and pharmacy makes such demands upon the time of those so engaged that it is an absolute impossibility for them to keep posted upon either medical or pharmaceutical advancements, and as for their being enlisted into the ranks of uplifters in either calling, it is beyond question almost impossible. Cite, if possible, to me a dozen men so engaged in making a livelihood who are lending material aid to the reform efforts being put forth in either profession today.

The profession of medicine is acknowledged to be overcrowded today and what would be the results to the practices of the medical men if such wholesale accessories were to be made to their ranks? I hate to contemplate, for necessity is a stern master and forces many ofttimes to follow practices they do not altogether condone.

The creator always has the advantage over the beneficiaries of his creation and such being the case, quite naturally the medical side of the question would receive the preference to the serious detriment of the profession of pharmacy and to the ultimate disadvantage of the public—for they cannot honorably be expected to support more than a respectable number of medical men to minister to their bodily needs, and they have too many of the former today.

We must not lose sight of the fact that the county medical associations do not admit to membership physicians conducting drug stores; hence what would be the result of the proposed custom to the medical societies, the benefits they bestow upon their profession and to the interests of the public?

What is needed today is *better qualified, practical pharmacists and greater discrimination upon the part of medical men in favor of the fully qualified profession of pharmacy*—for the best interest of *all* concerned, the public, the physicians and the pharmacists. A substantial reward is the most effective one and will create the most lasting impressions, so long as it is necessary to earn at least a sufficient amount of coin wherewith to purchase sufficient food with which to keep the spark of life alive in one's body and to clothe one's self decently and comfortably.

I repeat that I doubt the practicability of the plan proposed, hence cannot subscribe to that portion of the admirable address of Dr. Stewart, which I had the pleasure of hearing him deliver.

(Additional comments on Dr. Stewart's Paper will be found in subsequent issues of the ERA.)

THE QUIZ MASTER

A MONTHLY SERIES OF PRACTICAL AND EDUCATIONAL QUESTIONS FOR DRUG CLERKS AND STUDENTS, WITH THREE CASH PRIZES EACH MONTH FOR THE MOST CORRECT ANSWERS.

THREE PRIZES of $5.00, $3.00 and $2.00 respectively, will be paid each month to the three persons submitting the largest number of correct answers to each monthly series of questions. In the event of a tie for any one of the prizes offered, such prize will be equally divided among the successful contestants. This competition is open to all who may desire to compete.

ANSWER BY NUMBERS and write your answers upon letter size paper (8x10 in.), one side only, with your Name and Address at the top of each sheet. Also number your sheets.

ALL ANSWERS for each month's series of questions must be sent at one time, and must be with us not later than the 15th of the following month.

CORRECT ANSWERS to each series of questions and the names of the three contestants who have been awarded the prizes will be published in the Era, after the close of the respective contests.

WE INVITE our readers to send us their questions for publication in this department, particularly questions related to the practical work of drug clerks.

ALL COMMUNICATIONS relating to this department should be kept separate from other correspondence, and addressed to

The Quiz Master
Care The Pharmaceutical Era 90 William St., New York

QUESTIONS, MARCH SERIES, 1910.

1—What are some of the advantages of fluidextracts over tinctures?

2—What is meant by the net weight of a substance?

3—In chemistry, what is meant by a molecule?

4—Are molecules visible to the naked eye?

5—How much of the official sulphur ointment would be necessary to make an ointment weighing 150 grams and containing five per cent of sulphur? Show work.

6—What are four official volatile oils which contain cineol?

7—In toxic doses, what is the action of strong acids?

8—From what plants is caffeine principally obtained?

9—What are the cotyledons of a seed?

10—Do all seeds have the same number of cotyledons?

11—What are the fundamental structural elements which make up all tissues and organs of the body?

12—What effect does exposure to air have upon monohydrated sodium carbonate?

13—What are the ingredients in cochineal color, N.F.?

14—When a drug is percolated, is the absence of color from the percolate always an indication that the active constituents have all been removed?

15—What are four official liquid solvents which have a lower boiling point than water?

16—In what class of preparations is acetanilide frequently an important ingredient?

17—If the pharmacy laws of your State require the registration of poisons when sold, what are four poisons which must be so recorded?

18—What is the difference in the color of a solution of iodine in alcohol and of a solution of iodine in chloroform?

19—Of what U.S.P. spirits is ammonia water a constituent?

20—What free acid is formed when glycerin, borax and water are mixed?

21—Which is easier to dissolve in water, powdered acacia or granulated acacia?

Illinois Pharmacist a Prize Winner.

Druggists and students are always glad to hear of work successfully accomplished. One who has just completed a test of more than ordinary interest is G. L. Truckenmiller, who was awarded first prize in a recent contest of the Quiz Master's Department. Mr. Truckenmiller is a native of Wurtemburg, Germany, but when only two years of age immigrated with his parents to the United States. The family located at Petersburg, Ill., and in this town, at the age of thirteen, the subject of our sketch began his pharmaceutical career in the drug store of John G. Fischer.

For about seven years young Truckenmiller, under the tutelage of Mr. Fischer, applied himself diligently to the study of pharmacy, but at the end of this period, desiring to become still more proficient, he entered the Philadelphia College of Pharmacy, where he took a full course of instruction. After completing his collegiate work, he was employed in various drug stores, and at present is with J. T. Bauer, a druggist of Stonington, Ill.

22—What change does chalk mixture undergo soon after it is prepared?

23—The following names are synonyms for what preparations: (a) Turlington's balsam; (b) elixir corrigens; (c) laxative elixir; (d) Javelle water?

24—What are four distilled spirituous liquors which contain not less than 30 per cent by volume of alcohol?

25—What is the average dose for Sun cholera mixture, compound powder of pepsin, fluidextract of hyoscyamus, and tincture of myrrh?

26—What is the nature of the small transparent dots which finely mark jaborandi, and which are visible when the leaflet is held up to the light?

27—Which will usually evaporate more rapidly, a thin mobile liquid or a dense and viscid liquid? Briefly explain your answer.

28—In a drug store, what is meant by stock solutions?

29—What is the reaction of a solution of potassium hydroxide to litmus paper?

30—What is grindelia, and what is the botanical name of the plant from which it is obtained?

31—Why should crude drugs always be thoroughly dried before storing?

32—What are at least four common names for taraxacum?

33—What occurs when oil of rose is stored in a moderately cool place?

34—What is a good method for dissolving a powder of light weight in water?

35—When an aqueous liquid is to be mixed with an alcoholic liquid, should the former be added to the latter, or should the alcoholic liquid be added to the aqueous liquid?

36—What is the objection to storing rubber goods in a cold place?

37—How many cubic centimeters in a quinine can or container having a rectangular base 4 by 5 inches, and a height of 6 inches? Show work.

38—What occurs when a piece of sodium is thrown on water?

39—What are some agents which will frequently remove iodine stains from the hands and utensils?

40—What is meant by saying a drug is indigenous to a certain country?

41—Why is syrup of wild cherry sometimes dispensed as a vehicle for tincture of digitalis?

42—What occurs when the inner surface of cascara sagrada bark is moistened with a solution of potassium or sodium hydroxide?

43—What is malt?

44—What are compressed tablets?

45—What is the appearance of silver nitrate?

46—What effect does metallic mercury have upon most metals?

47—Which of the official cinnamon barks occurs in the form of long tightly rolled quills?

48—What purposes does resin serve as a constituent of plaster masses?

49—What are the chief medicinal constituents of lobelia?

50—What is the longest termination of the following prescription, and what are the metric equivalents for the quantities used, respectively?—

R Extract	gr XV
Powder	gr IV
Aquæ	ʒ ss

M. S. More dicto utendum.

Competitors, Please Notice.

The above list of questions is the complete series for March, and all who desire to compete for the prizes should see that their answers are received by the Quiz Master not later than April 15. Do not send your answers in parts, but mail them all at one time, and be sure to follow the instructions given at the head of this department. Answers in the handwriting of the competitors are desired, although such answers transcribed on a typewriter will be accepted. Careful penmanship is to be commended and this as well as neatness, order and spelling will be considered in grading the papers and awarding the prizes.

The judges of the January contest of the Quiz Master's Department have awarded the prizes as follows:

First prize, $5, Chris Hansen, Minden, Neb.

Second prize, $3, Charles K. Stotlemeyer, Hancock, Md.

Third prize, $2, Arthur W. Reum, Minneapolis, Minn.

Contestants wishing to know the grades which they have made in January contest may obtain this information on request by sending two cents for postage to the Quiz Master.

The Quiz Master.

Questions and Answers, January Series, 1910.

1—What is an official vegetable drug which is said an anthelmintic; (b) a diuretic; (c) an anodyne; (d) a cathartic?

(a) Chenopodium; (b) uva ursi; (c) opium; (d) podophyllum.

2—What is a tonic?

The term tonic is very elastic, though in a general way it is applied to those medicines or agents which promote nutrition and give tone to the system.

3—What are the ingredients in compound tincture of gentian?

Gentian, bitter orange peel, cardamom, alcohol and water.

4—What are English equivalents for the following Latin contractions: (a) chart.; (b) f.s.a.; (c) garg.; (d) post prand.?

(a) Paper; (b) let there be made according to art; (c) gargle; (d) after dinner.

5—What is the official Latin name for (a) carbolic acid; (b) aqua fortis; (c) Donovan's solution; (d) sal benzoin?

(a) Phenol; (b) acidum nitricum; (c) liquor arseni et hydrargyri iodidi; (d) acidum benzoicum.

6—What is the official average dose of lead acetate, soluble ferric phosphate, solution of magnesium citrate, aromatic spirit of ammonia?

Lead acetate, 1 grain; soluble ferric phosphate, 4 grains; solution of magnesium citrate, 12 ounces; aromatic spirit of ammonia, 30 minims.

7—Why should soap not be used as a base for suppositories containing metallic salts?

Soap is incompatible with metallic salts, and if used with them would form insoluble compounds.

8—What is the botanical source of (a) santonica; (b) stramonium?

(a) The dried unexpanded flower-heads of artemisia pauciflora; (b) the dried leaves of Datura Stramonium.

9—How many fluidounces at 25° C. in 8 ounces (avoir.) of U.S.P. [illegible] work.

4.1998 + fl. oz. Since the weight of a fluidounce of water is 456.30 + grains, and the specific gravity of sulphuric acid is 1.826, then in one fluidounce of sulphuric acid there are 833.3618 + grains (456.30 × 1.826 = 833.3618 +), and since in one avoirdupois ounce there are 437.5 grains, then in eight [illegible] there are 7500 grains (437.5 × 8 = 7500), which is equivalent to 4.1998 + fl. oz. (7500 ÷ 833.3618 = 4.1998 +).

10—What, pure and fresh, what is the color of most volatile oils?

When pure and fresh most volatile oils are colorless.

11—What is aloin? What is the appearance of this drug?

Aloin is a neutral principle obtained from several varieties of aloes. According to the Pharmacopœia it is chiefly prepared from Curaçao aloes. It occurs in the form of a microcrystalline powder or minute acicular crystals and is lemon-yellow to dark yellow in color.

12—What are sternutatories? Name four vegetable drugs of this class.

Sternutatories are agents which, when locally applied to the nasal mucous membrane, produce sneezing and increase the nasal secretion. Quillaja, veratrum, euphorbium and sanguinaria.

13—What is a salt mouth bottle?

According to the dictionary, a salt mouth bottle is one having a wide mouth with a glass stopper, but by many druggists the term is frequently applied to any bottle having a wide mouth, which is intended as a container for bulky drugs, particularly crystalline chemical salts.

14—What is the advantage in having the name of the patient upon the prescription and the label?

It assists in identifying prescriptions when prepared and in avoiding mistakes in the administration of medicines; it also gives the pharmacist an opportunity to become familiar with names of the patrons of his prescription department.

15—In the directions for preparing exsiccated alum the Pharmacopœia says "Place the alum in a tared shallow dish, etc."; what is meant by the word "tared"?

The word "tared" means weighed and in this case the alum is to be placed in a dish, the weight of which has been predetermined.

16—What is the chemical formula for antimony and potassium tartrate? What is a method of preparing this salt?

$2K(SbO)C_4H_4O_6 + H_2O$. It is prepared by dissolving freshly made antimonous oxide (while yet moist) in a solution of potassium acid tartrate, and upon concentrating the solution so formed tartar emetic separates in colorless, transparent rhombic crystals.

17—Why are the doses usually smaller for medicines administered hypodermatically, than the doses of the same medicines introduced into the body by other methods?

Medicines administered hypodermatically are brought directly and suddenly into the circulation and thereby effect a full action in smaller doses than when they are introduced into the body by methods requiring more time for the absorption of medicinal agents.

18—What is a cerate?

A cerate is a semi-solid mixture of wax with a fat or fixed oil, with or without the addition of medicating substances, intended for external application only, and which when applied to the skin will become soft but does not liquify.

19—What is the percentage by weight of boric acid in a saturated aqueous solution of this acid? Show work.

5.26 + per cent. Since boric acid is soluble in 18 parts of water, there will be one part of the acid in every 19 parts of the saturated solution, and one part of the saturated solution will contain 0.0526 parts of the acid (1 ÷ 19 = 0.0526 +); in 100 parts of a saturated solution there will be 5.26 + parts or 5.26 + per cent of boric acid (0.0526 × 100 = 5.26 +). This problem may also be solved by proportion as follows: 1 : 19 :: X : 100 = 5.26 + or 5.26 + per cent.

20—What is your idea of the proper style of label for prescription use? Give reasons.

A label well adapted for prescription purposes is one printed with black ink upon white paper, and bearing the name of the pharmacist with spaces reserved for directions to the patient, the number of the prescription and the name of the physician. If desired, blank space may be left for inserting the date and the name of the patient. In all cases the label should be plain and neat, and the writing carefully executed, and perfectly legible.

21—What color changes result from the action of a few drops of concentrated sulphuric acid and a fragment of manganese dioxide upon a sample of strychnine?

Concentrated sulphuric acid and manganese dioxide, acting upon strychnine sulphate, first produce a blue color which changes to a deep violet, then to purplish-red, cherry-red and finally to orange or yellow. The best results are obtained by using very small quantities of the reagents.

22—What is the solubility in water of (a) red mercuric oxide; (b) calcium chloride; (c) methyl salicylate; (d) sugar?

(a) Almost insoluble; (b) 1.3 parts; (c) sparingly soluble; (d) 0.46 parts.

23—What are two U.S.P. liquids whose odors closely resemble the odor of oil of wintergreen?

Methyl salicylate and oil of betula.

24—What is the external therapeutic action of iodine?

Iodine, applied externally, acts as an irritant, disinfectant, absorbent and alterative.

25—What is meant by the term "bumping" as applied to boiling liquids?

Bumping is the formation and bursting of bubbles in certain liquids when such liquids are boiled in glass containers having smooth surfaces.

26—Until the doctor arrives, what temporary aid would you give to a person who had fainted?

First place the person flat on a couch or on the floor, with the head lower than the rest of the body; next, loosen the clothing, and secure free access to fresh air; the face should be sprinkled or dashed with cold water, and smelling salts carefully applied to the nostrils. If the person is able to swallow, some authorities advise the administration of a stimulant, such as a small quantity of aromatic spirit of ammonia, wine or brandy.

27—Ether is used in the preparation of what two U.S.P. spirits?

Spirit of ether and compound spirit of ether.

28—What are some other oils than olive oil to which the name sweet oil is sometimes applied?

Cottonseed oil and rapeseed or colzaseed oil.

29—What is briefly the treatment in case of acute poisoning by arsenic?

Promote vomiting with warm water or with mustard, and give at once large quantities of the official preparation of ferric hydroxide with magnesium oxide. For the collapse brandy may be administered subcutaneously, and warm applications made to the abdomen and extremities.

30—Why is the use of wood alcohol in medical preparations prohibited?

While chemically pure wood alcohol is said to be non-toxic, the use of wood alcohol internally in any form is prohibited by the Federal Food and Drugs Act because blindness and even death has resulted from the employment of the commercial grades of this liquid.

31—What simple chemical test will distinguish borax from sodium carbonate?

Hydrochloric acid will cause an effervescence, if added to the sodium carbonate, but will not have this action upon the borax.

32—What action does heat have upon lime water?

Heat causes a turbidity due to the separation of calcium hydroxide which redissolves when the liquid is cooled.

33—What are plasters as designating a class of official preparations?

Plasters are solid medicinal preparations intended for external application, which are firmer and more tenacious than cerates, but become soft and adhesive at the temperature of the body.

34—What are four official drugs which are obtained from the animal kingdom?

Pepsin, gelatin, cantharides and cod liver oil.

35—Where are the Molucca Islands? What are two spices which are chiefly obtained from these islands?

The Molucca Islands, also known as the Spice Islands, lie between Celebes and Papua, and are in the Malay Archipelago. Cloves and nutmeg.

36—How does red mercuric oxide differ in chemical composition from yellow mercuric oxide?

They are the same in chemical composition.

37—What occurs if a piece of metallic zinc is suspended by a string in a strong solution of lead acetate?

The zinc will displace the lead in the acetate, and, if the container is not disturbed, the lead so displaced will become attached to the string, forming a mass of crystals commonly known as a "lead tree."

38—What is structural botany?

Structural botany treats of the various plant organs or parts of plants, and with their forms and modifications.

39—What are the chief active medicinal principles in (a) senega; (b) belladonna leaves?

(a) Polygalic acid and senegin; (b) atropine, belladonnine and hyoscyamine.

40—How many avoirdupois pounds in eight apothecary pounds? Show work.

First Young Woman to Win a Prize.

Miss ELSIE DAY,
Lincoln, Neb.

The first young woman to win any of the prizes in the Quiz Master's Contests is Miss Elsie Day of Lincoln, Neb. She has competed in three of these contests, and in each of them has received one of the prizes. In the October Contest she took third prize, in the November contest she advanced to the winner of the second prize, and in the December contest was awarded the first prize. Miss Day graduated from the academic department of the University of Nebraska in the class of 1908, receiving the degree of Bachelor of Arts, and on account of high scholarship was elected a member of the Phi Beta Kappa fraternity. At present Miss Day has a fellowship in physiology, and is a student in the recently established school of pharmacy of the University of Nebraska. The ERA congratulates Miss Day for winning these numerous honors, and is pleased to welcome her among the contestants of the Quiz Master's Department.

6.5829 + avoir. lbs. In one apothecary pound there are 5760 grains and in eight apothecary pounds there are 46080 grains (5760 × 8 = 46080) which amount is equivalent to 6.5829 + lbs. avoir. [46080 ÷ 7000 (grains in 1 lb. avoir.) 6.5829].

41—What is sublimation?

Sublimation is the term applied to the process of vaporizing volatile solids and condensing the vapor back again into a solid.

42—What are two official drugs prepared by sublimation?

Iodine and sublimed sulphur.

43—What methods of making tinctures are recognized by the Pharmacopœia?

Three methods, namely, by percolation, maceration and by solution or dilution.

44—What constituents of a prescription are termed "the basis"?

The basis of a prescription consists of the chief or active medicinal ingredients.

45—Why is a Wedgwood mortar, the inner surface of which has worn smooth, not suitable for the trituration of drugs?

In the process of trituration much depends upon the grinding action exerted upon the drug by the contact between abraded or roughened surfaces. A mortar having a smooth inner surface presents no such surface, and is therefore not adapted for the proper trituration of drugs.

46—How can the inner surface of a Wedgwood mortar, which has become smooth, again be made rough?

A rough surface may be imparted by occasionally triturating a little coarse emery in the mortar.

47—What is meant by an amorphous substance?

A solid substance is said to be amorphous when it shows no crystalline structure.

48—Is it proper to dispense boiled linseed oil on an order calling for linseed oil?

No, the Pharmacopœia specifically states that boiled linseed oil is not to be dispensed for linseed oil.

49—Why is methylene blue inconvenient to dispense?

Methylene blue is inconvenient to dispense because of its intense color, which makes it very difficult to handle without soiling all utensils or other apparatus with which it may come in contact.

50—Why should thermometers stand for about two years before they are used?

The glass of thermometers continues to contract sometimes for a year or more after the tubes are sealed, and therefore thermometers cannot be considered to register correctly until after this contraction is completed. For this reason they should not be officially tested until this period of time has elapsed.

BOARD EXAMINATIONS

New Jersey.

BRIGHTON, Feb. 20.—The next examinations of the New Jersey State Board of Pharmacy will be held at Trenton, April 21-22. Secretary Henry A. Jorden announces that the following were successful at the January examinations:

Registered Pharmacists—Frederick C. Bock, Atlantic City; [illegible], Philadelphia; Alexander M. [illegible], New York; Harold [illegible], New York; Vincenzo D'Amico, [illegible]; [illegible] De [illegible], Atlantic City; Wm. S. De La Hoyde, [illegible]; Wm. S. [illegible], Newark; Samuel [illegible], Newark; [illegible], Brooklyn; Nathan Kaner, Jersey City; Raymond S. [illegible], Perth Amboy; Benjamin J. [illegible], Jersey City; Wm. [illegible], Newark; George S. Male, East Orange; [illegible], Newark; [illegible] M. W. Ostertag, Jersey City; [illegible] Louis Pross, Newark; Joseph Quaremba, Atlantic City; David Rascoe, New York; Leo Rosenbauer, Jersey City; Nathan T. Schreiber, Newark; John Scavo, New York; Charles E. Vernon, Newark.

Registered Assistants—Walter L. Bischoff, Haddonfield, N. J.; Le Roy Forman, Trenton; Edward A. Fox, Elizabeth; Samuel Fruchtman, Newark; Joseph B. Grossman, Newark; Bertha Lewit, Newark; Leo M. McEvoy, Newark; George E. Morris, Jersey City; Wm. L. Rowland, Highlands, N. J.; Benjamin Seigle, Newark; Robert Seller, Long Branch; William Sauer, Jersey City.

Illinois.

SPRINGFIELD, Feb. 20.—At the January meeting of the Illinois State Board of Pharmacy in Springfield, 18 out of a class of 47 applicants for registered pharmacist, and 12 of the 16 candidates for assistant pharmacist passed successful examinations. Their names follow:

Registered Pharmacists—Bella L. Galsin, Edward E. Luken, Frederick Rucker, Max Stine, M. A. Serritella and Gustav A. Wester, all of Chicago, and James T. English, Carrollton; Roy L. Irwin, Decatur; Thomas Q. Mathis, Granite City; Hugh McCaslin, Nokomis; Harold N. Ruud, Galesburg; J. Robert Shine, Mattoon; John R. Sims, Perry; John E. Sisk, Marion; Charles E. Flautt, Grafton; B. F. Hudson, Moweaqua; J. I. Lawrence, Arthur, and Joseph D. Profit, Anchor.

Assistant Pharmacists—L. R. Crawford, Hyman Lebovitz, Charles Gimbel and Arnold P. Nicks, all of Chicago, and Charles E. Brady, Jacksonville; Harry Bugg, Springfield; Elton H. Elder, Decatur; Lester T. Loomis, Medora; Cora Miller, Pana; H. P. Obermeyer, Jacksonville; Roy R. Ogg, Springfield, and F. D. Williamson, Upper Alton.

The next meeting of the board for the examination of registered pharmacists will be held in Chicago on Tuesday, March 8. On the following day an examination will be conducted for assistant pharmacists. For this examination applications with the necessary proofs must be on file in the Springfield office not later than Friday, March 4. The next apprentice examinations throughout the State will be held on March 4.

Indiana.

COLUMBUS, Feb. 20.—Theodore G. E. Otto, of this city, secretary of the State Board of Pharmacy, has announced the successful applicants for certificates as a result of the examination held in Indianapolis in January:

Registered Pharmacists—Millard William Bartholomew, Morocco; Earl Bruce Brookbank, Terre Haute; Charles L. Englehart, Brazil; Earl E. Goodnight, Lafayette; Otis O. Hocker, Monroe; M. Leonissa Sister, Lafayette; M. Sabina Sister, Lafayette; Stephen N. Markland, Pekin; Edward P. McCarthy, Indianapolis; Burton B. Owens, New Albany; Russel H. Phares, Liberty; Carl M. Sauter, North Judson; James S. Shaffer, Corydon, and William Wernert, Spencerville.

Registered Assistant Pharmacists—James G. Congdon, Bristol; Virgil F. Conner, Shelbyville; John T. Donaldson, Kokomo; Clarence Gates, Parker; Bruce M. Gildersleeve, Lafayette; Clark D. McKenney, Shelbyville; Lee F. Remetter, Indianapolis, and Charles V. Timmons, Lafayette.

California.

SAN FRANCISCO, Feb. 20.—The next meetings of the California State Board of Pharmacy will be held in Los Angeles during [illegible] April 4 and in San Francisco during [illegible] April 11. At the last examinations the following were successful:

Assistants—Cecil Eugene Alberts, Will G. Lidley, W. C. Kaiser, [illegible] Virgil Goeffert, David Herman Pelcovic, J. O'Delle Hardage, C. G. Ives, Frank R. Rogan, Carl M. Johnson, [illegible], Arthur K. Silverdale, Frank E. Leake, [illegible].

[illegible] Matthew Campbell, Charles Lincoln [illegible], Edman Hodstein, Eugene B. Kemper, Harry G. Skinner, William Henry Ames, William Jasper [illegible] Dunnigan, J. J. Fillis, August Henry Hollstein, A. R. Jorgensen, Philip E. Maas, H. C. Trask, Leo Melzer Boughman, Robert Star Hannah, Harry Edward Liston, James R. Bigelow, Thomas H. Dabney, Ludwig Gregor, Denis E. Raiche, John Shier.

Vermont.

MONTPELIER, Feb. 20.—The Vermont Board of Pharmacy has organized for the year by electing the following officers: President, W. R. Warner, of Vergennes, to succeed J. G. Bellrose, of Burlington; secretary, D. F. Davis, of Barre, reelected; treasurer, W. L. Gokay, of Bennington, to succeed W. F. Root, of Brattleboro. Mr. Bellrose and Mr. Root are the remaining members of the board.

During the past year there were 25 licenses revoked by the board. Sixteen licenses were granted on examinations. Five licenses were received in reciprocal exchange with other States and five were exchanged from Vermont into other States. There are 426 active Vermont certificates in force at present, 315 in the State and 111 in other States. Of the 315 in the State, 283 are in actual use, the remaining 32 being held by practicing physicians, traveling salesmen engaged in the drug business and by retired druggists.

T. M. Barrett, of Rutland, whose license was revoked last November on account of illegal selling of liquor, petitioned the board for reinstatement, but was refused.

Minnesota.

MINNEAPOLIS, Feb. 20.—Seventy-five candidates appeared for the January examination of the Minnesota State Board of Pharmacy. Of those taking the preliminary, 15 failed, leaving a class of 61. Of those successful a pharmacist's certificate was granted to William W. Lundberg, Minneapolis, and assistant certificates were granted to the following:

D. E. Bersing, Blair, Wis.; John Booren, Jr., Stillwater; Wm. Eckstrom, Worthington; M. O. Burrows, St. Paul; J. A. Olson, St. Paul; August H. Boehm, Minneapolis; Adolph Haugen, Henning; B. O. Gronvold, Ellsworth; Chester E. Harding, Minneapolis; C. J. Helland, Mount Horeb, Wis.; J. C. E. Taber, St. Paul; J. A. Malerich, Sleepy Eye; Swen A. Sjoblum, Minneapolis; Harry C. Nagler, Minneapolis; F. G. Turner, St. Paul; Emil H. Prahl, Buffalo.

The following officers were re-elected: R. L. Morland, president, and C. T. Heller, secretary. The office of the board will be located after March 1 in St. Paul. Next examination will be held April 18 in the College of Pharmacy Building, State University, Minneapolis. Applications must be in the hands of the secretary one week in advance.

Texas.

SAN ANTONIO, Feb. 20.—Next meeting of the Texas State Board of Pharmacy will be held at Waco on May 17, but there will be no examinations, the latter being scheduled for Fort Worth, June 13-14, just prior to the meeting of the Texas Ph.A. on June 14-16. Secretary R. H. Walker was elected delegate to the National Association of Boards of Pharmacy. Resolutions were passed asking the trustees of the U.S.P. to take steps to amend the constitution so as to entitle each State board of pharmacy to send three delegates to the Pharmacopœial Convention. Of the 17 applicants the following passed:

Certificates—Ed. S. Caspersen, El Paso; Hugh T. Kasey, Mercedes; F. P. Haney, Lubbock; Ed. H. Seeliger, Dallas; J. J. Rayford, Henderson; Mabel Ione McFall, Lipan.

Assistants' Certificates—Louis Zrubek, Yoakum; E. C. Moore, Brownwood; J. E. Waters, Poolville; E. L. Koester, San Antonio.

Maryland.

BALTIMORE, Feb. 20.—The result of the examinations of candidates for registration as pharmacists and assistant pharmacists, held by the Maryland Board of Pharmacy on December 28 and 29, has just been announced. The following passed:

Pharmacists—Robert W. Pilson, T. W. Alexandra, Michael Maneckl, Herbert H. Wilke, Fritz J. Kinzey, William R. Straubangen, C. S. McDonnald, Edward A. Powers, Jr., J. W. Wills, Jeremiah A. Hart, Bertram W. Anderson, Nathan C. Cand and Frank Bacchus.

Assistants—Marvin A. Holloway, William Henry Eby, Charles C. Habliston, John A. Schwind, Fred G. W. Fink, William A. Fields and George H. Hinton.

The SODA FOUNTAIN and CANDY COUNTER

Philadelphia Pharmacist Delights to Initiate Children in the Pleasures of Soda.

View of portion of Harry G. Comp's pharmacy in Philadelphia. Mr. Comp is seen standing at the cash register.

A year ago Harry G. Comp, a prominent pharmacist of Philadelphia and member of the Pennsylvania State Pharmaceutical Association, started to educate the coming generation to the delights of good soda with service so designed as to meet the needs of the youthful patrons of his busy store at Ridge avenue and Diamond street. Today the serving of children has become not only a striking feature of his large soda business but is an indication of the demand from the little ones for what is fast becoming recognized as the National drink of Americans. It has been the development of one of Mr. Comp's own ideas which, he admits, has been a wonderful trade winner for the other departments of his business.

Always a student of his patrons and always anxious to cater as much as possible to the desires and sometimes the whims of the great variety and classes of people with whom the druggist comes in contact, Mr. Comp discovered that the serving of children at soda fountains was always attended with great inconvenience to the child as well as annoyance to mothers, big sisters or nurse maids who accompanied them. Accordingly when a year ago he installed a handsome new fountain in his store, as a part of the equipment he ordered tables for soda drinkers, and among them small ones, solely for little children. There were dainty little chairs to match with little trays for the soda glasses and little paper doilies and napkins for the most fastidious "little mother."

The result was immediately apparent. The Comp pharmacy is located in a good residential section and is close to Fairmount Park, Philadelphia's great pleasure ground both summer and winter, and it was not long before fond mothers were bending over happy little groups about the little tables, sipping soda water. It has been the same in winter's snow and summer's heat and it is indeed a picture to see with what evident enjoyment the six-year-olds appreciate the efforts of the thoughtful pharmacist.

Mr. Comp declares that the children come from far and near to drink soda at the little tables in his store and naturally other business has followed this lead of the children. Family trade which he admits he could not have hoped to secure, has come to him through this medium, entirely unsolicited and, what is more, it has come to stay. Naturally the "grown-ups," waiting on their little charges, have put in the time with a glass of soda, too, either at the counter or at one of the other tables or have left the little ones to their own enjoyment while they placed their orders for prescriptions, toilet articles or other goods.

And in other departments, Mr. Comp and his assistants make it a rule never to overlook a child or make them wait while a late comer who is an adult gets in ahead of them. Another infallible rule is that of cleanliness and the proprietor takes no little amount of pride in having his patrons go behind his soda counter or his prescription case and see the orderly system as well as the sanitary features of both departments. There is never a day that every bit of metal work about the fountain is not polished to the limit and one never

sees behind the counters trays of soiled glassware, broken straws or other unsightly litter, the impression of which is so unfavorable to always-critical patrons.

Mr. Gump's prices range from 5 cents for ice cream sodas and the plain drinks to 10 and 15 cents for sundaes and the egg drinks and it is no uncommon sight, principally in the afternoons and evenings, to see every one of the 28 seats at the tables and along the counters, filled with soda drinkers. Most of them are women and children, but the proprietor says that he has noticed that the number of male patrons is steadily increasing since he [illegible] to him.

FORMULAS

[illegible] tionery.—Editor Era.

Chocolate Fluff.

Vanilla cream, 1 ounce; chocolate syrup, 1 ounce; whipped cream, 1 ounce; fill glass with carbonated water, add a red cherry and serve with a spoon and straw.

Southern Limeade.

In [illegible] pineapple syrup, ½ ounce banana nectar syrup and sufficient shaved ice. Squeeze in the juice of 1 lime, fill with carbonated water and add a slice of fresh orange and a red cherry.

Minted Ice.

On a cone of lemon sherbet (Hisher No. 12) pour a ladleful of creme de menthe syrup diluted one-half with simple syrup and on top put a creme de menthe cherry.

Chocolate Sandwich.

Grate a suitable amount of bitter chocolate and sweeten the taste with granulated sugar. Melt a small quantity of butter and add the chocolate to it. Take from the fire and cool. When cool, moisten with a little cream so that the mixture will spread nicely between thin slices of buttered bread. This makes a very dainty sandwich for serving at the fountain.

Outlook High Ball.

Pineapple syrup, 1 ounce; cherry syrup, 1 ounce; grape juice, 2 ounces; place in 12-ounce glass two-thirds full of cracked ice; add a slice of fresh orange in the center of which is a green cherry; fill the glass with carbonated water and serve with straws. Price, 10 cents.

Drummer's Delight.

Into an 8-ounce glass put 1 ounce of grape juice, 1 ounce of cherry syrup and sufficient cracked ice. Fill with carbonated water, coarse stream. Sells for 5 cents.

Boston Cooler.

Into a 12-ounce glass place 1 ounce lemon syrup, ½ ounce raspberry syrup and a dash of solution of acid phosphate. Fill the glass half full of shaved ice, adding sufficient carbonated water, coarse stream, to complete the measure. Top with a slice of orange and one cherry.

English Walnut Frappe.

Place a cone of ice cream in a sherbet glass. Over this pour a layer of syrup (preferably chocolate, cherry or maple) and [illegible] whipped cream, over it put a few more walnuts and top off with a maraschino cherry.

Colonial Chocolate.

Take one dipperful (12 to the pound) of vanilla or chocolate ice cream, place it in a sundae cup and over it pour in the order named 1 ounce of chocolate syrup, 1 ladleful of [illegible] Price, 15 cents.

Plain Pudding Glace.

Arrowroot, 1 tablespoonful; stoned raisins, 2 ounces; currants, 2 ounces; citron, 2 ounces; sugar, 2 cupfuls; milk, 1 quart; [illegible] ½ pound; 2 [illegible]

Boil the milk and dissolve the chocolate in it. Rub the arrowroot up with a little cold milk or water, and stir in. When thickened, stir in very carefully the two eggs mixed smooth with a little cold water, set aside to get cold, and then add the fruit and flavorings. Whip the cream, add the sugar to it, and at the moment of freezing add this mixture to the chocolate. Pack in a mold, freeze, and serve with whipped cream sauce. Do not allow any salt to get into the frozen pudding when putting it into the mold. Cover it tightly and set in a bucket with ice and salt until used.

Orange Sherbet.

Cook 8 pounds of icing sugar and 3 quarts of water to a [illegible] from the fire and add the juice of 3 dozen oranges, the gratings of 2 orange peels, 1 ounce solution of citric acid and the whites of 6 eggs.

Nadja.

Raspberry syrup, 2 ounces; yolk of 1 egg; cream, ½ ounce; shaved ice, 3 ounces; vichy water, q. s. Mix the syrup, egg yolk, cream, ice and a portion of the water in an egg shaker; mix well by stirring with a spoon, strain into a 12-ounce glass and fill with vichy water.

Cherry Lime Bushay.

Into a lemonade glass two-thirds full of shaved ice pour 1 ounce wild cherry syrup; then add the freshly expressed juice of one lime, and a ladleful of crushed cherry fruit. Shake well, fill the glass with carbonated water and top off with a cherry and slice of orange.

Pineapple Milk Punch.

Place in a shaker glass 1½ ounces of pineapple syrup, 8 ounces of cold cream and 1 spoonful of vanilla ice cream. Shake thoroughly and serve in a straight 12-ounce glass; top with whipped cream, a cherry and a slice of pineapple.

Mexican Sundae.

Place a No. 8 cone of vanilla ice cream in a sundae dish and surround the base of the cone with pineapple, sliced; then pour on 1 ounce of chocolate syrup, sprinkle with chopped nuts, cover with whipped cream and top off with a maraschino cherry.

Hot Egg Orangeade.

One egg, juice of half an orange, 2 teaspoonfuls of powdered sugar; shake, strain, add a cup of hot water, stir and serve with nutmeg.

Carbonated Fruit Punch.

Strawberry syrup, 10 ounces; orange syrup, 10 ounces; pineapple syrup, 10 ounces; lemon juice, 2 ounces. Mix. Put 1½ ounces in a large glass one-third full of shaved ice and nearly fill the glass with carbonated water. Add a few strawberries, a slice each of pineapple and orange and serve with straws.

Pineapple Frappe.

Pineapple syrup, 1½ ounces; ice cream, 2 ounces; sweet cream, 3 ounces; cracked ice, ½ glassful; shake, strain, toss and serve.

Turkish Sherbet.

Crushed peach, ½ ounce orange syrup, ½ ounce nectar syrup, ½ ounce; solution of acid phosphate, sufficient. Serve in tall glass with shaved ice and trim with whole or sliced fruits.

Creme de Cocoa.

Shaved ice, one-third glassful; chocolate syrup, 1½ ounces; sweet cream, 2 ounces; milk, a sufficient quantity. Shake and strain into another glass in which has been placed one tablespoonful of whipped cream. Grate chocolate over top and serve.

Cream Freeze.

Shaved ice, ½ glassful; ice cream, 3 spoonfuls; pistache [illegible] Place in glass and stir [illegible] with a spoon; fill the glass with carbonated water and again mix with the spoon.

Glasgow Frappe.

[illegible] ½ ounce, 1 egg, powdered sugar 1 tablespoonful; shaved or cracked ice, ½ glassful. Shake, strain into a 12-ounce glass and fill with ginger ale.

Just 1311 formulas are given in the new edition of the Dispenser Soda Water Guide. Every fountain operator needs it.

Fountain Advertising.

Valuable Off-Season Hints and Suggestions for Promoting the Publicity Department.

Of recent years it has been the custom to celebrate "Tag day" in many places. Tags would be fastened upon the coats or dresses of friends, and a demand made for ten cents, or more, to pay for the tag, the proceeds being used for charitable purposes.

From this custom a Kansas fountain owner evolved an exceedingly clever and amusing advertising scheme, which is particularly adapted for similar cities, and especially for towns having higher educational institutions.

The Kansan had one thousand small, string tags printed. Five hundred were printed in bright blue, and the other five hundred in brilliant red. These tags were consecutively numbered from 1 to 500 on the red and from 1 to 500 on the blue tags. The wording on the tags was as follows:

Find the BLUE tag bearing the same number that this tag bears. Trade your other one for it. Take the two tags bearing the same number to THE KANSAS CRYSTAL SODA FOUNTAIN and receive a glass of soda FREE. No tags will be accepted after May 1.

The wording on both tags was the same, except that on the blue tag the word RED was substituted for BLUE.

There were also prepared five hundred small circulars reading as follows:

"We are sending you herewith two tags. These you should fasten prominently upon your coat or dress. You will note that one is printed in blue and the other in red, and that they bear different numbers. If you have Red tag number 100 somebody has BLUE tag number 100. If you have BLUE tag number 49 somebody has RED tag number 49. You should look for tags bearing the same numbers as the tags you have, but in the contrasting color. When you find a BLUE tag bearing the SAME NUMBER as your RED tag, trade your BLUE tag for it. Bring us the red and blue tags bearing the same numbers and receive a glass of soda water FREE.

"You will see that this is a real game of tag. The one who sees the desired number upon another FIRST and says 'Tag,' wins; while the other gives up his or her tag and is 'It.'

"Aside from receiving a glass of THE BEST SODA WATER IN THE CITY, you will have lots of fun matching tags."

One of these circulars, together with a red and a blue tag was mailed in a sealed envelope. It will be seen that the advertising value of this scheme depends largely upon the class to whom the tags go. They should not be mailed to children, nor to elderly people. Our Kansas friend mailed his to college students of both sexes. He mixed up the tags and chose one of each color for each enclosure, and in a few cases the envelope, by chance, held an already matched pair.

An Improvement.

While our Western friend was delighted with the advertising results of his scheme, we suggest that the possibility of hard feeling or objectionable horse-play might be avoided by pairing the tags before mailing, so that when the holder of 100 red found the holder of 100 blue, the matching would be the same for both and each would get a "pair." Thus, by a little care in mailing 1 blue and 10 red could be sent to one person and 1 red and 10 blue to another, thus assuring an equal trade when the holders met. Thus, one match would make two pairs.

The Weather Prophet Contest.

This was a simple contest and one in which there was no room for trickery. Outside of the drug store door hung a large, plainly graduated thermometer. The contest consisted of guessing what temperature that thermometer would register at a stated moment, some time in the future. Upon the soda counter was a locked box with a slot to admit tickets. Over the fountain hung a large card lettered as follows:

"How warm will it be, as shown by the thermometer hanging outside our front door, at precisely 3 p. m. on May 15? From now until May 10 any individual, without restriction, so desiring, will be given one guess. The guesser coming nearest to the exact temperature will be given $5 worth of soda tickets. The next four will be given $4, $3, $2 and $1 worth, respectively. If there are any ties, the prizes will be increased in number accordingly. A committee of well-known citizens will look at the thermometer precisely at 3 o'clock on May 15, and will then open the box and examine the guesses. Ask our soda fountain man for a ticket, make your guess, write your name plainly, and slip the ticket into the box."

Hand bills describing the contest were distributed from house to house and placed upon the store counters. The contest commenced two weeks before its close. It is said to have very greatly stimulated business.

Buttons.

Advertising buttons were extensively used for a number of years, and then sank into disuse so rapidly, that, like all periodic things—and every thing is periodic—the time has now arrived when they may be once more advantageously employed. Those who have tried buttons and been dissatisfied with results have usually had only themselves to blame. The relative advertising value of a button the size of a dime and one the size of a half-dollar corresponds closely to the value of those coins You may say that "only kids will wear them." Granting that this is so, although experience seems to prove to the contrary, a prominent button on a "kid" makes a walking advertisement of him.

Buttons have been seldom used to advertise soda water. They might often be used advantageously. Aside from the size, the next most important thing is the lettering. A big button with little text on it, is likely to prove the best. Have the buttons of only two colors and use the plainest block letters. Red on white or green on red, are good combinations.

A few striking words will attract the most attention. On a large white button, print in red the phrase, "I'm cool. Smith's soda did it." Other suggestions are: "Don't be hot! Get a cooler at Smith's." "Drink Smith's soda and keep cool." "Ice up at Smith's fountain." "Beats the water wagon. Smith's soda." "A great cooler. Smith's soda." "Purity and pleasure in Smith's soda."

"It is hard to advertise soda water" is a cry that is often heard. It is difficult to advertise anything that is intended to be consumed at the place of purchase. It is difficult to advertise either restaurants or liquor places, directly. Successful advertising of the soda fountain is often largely dependent upon the use of indirect methods. For this reason many may deny the value of nine out of ten of all the soda advertising schemes that are proposed. But the intelligent advertiser in all lines recognizes the value of contributory publicity and in advertising his fountain he should recognize the necessity of it. Whatever other department of the business is being advertised, the fountain should be mentioned in connection with such advertising. In conclusion, let us repeat that oft expressed truth, "There is no use in advertising the fountain unless that advertising is backed by pure, palatable beverages properly served"—and proper service is still the thing most lacking.

WHIPPED CREAM.*

Cream is not only a delicacy which most persons relish, but is a very important food as well. It consists very largely of the fat of milk (butter fat), with some water and a little protein, carbohydrates, and mineral matter, and is one of the very valuable sources of fat in the diet, as it supplies this constituent in a palatable and readily digestible form.

The use of cream in the household with fruits, cereals and other foods is too well known to need mention, and in such cases, as well as when an ingredient of custards, puddings and other made dishes, it not only helps to make the dish palatable but contributes much to its nutritive value.

Its most important use, of course, is for the manufacture of butter and cheese. In recent years the manufacture of ice cream under commercial conditions has grown into a very large industry and requires great quantities of cream. It is also very largely used by confectioners as well as home cooks for making whipped cream, which finds so many uses in cookery and on the table. When cream is beaten or whipped fine bubbles form which do not break readily, and a foam results much like the beaten white of egg. Too long beating results in the separation of the butter fat and the formation of butter. A good quality of whipped cream consists of a

*Compiled from Maryland Sta. Bull. 136.

dense foam which has sufficient body or firmness to enable it to stand up well.

It seems fair to say that no entirely satisfactory explanation of this property of whipping has been given, though several have been offered. The question was studied some years ago at the Wisconsin Experiment Station and the results suggested that the calcium content of the cream might have something to do with it, as the addition to cream of a small amount of lime-water containing sugar materially aided whipping.

At the Maryland Station C. W. Melick has carried on recently a series of experiments to ascertain the effect of different factors on the production of whipped cream. The thickness of cream is one of the conditions generally considered important in the household and so the effect of the proportion of butter fat was studied, as well as the effect of the temperature of the cream, the amount of lactic acid present, the effect of centrifugal separation in comparison with top skimming, and the effect of pasteurization. In making whipped cream sugar and flavoring matters are commonly used, and so tests were made in which sugar, salt, vanilla and gelatin were added, as well as junket, dried milk powder, cornstarch, egg albumen and viscogen; that is, the solution of sugar and lime referred to above were added to the cream. The effect of the period of lactation on the whipping quality of cream was also taken into account. In each of the experiments sample lots measuring 50 cubic centimeters were whipped with an egg beater in a porcelain mortar under similar conditions, normal sweet gravity being used as a standard for comparison in every case.

According to the summary of experimental data, no difference was observed in the whipping qualities of gravity and separator cream, and Professor Melick concludes that when differences are experienced in the household they are due to other factors and not to the method of removing the cream from the milk. The conclusion was reached that for whipping purposes cream should contain at least 20 per cent of butter fat, and in the experiments reported the best results were obtained when the fat content ranged from 25 to 40 per cent. A low temperature was also found to be an important factor, and for the best results cream should be kept at a temperature of 35° to 45° F., for at least two hours before whipping, and then the cream should be whipped in a cool room. For good results the cream should be from 12 to 24 hours old, in order that there may be an opportunity for the development of a small amount of lactic acid in the cream.

The addition of one-tenth to three-tenths per cent of commercial lactic acid to cream facilitated its whipping, and made it possible to whip cream which was fresher, which contained less butter fat, and which was warmer than is [otherwise] advisable for the best results.

Professor Melick states that the acid affected the gelatinous consistency of the casein and albumen and thus facilitated the incorporation of air in whipping, and that when it is desired to use fresh cream the addition of three-tenths per cent commercial lactic acid serves the purpose of the acid which would develop in the cream on standing. Pasteurized cream it was found could be whipped as easily as unpasteurized if it was thoroughly cooled and held at 35° to 45° F. for at least two hours before whipping. For the most satisfactory results it was found that cream should whip in 30 to 60 seconds. When a longer time is required there is danger that some of the butter fat will separate, as in churning.

The use of viscogen facilitated the whipping of cream to a greater extent than any of the other ingredients, it is stated, with the exception of lactic acid.

It proved less effective than the latter and also less effective than a low temperature. The addition of viscogen caused cream to remain sweet from 12 to 24 hours longer than it otherwise would.

The use of powdered sugar, powdered milk, salt, caramel, gelatin, junket and cornstarch, each facilitated the whipping [illegible] extent. None of them proved as effective as a low temperature and the development or addition of lactic acid. The addition [illegible] 40 per cent or of cream when whipped.

The use of egg albumen with cream when whipped separately and mixed produced a lighter foam, but had no effect upon the time required to whip. When mixed before the egg albumen was whipped, at temperatures above 40° F., the whipping was retarded.

The use of vanilla extract used in ordinary quantities had no effect upon the whipping qualities of cream.

The charging of cream with carbonic-acid gas without pressure had no effect on its whipping qualities, but caused it to remain sweet from 12 to 24 hours longer [than is otherwise the case].

The use of cream from cows near the end of their lactation period whipped with slightly more difficulty than did cream from fresh cows.

Whipped cream will not keep sweet as long as unwhipped cream.

When any additions are made to cream to facilitate whipping it should be so labeled as to not deceive the purchaser.

Soda Fountain Notes.

—J. FRANK PICKETT, who deserted the ethical for the commercial side of pharmacy and who has been expatiating upon the possibilities of the soda fountain as a drug store accessory for several years, is in charge of the new office at 504 Arch street, Philadelphia, of George Spalt, a manufacturer of soda fountains and store fixtures in Albany, N. Y.

—ONYX soda fountain is an attraction in the new pharmacy opened by Davison & Watson, Atlantic and Connecticut avenues, Atlantic City, N. J. At the opening the store was brilliantly illuminated with multi-colored lanterns and the appreciative visitors were regaled with free soda water, ice cream, candy and cigars.

—MODERN opal onyx fountain is being installed by the J. F. Boom Drug Company, Fifth and Main streets, Evansville, Ind. The company already enjoys a good soda patronage and this is expected to be greatly enlarged. A filter which is in use insures absolute purity of the water which is used by the company.

—AT Bridgeton, N. J., Glaspell & Cuskaden have just held a formal opening of their new drug store in South Laurel street. A cozy rest and waiting room, equipped with telephones, and a soda fountain are features. The fountain is presided over by Robert Tyler.

—LATEST style soda fountain will be installed in the W. M. Divan pharmacy, 328 South street, Springfield, Mo., by Louis Hinton and Ed. J. Hughes, who have formed a partnership to conduct the business. The building is being remodeled and redecorated.

—ONE of the finest fountains in Michigan has just been installed by the Rollins Bros. Drug Co., 151 South Burdick street, Kalamazoo. It is of the iceless type. Six new marble base show cases also have been placed in the store.

—C. H. HUBBELL, of McPherson, Kan., has remodeled his drug store and installed a fine new soda fountain. The place now looks fully as refreshing as the refreshments which are furnished to the fountain patrons.

—GEORGE SCHLEMMER is installing a soda fountain in his new drug store at Green and Market streets, Crawfordsville, Ind. Candies also will be sold.

—FAIRFIELD, Conn., will have a new soda fountain in the pharmacy and confectionery of W. C. Kinsella, which is to be fitted up in modern style.

—STANDARD PHARMACY, at Elizabeth City, N. C., has installed a Lippincott fountain which is one of the finest in eastern North Carolina.

P. A. GROSECLOSE & Co., Roneeverte, W. Va., have installed a splendid new soda fountain in their pharmacy.

Halley's Comet Suggests a New Side Line.

With Halley's comet likely to switch into sight almost any time upon its periodical 77 year trip—unless indeed it becomes inadvertently derailed by some unexpected planetary influence—there is ample excuse for Geraldine and Adolphus to spend long evenings scanning the star-lit heavens. Why not stock choice cut-glass as a side line? It is in high favor for wedding gifts.

Neglecting Business.

Young Doctor—Just think, six of my patients recovered this week.

Old Doctor—It's your own fault, my boy. You spend too much time in the club.

MOSTLY PERSONAL

Dr. Lederle Again Head of New York City's Health Department, the Greatest in the World.

With nothing in the world to approach it in the scope and sphere of its field of action the Health Department of the City of New York is an organized and effective medium for the preservation of the public health that is remarkable in many ways. With the growing importance of this branch of the public service and its intimate relations to pharmacy, to say nothing of its probable utilization in minimizing the evils of cold storage which have caused such unwarranted advances in the cost of living, the largest governmental department of this nature is of more than ordinary interest, an interest which extends to the personality of the executive head.

In assuming the reins of government of New York City recently, Mayor Gaynor recalled from private life a former Health Commissioner, Dr. Ernst J. Lederle, who is well and favorably known to the pharmacists of the country. Dr. Lederle's acceptance of the office is in the nature of a sacrifice of private interests to public spirit which is a guarantee that his administration will be of great benefit to the public. As Health Commissioner his salary is $7500 a year, and in accepting the place he has resigned two other offices paying twice that sum: member of the State Water Board, $10,000 a year; consulting engineer to the City Water Supply Board, $5000.

Dr. ERNST J. LEDERLE,
recently reappointed health commissioner of New York City.

As former head of the department under Mayor Low, Dr. Lederle had acquired experience and achieved a record of value to himself and to the city. In again entering upon the exacting duties of the office no doubt the magnitude of the task, as well as the enormous possibilities of further contributing to the healthfulness and physical benefit of his fellow citizens had much to do with his decision, for he approached a second term with reluctance that could only have been overcome by a full appreciation of a natural sense of public duty.

Dr. Lederle's first connection with the department began long before that of many of his present subordinates and he ranks as a veteran in the service—with all that this implies—so that he enjoys an advantage far beyond the privilege of a new incumbent. Moreover, under the Low administration he completely reorganized the department, weeded out the then useless dead wood and installed administrative reforms which have been of incalculable benefit to the city. Idlers were driven out, politicians were barred and a new order of affairs began. No fewer than 187 employees lost their positions within an incredibly short time and in a reclassification of men, duties and methods the city saved $100,000 annually, while the efficiency of the department was increased many fold.

With the passing of politics in the department citizens found that complaints were acted upon promptly and without reference to the ward bosses, valuable records of births, marriages and deaths were resurrected from decay and installed in a fireproof vault, records were made accessible, indexes were brought up to date, in fact the entire office was put upon a business basis. Scarcely had these improvements been made when Dr. Lederle was confronted by a smallpox epidemic of unusual proportions. The disease was prevalent also in other cities and the cosmopolitan character of New York, with a large floating and migratory population, made the problem one of extraordinary gravity.

In fighting the disease Dr. Lederle organized a corps of 200 vaccinators, in addition to the machinery of the Health Department, and began a campaign of publicity which lasted for almost half a year. In addition to the extraordinary methods of combating the dreaded contagion, every house, school, business place and tenement was invaded and more than 800,000 persons were vaccinated. It was a campaign worthy of a military general and the number of deaths from smallpox decreased from 410 to 3 annually. In the course of the fight the commissioner brought about improvements in hospitals and the enlargement of facilities for handling contagious diseases that marked a new era in this branch of municipal economy.

Another important achievement was the establishment of an efficient system of medical inspection of the pupils in the schools. Nurses were employed to care for sick children when necessary and as a result not only did contagious cases diminish in number, but there was a decrease in other ailments due to prompt attention and preventive measures. One discovery was that trachoma was rampant in many of the public schools and Dr. Lederle, with the assistance of Bellevue and allied hospitals, established an eye and ear clinic for the treatment of this disease.

Malaria also received attention and property owners were compelled to drain and fill the breeding places of mosquitoes. In coping with diphtheria a system was put into operation for the collection and examination of cultures, the results being given to the physicians immediately. It was Dr. Lederle who, in 1902, laid the foundation for the city's campaign against tuberculosis and through a system of reporting by physicians and hospitals practically every case was called to the department's attention. A suggestion which he then made for a municipal sanitarium for tuberculosis patients was subsequently carried into effect.

Public nuisances, offensive trades, lodging houses and unsanitary buildings were all included in the widened scope of inspection work, and the problem of safeguarding the city's milk supply was handled in a way that had not been attempted before. It is illuminating as showing what Dr. Lederle may do if he takes up the problem of minimizing the cold storage evil. Inspectors were sent into the country districts, as many miles away as was necessary, to examine dairies, the sources of supply, and to educate farmers to the proper idea of sanitary milk production. Transportation methods were examined, samples of milk were taken for analysis from the freight terminals, dealers who were caught adulterating milk were arrested, convicted, and in some cases driven out of business.

A provision of the Sanitary Code which prohibits the sale of milk in stores communicating directly with living rooms was rigidly enforced, much to the dissatisfaction of small grocers, with the result that numbers either gave up the sale of milk or conformed to the law. The pure milk crusade and the work of a corps of summer inspectors of tenement houses combined to greatly decrease infant mortality. All the time the department was making progress in the old established functions of a health department, with the result that the disease records showed decreases, especially those of a contagious nature.

Dr. Lederle is of German parentage and he was born about 45 years ago on Staten Island, New York City. He was graduated from the Columbia School of Mines in 1886 and two years later joined the staff of the Health Department. He received the degree of Ph.D. from Columbia in 1895 and then went abroad to study, spending much time in the investigation of sanitary questions relating to food, water supply and drainage. After he left the department at the end of 1903 he was given the honorary degree of Sc.D. by Columbia. Dr. Lederle, in addition to many other associations, is a member of the American Chemical Society, the Society of Chemical Industry and the Chemists' Club. During his early connection with the department he served first as assistant and then as City Chemist.

Personally Dr. Lederle is the type of man who inspires friendship and confidence. He is large physically, of great energy, but dispassionate and with no bluster, or manifestations of impatience. He is a good listener, terse and expressive in his conversation, as well as impressive when he looks steadily out of his clear blue eyes in replying earnestly to a caller's observations or questions. There is, moreover, always

the [illegible] that he knows whereof he is speaking and does not [illegible] because he is sure of his ground, a fact which has been demonstrated in his remarkable [illegible] in the service of [illegible] Dr. Lederle is probably the only man [illegible] within present memory who has never been criticised and whose judgment has not been questioned by the newspapers or citizens. His record is unique in this respect, as well as in others.

—LEVI WILSON, of Abelmarle-Hall Company, Waterbury, Conn., was a recent visitor in the New York drug trade.

—GEORGE W. MUTTER, head of the purchasing department of Parke, Davis & Co., returned recently to Detroit after a visit of several days in this city.

—NATHAN A. COZENS, recording secretary of the Philadelphia Association of Retail Druggists, is again attending to his duties after a severe attack of the grip.

—DR. W. H. REED, a veteran pharmacist, of Norristown, Pa., and the president of the Montgomery County Retail Druggists' Association, is convalescent after a long illness.

—JOSEPH E. TOMS, secretary of the N.W.D.A., announces the arrival of a new member to his family—a girl. As Mr. Toms already has two boys, the young lady is a welcome addition.

—CHRIS JOHNSON has severed his connections with the Jewett Drug Company of Rice Lake, Wis., and will take a course in the school of pharmacy at Marquette University, Milwaukee.

—C. M. WARNER, Indianapolis representative of Eli Lilly & Co., has just returned from a two weeks' pleasure trip to the Southwest, visiting points along the Texas coast and the Mexican border.

—NORMAN MCLEOD, traveling auditor of Parke, Davis & Co., was a recent visitor for a week at the New York office, having come from Detroit on business. From this city he proceeded to London.

—CHARLES G. LYON, '00, who is one of the proprietors of the Beach Drug Company, at Beach, N. D., visited the College of Pharmacy of the University of Minnesota recently while on his way to his old home in Plainview, Minn.

—JNO. F. QUEENY, president of the Monsanto Chemical Works, St. Louis, recently entertained the office and laboratory forces at an elaborate dinner at his home in recognition of a 50 per cent increase in business last year.

—DR. B. F. HOYT, of Mellen, Wis., who recently sold his City Drug Store to Charles J. Norton, is away enjoying a vacation of two months duration, after which he will devote his entire time to his professional practice.

—SAMUEL MCCONEMY, of the sundries department of Schieffelin & Co., New York City, was recently married to Miss Mabel Hopple. Mr. McConemy's many friends throughout the State unite in extending him their congratulations.

—S. E. BETTS, who looks after the interests of his fellow-members of the Philadelphia Association of Retail Druggists in the Sixth District as a member of the executive committee, has been a sufferer with rheumatism recently, but is now convalescent.

—DR. HARVEY W. WILEY was one of the speakers at the annual banquet and meeting of the Harvard Club of Philadelphia. Dr. Wiley was graduated from Harvard in 1873 and there is no more loyal and active son of "Fair Harvard" than the big Government expert.

—WITH the beginning of the new year C. M. Henderson, Jr., son of the head of C. M. Henderson & Co., Sardis, Miss., was installed as a partner. The elder Henderson has long been in the drug business in Sardis and is one of the most prominent and successful men of that town.

—H. W. COALE, of H. W. Coale & Co., Stockton, Cal., was recently in New York arranging for agencies. This company consists of Mr. Coale and W. J. Haulen and is establishing a business of manufacturing agents on the Coast. Mr. Coale for several years represented the Meyer Bros. Drug Co.

—J. E. Rossman and Charles Helling of Beaver Dam, Wis., and William Schmidt of Hartford, Wis., all well known druggists were in Milwaukee recently taking part in the State pony bowling tournaments. All three druggists are acknowledged as "cranks" in bowls and made high records.

—PROF. HENRY KRAEMER recently headed his special class in bacteriology at the Philadelphia College of Pharmacy in a tour of the extensive laboratories of the H. K. Mulford Company, at Glenolden, Pa., where the methods of producing antitoxin were explained by the various heads of departments.

—HERBERT J. WATSON, who is in charge of the bacteriological and pathological work of the State Board of Health of Delaware, delivered an interesting address before the members of the special class in bacteriology at the Philadelphia College of Pharmacy. Mr. Watson was graduated from that institution in 1901.

—JOSEPH A. HEINTZELMAN, who a few years ago retired from active business and turned the well-known Heintzelman pharmacy in Philadelphia over to his son, Joseph Heintzelman, Jr., was severely burned on the hands in trying to extinguish a fire which was discovered in the apartment house over the store.

—JOHN SCHEIDERER, head pricer and a stockholder of the Milwaukee Drug Company, has been smashing records in the various pony bowling tournaments that have been held in Milwaukee. In a recent game between the Millioki and the Calumet clubs, Mr. Scheiderer stacked up honors for the Millioki club by rolling a score of 276.

—DR. W. T. THACKERAY, general sales manager of the Abbott Alkaloidal Company, was a recent visitor to New York and other Eastern cities. The doctor has been connected with the pharmaceutical interests for the past forty years and his old friends were glad to see him looking so hale and hearty. He reports the company's business as past the million mark and rapidly increasing.

—FRANKLIN M. APPLE, chairman of the Twelfth District organization of the Philadelphia Association of Retail Druggists, is steadily increasing the interest and attendance at the monthly meetings of this strong affiliation by the selection of live and important issues as topics for discussion and action. This course on the part of the chairman and others of the members is making the district the strongest in the Quaker City.

—CHARLES REHFUSS, one of the best known pharmacists in Philadelphia, was pleasantly surprised on February 15 by about twenty of his friends, principally in the drug trade, who celebrated the anniversary of his birth—his friends don't know just which one—by stealing into his home in fantastic costume and taking possession of the entire establishment. The surprised host admitted that it was one of the few times that he had been caught napping.

—DR. WILLIAM J. MCKNIGHT, of McKnight, Son & Co., Brookville, Pa., and his wife, recently celebrated their golden wedding. Present on this occasion were their children and grandchildren, some of whom came a long distance to participate in the festivities. Mr. McKnight has, besides his practice as a physician, served as a State senator and is a veteran of the civil war. He is also the author of a "Pioneer History of Western Pennsylvania."

—WILLIAM F. KUDER, an old and faithful worker of the Northern Ohio Druggists' Association, has moved with his family from Cleveland to the Golden West. He has written from Boise, Idaho, to his old friends giving the results of some of his observations. Cut prices are practically unknown, merchants are interested in ranches or small fruit farms and druggists run heavy on side lines. Druggist Whitehead, of Boise, is credited with having cleared more than $10,000 last year on 40 acres of prunes.

—DEAN WULLING, of the College of Pharmacy of the University of Minnesota, has just been elected to the vice-presidency of the Minnesota Academy of Sciences. The president of the academy, T. B. Walker, is away practically all the time, so that the direction and control of the academy devolves upon the vice-president. The office is important and responsible, especially during the ensuing year because the academy will be the chief host of the American Association for the Advancement of Science, which meets in Minneapolis in December of this year.

—WILLIAM E. ROOT, head of the drug department of the Dr. Miles Medical Company, Elkhart, Ind., resigned recently and has been succeeded by Eugene Luke, formerly chief clerk at the Houseworth Brothers' Opera Pharmacy. Mr. Root will engage in the development of fruit lands in Okanogan Valley, Washington, about 60 miles south of the Canadian border. Mrs. Root contemplates spending some time with relatives in California, and their son, Harold Root, will remain at Rose Polytechnic School to finish his course. Mr. and Mrs. Root have always been closely identified with Elkhart affairs during their long residence in that city.

FIRST AID TO INJURED AT MANHATTAN PH.A.

Brig.-Gen. Davis, N.V.E.S., Describes Organization. Treatment of Wounds Outlined by Dr. Muren.

At the February meeting of the Manhattan Pharmaceutical Association held at the New York College of Pharmacy the regular routine of business was dispensed with to make way for an address delivered by Brig.-Gen. F. Elbert Davis, Ph.G., M.D., Adjutant-General, "National Volunteer Emergency Service." General Davis, in his introductory remarks, said he entered a drug store in New York City 31 years ago and had engaged in the business for seven years. Of the men in the profession that he had become acquainted with at that time, 60 per cent were now practicing medicine or were engaged in some other business.

As to the "National Volunteer Emergency Service," he said that its membership was open to any male or female over 18 years of age, and the cadet corps is open to children of from 10 to 18 years of age. The service is divided into three departments, one of which is a medical corps and is made up of physicians and pharmacists and another is styled the public health corps. The latter has as its object systematic aid and relief work, in either war or peace, the organization of a system of supply, the distribution of explanatory literature, hospital economy, fire protection in theaters, etc. General Davis discussed the pharmacist as a quarantine officer and pointed out his usefulness in typhoid epidemics. He also described the gold cross, the symbol of the service, and pointed out its significance. It is the insignia used by the old hospital service.

Brig.-Gen. G. Morgan Muren, M.D., Surgeon-General, N.V.E.S., gave a short talk on "First Aid by the Druggist." He asserted that in rendering first aid to the injured, the pharmacist was between the devil and the deep, blue sea. If he carries the work too far he is criticised and if he goes not far enough he is called hard-hearted. He decried the application of chemicals, astringents or antiseptics to the usual wounds and described the proper way of making a tourniquet. Dr. Muren also enlarged upon the first aid treatment for broken limbs, shock, apoplexy, etc. He saw no harm in the counter-prescribing of gargles, cough cures and such preparations and said that the pharmacist had to prescribe for a certain class of people. In some cases of shock, he though the pharmacist should be allowed to use the hypodermic needle.

The late ROBT. W. JOHNSON, of New Brunswick, N. J.

Dr. William C. Alpers regretted the fact that despite his knowledge of medicine he was not allowed by law to alleviate the condition of some of the injured people brought into his store. He strongly objected to the treatment of the eye by pharmacists, in which stand he was supported by Dr. Muren.

Refreshments and dancing followed the above addresses and discussion. The attendance was large, due to the efforts of the new president, Charles H. Lowe. Mrs. Lowe was among those present.

Marriage Mentions.

—CHARLES WILCOXSON WHITTLESEY, of C. W. Whittlesey & Co., wholesale druggists, New Haven, was married recently to Miss Mary Reed Eastman, of Albany. Mr. and Mrs. Whittlesey are at home at 220 Sherman avenue, New Haven.

—ROBERT N. MENEFEE, manager of the Hancock Liquid Sulphur Company, Baltimore, slipped away to Ellicott City about February 1 and was married to Miss Elizabeth C. Bayline. The couple then went on a wedding trip to Florida.

—THOMAS F. FAXON, of the Faxon-Gallagher Drug Company, Kansas City, was recently married to Miss Aloysia Donahue. They came to New York on their honeymoon trip.

—EMIL SCHULTZ, of the Schultz Bros. Drug Company, of Menasha, Wis., was married on February 16 to Miss Katherine H. Williamson, of Oshkosh.

R. W. JOHNSON, PLASTER MANUFACTURER, DEAD.

Founder of Two Big Enterprises, Originator of Red Cross Supplies, Victim of Bright's Disease.

NEW BRUNSWICK, N. J., Feb. 20.—Robert Wood Johnson, one of the founders of the firm of Seabury & Johnson, and since 1887 president of Johnson & Johnson, died recently of Bright's disease at his home near this city. Although Mr. Johnson had been in poor health for some time, he had been absent from his business only six days, and the end was unexpected by the hundreds who knew him. A man of unusual energy and endowed with that patient attention to details which makes commercial success, he had established in his forty or more years of business life an enterprise which placed him in the ranks of the millionaires and gave employment to 1500 men.

Mr. Johnson was born in Carbondale, Pa., February 15, 1844, his age being almost 66 years when taken away. He was the son of Sylvester Johnson and Louise Wood; the father, a descendant of an old New England family that had settled in Massachusetts about 1650. His early education was obtained at the public schools in Carbondale, and later at the Wyoming Seminary, at Kingston, Pa. As a young man, he engaged in the retail drug business but gave this up to become a drug broker in New York City. In 1874 he organized the firm of Seabury & Johnson, and started to make plasters on an India rubber combination. He succeeded in making all the plasters in the Pharmacopœia with a rubber base and created a new era in plaster making. His idea was to enlarge the scope of plaster medication and with this in view he studied diligently the advances made in antiseptic treatment, and worked continuously to improve the facilities for this treatment.

In addition to owning the controlling interest in Johnson & Johnson, its founder held at the time of his death large investments in a half dozen or more successful industries.

The deceased is survived by one sister and three brothers. Of the latter, James W. Johnson, the youngest, who has worked hand in hand with his brother in building up the business, has succeeded to the presidency. He also leaves a widow, Mrs. Evangeline Armstrong Johnson, and four children.

In politics, Mr. Johnson was a Republican and although he never actively identified himself with the party, he nevertheless took a deep interest in all public affairs relating to municipal, State or National government. He was a member of the National Geographical Society, the Red Cross Society, New Brunswick Board of Trade and numerous other organizations. Mr. Johnson left $2500 each to New York C.P. and Philadelphia C.P.

J. F. Macdonald, Telephone Representative, Dead.

CHICAGO, Feb. 20.—Druggists here were shocked to learn of the death on the 16th of J. F. Macdonald, telephone representative of the N.A.R.D., which occurred unexpectedly, although he had been ill with pneumonia for several weeks. In the afternoon he talked by 'phone on the St. Louis situation and other telephone matters with the National chairman, Wilhelm Bodemann. Mr. Macdonald was popular with the druggists and had done much to improve their status in telephone remuneration. The Chicago Veterans sent a letter of sympathy and condolence to his widow.

Ends Life After Return From His Wedding.

MCCLUSKEY, N. D., Feb. 20.—The day after his return from his wedding trip recently, R. A. Rust, druggist, 23, ended his life with carbolic acid. His bride of two weeks could throw no light on the cause, nor could any reason be discovered. Rust's parents are wealthy.

(For Obituary Notes see Page 282.)

THE DRUG MARKETS

COD LIVER OIL SCARCE AND HIGHER.

Manufacturers Advance Prices on Iodine, Bismuth and Lithium Preparations—Opium Lower.

CHANGES SINCE LAST ISSUED

A—Bismuth and Am. Citrate		2.50	2.65
A—Bismuth Subnitrate, 64 per cent		2.15	2.25
		1.80	1.95
A—Bismuth Subnitrate			1.15
A—Bismuth Subsalicylate		2.25	2.35
A—Bismuth Subcarbonate		1.95	2.15
A—Bismuth, subsalicylate	oz.	.30	.32
	lb.	3.65	— 3.90
A—Bismuth Subnitrate	lb.	1.95	— 2.15
A—Iodine, resublimed	lb.	2.95	— 3.10
A—Iodoform, cryst. and powd.	lb.	3.40	3.60
A—Lithium Bitartrate	oz.		— .19
A—Lithium Carbonate	lb.	.92	— 1.00
A—Lithium Citrate	lb.	1.32	— 1.40
A—Lithium Salicylate	lb.	1.10	— 1.20
A—Oil Bergamot	lb.	4.50	4.75
A—Oil, Cod Liver, Norwegian	gal.	1.00	1.10
Bbls		28.00	30.00
Half bbls.	ea.	15.50	—16.50
A—Oil Cubeb	lb.	4.00	— 4.25
A—Oil Orange, Sweet	lb.	2.75	— 3.00
D—Opium, Natural	lb.	5.75	— 6.00
Granulated	lb.	6.75	— 7.00
U.S.P. Powdered	lb.	6.75	— 7.00
A—Potassium Iodide	lb.	2.15	— 2.25
D—Saffron, Spanish	lb.	11.00	11.50
C—Soap, Castile, green	box		5.00
Mottled, genuine	box		5.25
White, Conti's	box		— 5.70
A—Sodium Iodide	lb.	3.15	— 3.25

NOTE—A, advanced; D, declined; C, correction; N, new.

See page 294 for Price List Changes and page 296 and following pages for Prices Current.

NEW YORK, Feb. 21.—Conditions throughout the drug and chemical trade since our last report have been satisfactory in the main, moderate jobbing quantities of the various seasonable descriptions being in particular demand. Round lots have received very little attention, but the movement into consuming channels has been of fair volume and values have been maintained with a fair degree of steadiness. Opium is lower both at primary sources of supply and in the local market. Quinine continues steady at the old prices. Norwegian cod liver oil is higher and there have been advances in the prices of salts of lithium, bismuth and iodine preparations. Spanish saffron is lower and buchu leaves, short, are easier without any material change in value. Bales of new crop of the latter are due, however, and a lower market is looked for.

OPIUM—The market has a dull and uninteresting appearance with no improvement in demand in sight. The latest reports from Smyrna state that the stock of good material is very much reduced and in the hands of strong holders who would have to be well paid before they would consent to sell. The arrivals in Smyrna for the week ending January 28 amount to 1869 cases, against 2003 cases on the same date last year. Local jobbers show but little interest in the news from primary markets, but have reduced their quotations as follows: Natural, $5.75@$6.00; granulated, $6.75@$7.00; powdered, U.S.P., $6.75@$7.00.

COD LIVER OIL—The reports from Norway by cable are far from satisfactory regarding the result of the catch and unless the condition of the fish improve a much smaller quantity of oil will be produced this year. Cable advices of a few days ago state that the production of cod to February 15 is as follows: 500,000 fish, producing 383 barrels of oil, in 1909 2,000,000 fish, produced 660 barrels of oil. The total production in all districts, including Lofoten, for the present year is 3,600,000 fish, producing 2640 barrels of oil, while last year 3,400,000 fish produced 3330 barrels of oil. As a result the local market shows a decided firmness and prices have been advanced to $1.00@$1.10 per gallon; barrels, $28@$30; half-barrels, $15.50@$16.50. Even at these prices holders offer very cautiously and decline to sell except in a limited jobbing way. At best, the market is feverish and prices are likely to be advanced on cable advices of a higher primary market.

QUININE SULPHATE—There are no quotable changes in prices to report, manufacturers still maintaining their schedules on the old basis of 14c. for bulk in 100-ounce tins. The bark shipments from Java during the first half of the current month were 540,000 pounds, as against 360,000 pounds for the corresponding period last year. The 58th public auction of Amsterdam quinine is scheduled for February 25, when 50,000 ounces will be offered. At the present time only a moderate routine movement into consuming channels is reported by dealers.

SAFFRON, SPANISH—Valencia is in better supply and offered more freely, several lots which were detained by the Government having been released. The market is easier and jobbers have reduced prices to $11.00@$11.50 per pound.

MENTHOL—Is again weaker, cases being offered at $2.70 per pound. For broken lots the usual advance is asked.

LITHIUM PREPARATIONS—Manufacturers have advanced prices and for the various salts quote as follows: Acetate, 19c. an ounce; bitartrate, 19c. an ounce; carbonate, 92c.@$1.00 per pound; citrate, $1.32@$1.40 per pound; glycerophosphate, 65c. an ounce; salicylate, $1.10@$.120 per pound.

IODINE—Is also higher, resublimed being quoted at $2.95@$3.10 per pound.

IODOFORM—In sympathy with the advance in the price of iodine, both crystal and powdered iodoform have been marked up to $3.40@$3.60 per pound.

POTASSIUM IODIDE—The iodides are all higher on the basis of manufacturers' quotations for iodine, as follows: Potassium, $2.10@$2.25 per pound; sodium, $3.15@$4.25 per pound; ammonium, $3.75@$4.00 per pound.

BISMUTH PREPARATIONS—Have been advanced in price by manufacturers, and the revised quotations are on the basis of $2.25@$2.35 for subcarbonate, $1.95@$2.15 for the subnitrate, $2.50@$2.65 for citrate, $2.15@$2.25 for salicylate, 64 per cent; $1.95@$2.15 for subgallate, $3.65@$3.90 for subiodide and $4.15 for sub-benzoate.

OIL ORANGE, SWEET—The Government authorities claim that this article is subject to a duty of $1 per pound, which importers are paying under protest. It is a question whether this duty will be refunded and in consequence prices have been advanced to $2.75@$3.00 per pound.

PICHI—There is some inquiry for this article, but the market is almost bare and what little there is in stock is held at 50@55c. per pound.

DIGITALIS LEAVES—Primary markets are again higher and stocks very much reduced. Single bale lots are quoted at 32c. per pound; less, 40@50c.

PEANUT OIL—Primary markets cable an advance and jobbers are asking 75c. per gallon in barrel lots.

IPECAC—Rio continues very scarce on the spot and held to arrive at $1.85. Present quotations on usual druggists' quantities are $1.85@$1.95 per pound. Carthagena is in more demand and quoted at $1.30@$1.40 per pound. Powdered, 10c. per pound higher.

VALERIAN ROOT—Owing to a sharp advance in primary markets, the price of Belgian has been advanced 7c. per pound. A further advance is probable.

OLIVE OIL—In the countries of production the price of both ordinary and edible varieties of the oil is advancing and it is difficult to form an opinion how the market will go when supplies are increased, but many are inclined to believe that lower prices will not be seen for some time to come. In fact, prices for lower grades of oil have advanced very materially since the first of the year.

CASTILE SOAP—Jobbers have adopted a uniform method of quoting Conti's soap by the box, no deductions being made for the weight of the box. The revised prices per box for the different varieties are as follows: Green, $5.00; mottled, genuine, $5.25; white, $5.70.

OIL CUBEBS—The scarcity of cubeb berries is becoming more pronounced, as some of the larger stocks are being withdrawn from the market. The oil has recently experienced several advances and is now quoted at $4.00@$4.25 per pound.

DIAMOND DYES

Have a Limitless Field

There's no end to the profits you can make from Diamond Dyes. Every woman can find use for them.

And to help you get the most profits, we are spending over $150,000 a year to tell women of the countless practical, money-saving uses—to send them to you to buy.

Keep a complete assortment of colors always on hand. Be ready to fill every order. Help us make this extensive advertising campaign profitable, both to *you* and to us.

HERE IS THE TRUTH ABOUT DIAMOND DYES

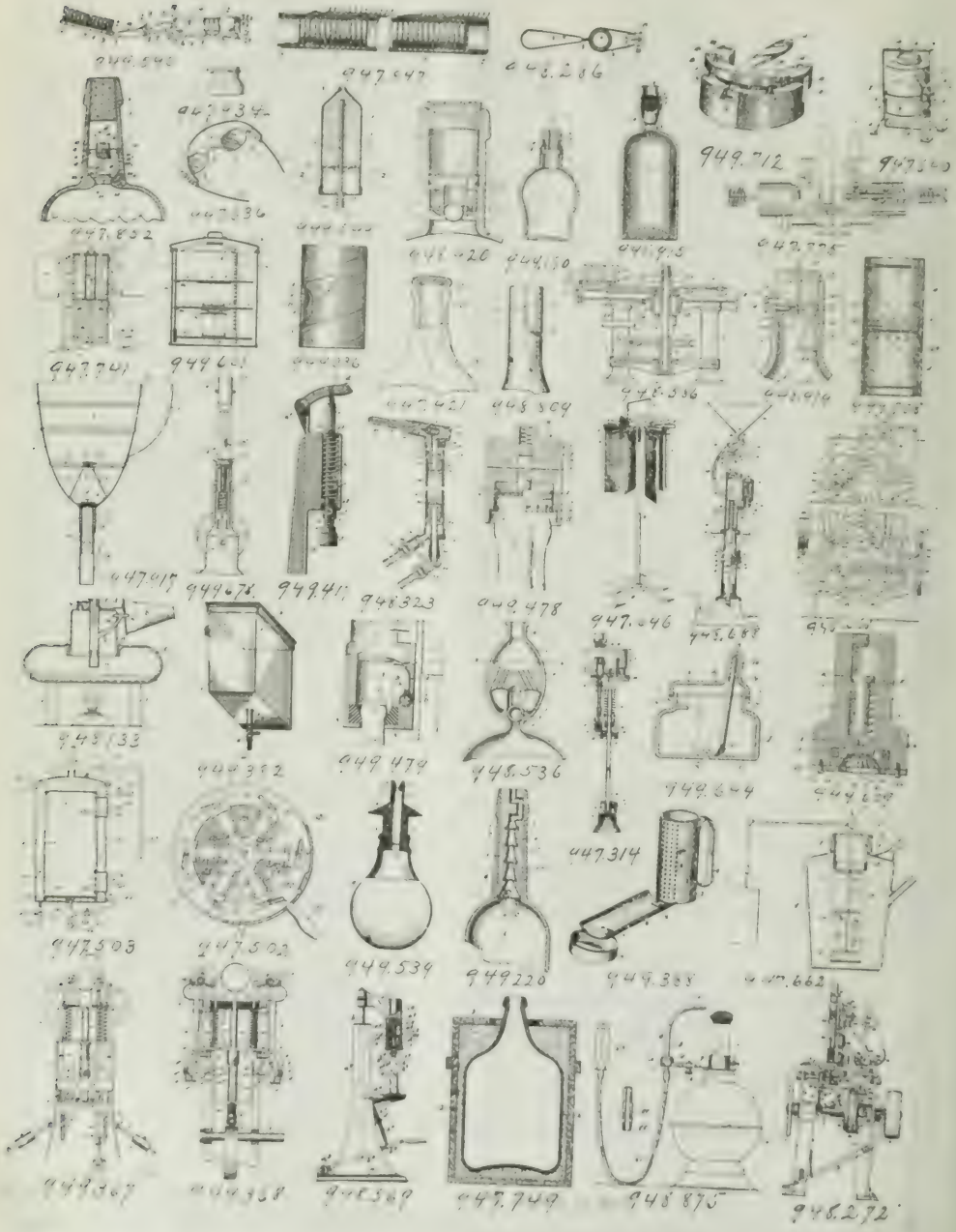
It is a chemical impossibility to color Silk and Wool (animal material) and Cotton and Linen (vegetable material) equally as well with the same dye.

Any DYE Chemist will tell you this fact. Of course it sounds easier to trust to luck and use one dye for both. But remember, an economy is not real economy unless it is successful. Do not be misled by imitations of Diamond Dyes.

Recommend Diamond Dyes to Your Customers
They Will Thank You for It

WELLS & RICHARDSON CO., BURLINGTON, VT.

PATENTS, TRADE MARKS, ETC.—(See Page 272.)



Special Offer

One Dozen of these Silver-Plated Spoons

with a Five Case Order of

Half dozen each 5-inch and 7-inch silver-plated Fountain Spoons (or one dozen of one size). These spoons, in ordinary use, are guaranteed for five years. They are of an exceedingly handsome design, and serve the double purpose of pleasing by appearance and creating a demand for Walker's Grape Juice at the same time. **Two dozen spoons with 10 case lots.**

Walker's GRAPE JUICE

"It's Clear Because it's Pure."

This is the new clear grape juice—free from tannin and from all sediment. Your household trade want it for its smooth, rich flavor—without "puckerishness."

Your medicinal trade want it for its purity—because of its freedom from tannin it can be retained by stomachs too delicate for ordinary grape juice.

Your soda fountain trade want it for clear grape taste—cooling and soothing on a hot day—and because it blends so well with other fruit juices.

A $200,000 Advertising Campaign is making everyone familiar with the superiority of Walker's Grape Juice.

Your jobber can supply you now.

Write for our other Special Offers and Quantity Discounts on 5 and 10 case lots.

THE GRAPE PRODUCTS COMPANY
North East, Pa.

The "Ten Pin" Bottle

PATENTS, TRADE MARKS, ETC.—(See Page 270.)

PATENTS.

Granted January 25, 1910.

947,272—Benjamin Alderson and Amos Colleson, Brooklyn, N. Y. Bottle-cap assembling machine.

947,314—Frank C. H. Strassburger, assignor to Bottlers' Machinery Manufacturing Co., Chicago. Centering bell for bottle-filling machines.

947,320—Hermann Pape, Hamburg, Germany. Process for the preparation of zinc oxide for reduction.

947,421—Frederick F. Scotford, Berkeley, Cal. Bottle.

947,502—Olof N. Tevander and Arthur Manierre, Chicago. Method of sealing bottles.

947,508—John H. Utley, Camden, N. J. Process of purifying animal charcoal and the product thereof.

947,640—John H. Jefferson, Osmond, Neb. Display stand.

947,646—Emil T. Palmenberg, New York. Display stand.

947,662—Barney Hart, Jacksonville. Turpentine still.

947,715—Albert Lecoeur, assignor to Societe Anonyme le Crinoid, Rouen, France. Process of making solutions of cuprammonium hydroxide.

947,741—Johan J. Rink, Copenhagen, Denmark. Apparatus for the electrolytical decomposition of alkali-chloride solutions.

947,749—Frank S. Havens, Hartford, assignor to Harrison Bros. & Co., Inc., Philadelphia, Carboy.

947,775—Joseph Hauk, Jr., assignor to Twentieth Century Machinery Co., Milwaukee. Bottle-washing machine.

Granted February 1, 1910.

947,847—Frederick Recht, New York. Container for bottle caps.

947,852—Geo. A. Roberts, Winnipeg. Non-refillable bottle.

947,917—Frederick G. Kollenberg, assignor of one-half to P. R. Lancaster, Owensboro, Ky. Funnel.

947,934—Walter H. Perkins, assignor to Waterbury Mfg. Co., Waterbury, Conn. Powder box.

948,061—Edward C. Lovell, Bristol, Eng. Machine for labeling packets, tins, or the like.

948,084—Lorenz Ach, assignor to C. F. Boehringer & Soehne, Mannheim-Waldhof, Germany. Esters of digiycollic acid and preparation of same.

948,155—Arthur G. Whiteborne-Cole, Brighton, Eng. Vaporizer for medicines.

948,158—Kristian Birkeland, Christiana, Norway. Process of utilizing nitrous gases.

948,204—Rene Bohn, assignor to Badische Anilin & Soda Fabrik, Ludwigshafen-on-the-Rhine, Germany. Indanthrene monosulfonic acid and process of making same.

948,286—Orla Topp, Copenhagen, Denmark, assignor to Isidore Gluck, New York. Process of wiring bottles.

Granted February 8, 1910.

948,323—John Harris, Cleveland. Blowpipe.

948,420—George H. Gumbel, Brooklyn. Non-refillable bottle.

948,536—Horace E. Walker, Detroit. Non-refillable bottle.

948,569—Ross B. Yerby, Brooklyn. Bottle-capping machine.

948,596—Walter L. Bodman, assignor to Isaac Rheinstrom, Cincinnati. Bottle-washing machine.

948,698—Georg Kirkegaard, New York, assignor to Imperial Stopper Co. Duplex capping machine.

948,726—Birger F. Halvorsen, assignor to Norsk Hydro-Elektrisk Kvaelstofaktieselskab, Christiana, Norway. Method of absorbing dilute nitrous gases.

948,846—Frank Blumenthal, Chicago. Bottle.

948,875—Oliver P. Davis, Ault, Colo. Blowpipe.

948,915—James P. Boardman, Conigate, Okla. Non-refillable bottle.

948,919—John E. Campbell, Charleston, W. Va. Bottle.

948,930—Alfred Meyer, Mulhausen, Germany. Process of preparing medicaments.

Granted February 15, 1910.

949,036—Charles F. Jenkins, Washington, D. C., assignor, by mesne assignments, to Single Service Package Corporation of [illegible] Paper bottle.

949,134—Nathan Sulzberger, New York. Local anesthetic.

949,170—Allen De Vilbiss, Toledo. Closure for fluid receptacles.

949,220—Hugh Corrigan, Cleveland. Non-refillable bottle.

949,267—Freeman N. Young, Cambridge, Mass. Bottle-labeling [illegible]

[illegible] Asbury.

[illegible] Mary J. Rogers, Chicago. Medical [illegible]

949,388—Christina Winlack, Niles, Mich. Combined container and [illegible]

[illegible] Irey, Steubenville, Ohio. Bottle-[illegible]

949,476—James M. Hicks, Summit, N. J., assignor to Auto Stopper Company, New York. Locking mechanism for vessel-filling [illegible]

949,477—James M. Hicks, assignment as above. Method of [illegible] to [illegible]

949,478—James M. Hicks, assignment as above. Sealing-cap [illegible]

[illegible] A. Hall, Newark, N. J. [illegible]

[illegible] Hall, Newark, N. J. [illegible]

[illegible] Vogel, [illegible]

[illegible] TRADE MARKS [illegible] PATENT [illegible]

[illegible] LEGAL TRADE MARKS PROTECTIVE [illegible]

[illegible] FOOD AND DRUGS ACT [illegible]

[illegible] H. DAVIS & CO., 908 G St., N. W., Washington, D. C.

949,540—Frank E. Kress, St. Paul. Folding toothbrush.

949,545—Friederich Muller, Hartford, Conn., assignor to Walter L. Clark, New York. Paste-tube.

949,600—Jesse E. Abrams and John C. Taliaferro, Baltimore. Tool for applying caps to bottles.

949,644—Frank C. Borgmeyer, assignor of one-half to David H. Borgmeyer, St. Charles, Mo. Bottle and lid.

949,661—Alexandra Richter, Leipzig, Germany. Sterilizing apparatus.

949,678—Jacob Hermann, Chicago, assignor to The Champion Sanitary Bottle Seal Co. Bottle-sealing mechanism.

949,708—Charles F. Jenkins, Washington, D. C., assignor to Single Service Package Corporation of America, New York. Package for chemicals.

949,712—William Nottberg and Walter Lehmann, Kansas City, Mo. Bottle rest and guide for bottle-capping machines.

TRADE MARKS.

Published January 25, 1910.

44,233—Ahrens Brothers, Wilmington, N. C. A remedy for galls, sore shoulders and sore backs of animals, etc.

44,325—Karl August Lingner, Dresden, Germany. Means for preventing infections of the skin and mucous membranes.

44,610—Hutzler Brothers Co., Baltimore. Toilet creams, hair tonics, tooth powders, etc.

45,015—Demaris E. Mills, Canton, Ill. Protective and antiseptic suppository.

45,702—Robert A. Green, Quapaw, Okla. Liniments, stock powders and remedies for urethral diseases.

45,952—Charles Bauer, Hempstead, N. Y. Corn and bunion plasters.

46,080—Stephen H. Hall, Beverly, Mass. A remedy for diseases of the stomach.

46,232—Mark Sherwin, North Berkeley, Cal. A shampoo preparation.

Published February 1, 1910.

39,842—Krewel & Co., Gesellschaft mit Beschrankter Haftung, Cologne, Germany. Ointments, tooth pastes, salves, creams, etc.

40,329—Gendrin Bros. Co., Webster, Mass. Remedies for catarrh, asthma, bronchitis, headache, hay fever, etc.

44,585—F. Hoffmann-La Roche & Co., Basel, Switzerland. A pharmaceutical preparation containing all the alkaloids of opium in an easily soluble state and in a form suitable for subcutaneous injections.

45,282—Paul Krause, Dresden, Germany. Remedy against whooping-cough.

45,740—Callie Clark, Knoxville. Liniment for internal and external use.

45,764—John Elefritz, St. Louis. Remedy for piles.

45,898—John B. Peterson, Detroit. Pile and vaginal suppositories, stomach or bowel tablets, etc.

46,011—Oscar Reiffarth, Brooklyn. Tooth brushes.

46,059—The Bartow Chemical Co., Bartow, Fla. Remedy for la grippe, colds, fevers and chills.

46,120—David C. Dunn, Lima, Ohio. Laxative medicine.

Published February 8, 1910.

31,519—Carlo Erba, Milan, Italy. Remedies for hysteria, tar-water, cedar-water, quinin-water, eau de cologne, etc.

34,269—John Goodman Marucheau de Chamaud, Paris, France. Remedies for gout.

34,457—Bertha Ida Wiener, Chicago. Antiseptic and immobilizing fluids.

44,994—Alvis Blake, Lubbock, Texas. Remedy for headaches.

Published February 15, 1910.

45,106—Lattman & Lemp, New York. Liniments.

45,128—Joel T. Duckworth, Springfield, Mo. A remedy for gonorrhea and gleet.

46,096—Rainbow Dye Co., New York. A preparation for the coloring of the hair.

Bill Reported for Patent Appeals Court.

WASHINGTON, Feb. 20. The bill introduced by Senator Beveridge, of Indiana, "to establish the United States Court of Patent Appeals" has been favorably reported to the Senate. The bill creates a court to be composed of a Chief Justice and four Associate Justices, with a marshal, clerk and other officers. The Chief Justice of the court shall be appointed by the President and Associate Judges are to be designated by the Chief Justice of the United States from among the judges of circuit or district courts of the United States, two to sit for three years, and two for six.

The bill provides for an annual term of the court in Washington beginning on the second Monday of October, with adjournment from time to time as the court shall order. Four [illegible] shall consist a quorum for business. The bill provides a salary of $12,000 a year for the Chief Justice and for the Associate Justices a sufficient sum in addition to such [illegible] Federal judges to bring the total annual salary up to $14,500.

Indispensable to all druggists is THE ERA Price List.

The Sanitary Way

Jersey-Creme Sanitary Straw Dispenser for use at Soda Fountains

An up-to-date SANITARY DEVICE that excludes FLIES, INSECTS, and germ-laden DUST; prevents the spreading of disease and protects the health of millions of thoughtless people—the Acme of PERFECTION and PROTECTION.

Price $5.00, by Express Prepaid

The Jersey-Creme Sanitary Straw Dispenser

is a MONEY SAVER and a MONEY MAKER. It will dispense but one straw at a time and actual demonstration has proven that this device will positively cut your straw bill in half. No chance for BREAKAGE; no chance for SPOILAGE, and 99 per cent of all straws purchased will be actually used by paying customers. Each individual customer can wait upon himself, thereby saving the straws that are often times furnished to customers who do not want them.

IT WILL INCREASE YOUR BUSINESS

for by this evidence of sanitary methods at your fountain many customers will be attracted and induced to return to avoid the contraction of infectious and contagious diseases, to which they are subjected when using the germ breeding straws from straw receptacles ordinarily used by other fountains.

WRITE US FOR INFORMATION CONCERNING OUR SPECIAL OFFER

It will enable you to equip your fountain and tables with *JERSEY-CREME SANITARY STRAW DISPENSERS* without cost to you.

Write today. Your request will bring full particulars. When replying, address Dept. No. 9

JERSEY-CREME COMPANY

Sole Distributers

19 JERSEY-CREME BUILDING **FORT WORTH, TEXAS**

The "Liquid" Expanding—Mammoth New Chicago Plant a Marvel.

We illustrate the mammoth new plant being built by the Liquid Carbonic Company at 31st street and Kedzie avenue, in about the geographical center of the city of Chicago.

When completed, this will be by far the largest plant of the kind in the world.

The main building is over 1000 feet long, and other buildings are in proportion. The plant and its equipment will cost upward of one million dollars, and will be completed in August or September of this year.

The plant is being constructed throughout of brick and reinforced concrete, in a manner that will make it one of the most sanitary, fireproof plants of the country.

Arrangement for expeditious handling of materials in progress of their construction is also as nearly perfect as the best engineering practice can devise.

This machinery equipment, when the time comes, will make an extremely interesting story for the technical journals, because the equipment will be one of exceptional interest to the student of labor saving multiple working machines—multiple drills, multiple wood borers, devices for drilling holes in marble, etc., will be installed, thus giving to the company the triple advantage of labor saving, accuracy and uniformity in product.

Building a Soda Fountain.

Every operation in connection with the construction of a soda fountain will be carried on in this plant.

The mahogany, birch, oak or other lumber is brought in in its raw state, air-seasoned in the lumber yards on the plant, then kiln-dried and further seasoned, under cover, then sent to the wood-working departments where it goes through the manifold operations leading up to the finished wood work. The

New Plant of The Liquid Carbonic Co., Chicago. Covers 25 Acres of Ground and is the Largest Plant of the Kind in the World.

It will be seen that one edge of the plant is skirted by the south branch of the Chicago River, a navigable stream, and that heavy raw materials such as lumber, marble, onyx, pig-iron and fuel can be brought in by the shipload. The plant is also connected with both the outer and inner freight belt systems of Chicago by means of switch tracks that ramify through the yards, and enable the direct unloading of railroad freight from the cars to the departments where it is required.

At the dock front will be seen an overhead electrical traveling crane. By this means the marine freight can be transferred direct to the plant without making it necessary to handle anything by manual labor, and this same overhead crane serves the railroad switch tracks. It connects at right angles with other cranes in the plant, so that all materials of whatever kind can be transferred from point to point without requiring human labor.

The view of the works given in the picture is from the north, so that the right hand end of the picture is to the west.

To the west of the big building shown in the picture will be another structure, the gray iron foundry in which castings for carbonators, bottlers' machinery and other machinery will be [illegible].

Adjoining this to the rear are the marble and onyx shops, marble saw mill, and the great woodworking shops. All the heavy raw material, therefore, starts at that end of the plant [illegible] toward the center of the plant, then southward through various finishing stages to the south end of the main building where will be the erecting rooms.

The four floors and basement of this main building and the various departments on the floors are connected electrically by means of various conveying and elevating devices, the result being a high degree of dispatch in the progress of the work, [illegible] so do the drudgery in every point in every operation.

The thousands of machines to be installed in this great plant [illegible] head belting and shafting being almost wholly eliminated.

wood carving department alone is a room larger than the whole wood-working plant of some of the smaller soda fountain manufacturers.

Hydraulic machinery for compressing the five-ply veneer panels of the wood work and other machinery for compressing the processed cork into slabs will be placed in their proper positions in the progress of these materials.

Similarly, onyx and marble is received in huge blocks weighing many tons, is sawed into slabs in the sawing room, put through various polishing and finishing processes, cut up and otherwise fabricated for its special use.

The art-glass department is one that will receive special attention because of the increasing demand among soda fountain buyers for electrically illuminated art glass work in their fountains.

This glass is imported in sheets and a corps of designers and artists is constantly at work laying out designs which are cut onto the glass, and the glass separated into thousands of tiny pieces, which are put together like a picture puzzle. Lead or copper is used for the matrix.

Metal working rooms—where such parts as draft arms, draft stands, workboards, etc., are made—will be equipped for performing every operation from the raw material up. This means brass, bronze and metal foundries for the cast parts, and sheet metal working tools and equipment for the sheet parts, with the various finishing and plating operations in their due course.

The assembling rooms in which the finished foundry parts are put together, will occupy practically all four stories of the big south wing of the main building. Here highly skilled labor, working with every electrical help, joins the finished parts and gives them the last touches that makes the Fountain Beautiful.

Carbonators and Machinery.

Similarly, in the manufacture of carbonators.

Foundries at the west end of the plant make the iron cast-

(Continued on Page 276.)

PURE ALKALOIDS

There is no class of medicinal chemicals in which extreme purity and uniformity are of greater importance than in the Alkaloids. Consistent with the high standard of excellence which we strive to maintain in all of our products, our Alkaloids may be relied upon to conform to the most rigid requirements for purity. Special attention is directed to the following:

Cocaine Hydrochloride, Codeine Alkaloid and **Sulphate, Atropine Alkaloid** and **Sulphate, Apomorphine Muriate Crystals, Aconitine, Caffeine, Caffeine Citrated, Digitalin, Diacetyl-Morphine, Diacetyl-Morphine Hydrochloride, Hyoscine Hydrobromide, Homatropine Hydrobromide, Ethyl-Morphine Hydrochloride, Morphine Sulphate** and **other Salts of Morphine, Pilocarpine Hydrochloride, Scopolamine Hydrobromide, Strychnine Alkaloid** and **Salts, Etc.** *Specify "M.C.W."*

MALLINCKRODT CHEMICAL WORKS

ST. LOUIS NEW YORK

AGENCY FOR *Whitman's* CHOCOLATES AND CONFECTIONS

A Sign that People are Seeking

"With money in their hands"

Our system of selling our package Chocolates and Confections through selected, protected sales agencies makes it a little difficult, sometimes, for the public to buy Whitman's.

Whitman's are not "on sale everywhere."

Every mail brings inquiries "Where is your agency in——?" ranging all the way from Eastport, Maine, to Santa Barbara, California

We limit our sale to protected agencies and cultivate close relations with each agent, endeavoring through each store to supply *fresh* packages to all the fine candy trade that it can possibly reach. We send inquiries to his store, advertise him to the best people by *direct advertising*. But we can't reach the transient trade. He must attend to that.

The costly "general advertising" of Whitman's in the leading publications is all in the interest of the local agent.

The store that has the Whitman agency does wisely to see that the outside display signs are large enough and striking enough to let everyone who passes by *know* that the Fussy Package (and all the others) can be bought inside.

Millions of well-to-do Americans who want the best are hunting the Whitman agent everywhere.

If you have the agency—or if you should get it—*let these people know.*

Write for new catalogue of packages in true colors, samples of advertising matter and our offer to the leading druggist.

STEPHEN F. WHITMAN & SON, Inc., FOURTH AND RACE STREETS *Philadelphia, U.S.A.*

The "Liquid" Expanding.

(Continued from Page [illegible])

[illegible] riority or lack of uniformity.

The same is true with the machinery built by the Liquid Carbonic Company, the whole machine being constructed from designs made on the plant under the watchful eye of superintendents and inspectors in a way that guarantees the highest possible uniformity and efficiency.

Fruit and Syrup Department.

[illegible] tion of fruits and syrups for fountain use.

Like all the rest of the plant, these rooms have concrete walls, ceilings and floors, high ceilings, and a great expanse of window space. Sanitation and sunlight coupled with every arrangement of cleansing and purifying will make this department one of the show places of the plant.

A complete cold storage plant will adjoin these rooms so that fruit bought by the carloads from the fruit districts may be put directly into cold storage, and protected against deterioration, while it is being worked up gradually into the fin- [illegible]

Welfare-Work.

Every provision is being arranged for the health and comfort of the large force of men and women who will be employed in this great plant. Rest rooms, a gymnasium, club rooms, restaurant and an emergency hospital are included in this program.

The grounds between the buildings and the street, 40 ft. on one side and 150 ft. on the other, are being laid out in the form of a park, which will be during the summer months a green lawn with trees and flowers, set off with an attractive fountain at the center in front of the tower.

Water System.

High up in the tower in the center of the plant is a 50,000 gallon steel water tank. Water will be pumped into this tank which will furnish a constant gravity pressure throughout the mains and laterals that ramify through the plant for fire pro- [illegible]

Although the buildings are fireproof, every room will be fitted with overhead sprinkler system adequate to protect the contents from loss by fire.

Artesian wells are being drilled to augment the supply of city water, and this water will be distilled for use in the preparation of the Liquid Fruits and Syrups.

New Plant and Branch in Boston.

To keep pace with the Eastern demand, the Liquid Carbonic Company is erecting a new plant centrally located in Boston, Mass., for the manufacture of soda fountains, carbonic gas, etc. The equipment will include warehouses, salesrooms, soda fountain show rooms, etc. It is expected that these Eastern operations will be complete in June.

New Branch in San Francisco.

The Pacific Coast trade has developed to such an extent that the Company has fitted out salesrooms and warehouses in San Francisco. The salesroom is at 1128 Mission street, and warehouses are nearby. A stock of "Liquid" fountains, carbonators, etc., is constantly on hand.

Branch Salesroom in St. Louis.

As a matter of convenience to Southwest patrons, the Company has fitted out attractive show rooms in the downtown district of St. Louis, at 117 North 18th street, near the Union Depot.

Gas Output Increased.

In addition to the new gas plant in Boston, the Liquid Carbonic Gas factories in New York, Milwaukee and Dallas have been greatly enlarged and improved.

To Replace Army Medicines Burned in New York.

WASHINGTON, Feb. 20. A deficiency appropriation of $307,-000 to replace medical and hospital supplies destroyed by fire at the army medical supply depot in New York City on February 4 has been recommended to Congress by Secretary of War Dickinson.

You Want the Finest Vanilla

HERE IT IS

To make the finest vanilla flavoring extract—or syrup for soda fountain use—and without loss of time or waste of material—

Vanilla Concrete—Stearns' is just the thing.

The finished tincture, U.S.P. strength, costs you $1.00 a pint when made this way, using the Concrete at $1.00 an ounce. If you buy a pound of Concrete (at $12) the cost drops to 80c. a pint for the finished tincture: you could not buy its equal in the market under $12 a gallon. Think of the finest-flavored U.S.P. Vanilla Tincture at $6.40 a gallon!

Vanilla Concrete is made from choice, selected and properly cured vanilla beans, without the addition of any artificial or synthetic substance and without added color.

Those who bought it by the ounce last year are buying pounds this year. Let us send you an ounce at $1—or a pound at $12.

FREDERICK STEARNS & CO.

Detroit, Mich., U. S. A.

Windsor, Canada. London, Eng. New York City.

ROTTERDAM

A MEANS
of Displaying Goods

You know the necessity
We know the means of meeting it.

Do you know why the business man, of the new world of business—the successful one—gets there?

Simply because he has nerve to toss to the scrap pile any system of policy, piece of machinery or set of furniture, no matter how little worn, the moment he discovers something that will serve the purpose better, and can calculate it will net him a better profit.

W. B. McLean Mfg. Co.

1038-1056 Herron Avenue
near Bedford

PITTSBURG PA.

Send in your name for "Good Fixtures," a paper printed now and then showing interesting and valuable improvements in store arrangements.

COLD, RAW, WINTRY DAYS SUGGEST
HORLICK'S
MALTED MILK

The Original and Only Genuine

Served Piping Hot in Quaint Mug or Dainty Cup, with Crisp Salted Wafers

This formula will appeal to your Fountain Patrons. Try it—

Horlick's Malted Milk .....2 tablespoonfuls (heaping)
Whipped Cream .....2 tablespoonfuls (heaping)
Chocolate Syrup .....1½ ounces

Stir well, making smooth paste. Add Hot Water to fill container. Top off with Powdered Nutmeg.

Attractive Hot Soda Fountain Advertising Material sent, free and prepaid, upon request.

HORLICK'S MALTED MILK COMPANY

Slough, Bucks., England
Montreal, Canada

Racine, Wis., U.S.A.

BUSINESS RECORD

Changes in Ownership, New Drug Stores, Incorporations, Fires and Other Commercial Matters of Interest to Wholesale and Retail Merchants.

Supplement to The Era Druggists' Directory.

ALABAMA—Birmingham—M. L. Wetherington, 1906 Third avenue, has moved to 1818 Third avenue.
ARKANSAS—Clarksville—Mitchell & Dodd have been succeeded by Dr. W. J. Smith.
CALIFORNIA—Fullerton—Wm. Stadtlander & Co. have been succeeded by J. W. Vermeulen & Co.
CONNECTICUT—Glastonbury—Axel Peterson has been succeeded by George Worthington.
Stamford—A. M. Linn, Brook and Pacific streets, has been succeeded by Linn & Simpson.
South Manchester—Axel Peterson has opened a drug store.
DISTRICT OF COLUMBIA—Washington—H. A. Johnston, 1221 New Jersey avenue, N. W., has been succeeded by Caldwell, Hall & Co.—J. L. Kasse, 1115 and North Carolina avenue, new store.—Stone & Pooles, 609 Pennsylvania avenue, have been succeeded by Edwards & King.
GEORGIA—Atlanta—Bullock's Pharmacy, 246 Houston street, has moved to 363 Ellis avenue.—Dr. R. L. Palmer, corner Peters and Houston streets, has been succeeded by E. H. Cone.
Savannah—W. O. Cubbedge, 111 Barnard street, has moved to 101 West Bryan street.
ILLINOIS—Bushnell—W. R. Hawkins has been succeeded by Eben Allen.
Chicago—James W. Swope, 92d street and Houston avenue; new store.
Clay City—W. S. Hiatt has been succeeded by J. P. Beckley.
Highland Park—Geo. B. Cummings has been succeeded by Earl W. Grell.
Macomb—W. D. Koontz has been succeeded by J. P. Cowden.
Mount Pulaski—J. W. Seyfer has been succeeded by Andrew F. Reinders.
Mowequa—C. M. Kaiser has been succeeded by J. R. Isley.
INDIANA—Earl Park—Roberts Bros. have been succeeded by Arthur L. Schmidt.
Terre Haute—David P. Cox, Eighth and Main streets, has been succeeded by W. J. Neukom Bros.
IOWA—Coon Rapids—Geo. S. Childs has been succeeded by Charles Duffy.
KANSAS—Altoona—A. P. Richardson has been succeeded by Wesson Post.
Buhler—J. C. Ratzlaff; new store.
Dwight—J. J. Terrass has been succeeded by A. B. Roy.
Kansas City—D. C. Jones, 1801 Quindaro Boulevard, has been succeeded by J. J. Reeder.
Lindsborg—Gustafson & Stockenberg have dissolved partnership; John A. Stockenberg with carriage business only.
Wellsville—H. M. Bennett has been succeeded by F. R. Ireland.
KENTUCKY—Louisville—Fred A. Newhall, 3000 Portland avenue, has moved to 3237 High street.
South Carrollton—J. S. Bean has been succeeded by the South Carrollton Drug Co.
MAINE—Wiscasset—W. S. Peaslee & Co. have been succeeded by A. W. Kneeland.
MARYLAND—Baltimore—James R. Allen, Cedar and First avenue, has been succeeded by the Mount Vernon Pharmacy; D. M. Shipley, manager.
Hagerstown—R. L. Van Devanter has been succeeded by P. Park Geiger.
MASSACHUSETTS—Springfield—J. B. Vogel, 252 Main street, has been succeeded by Bert Anderson.
Worcester—Everett S. Kingsley, 107 Highland street, has been succeeded by Charles A. Hanson.
MICHIGAN—Fenton—Wm. A. Wood has been succeeded by Langworthy Bros.
MINNESOTA—Hutchinson—F. W. Congdon has been succeeded by Hartman's Drug Store; Charles J. Hartman, proprietor.
MISSOURI—Aurora—Dillard & Stotts have been succeeded by Dillard & Bartling.
Green City—Hill Drug Co. has been succeeded by Dr. I. M. Roberts.
Hannibal—F. A. Waedler, 156 Market street, has been succeeded by Margerum Winn.
St. Joseph—Red Cross Pharmacy, Ninth and Frederick avenue, have been succeeded by Curtin & Perkins.
MONTANA—Helena—R. E. Harris, 120 South Main street, has been succeeded by E. H. Campbell.
NEBRASKA—Jansen—A. V. Pease has been succeeded by Sam S. Smith.
Lodge Pole—E. L. Yarletz has been succeeded by W. H. Evans.
Omaha—Peter Ehlers, 27th and Leavenworth, has moved his store to 2802 Leavenworth street.
NEW JERSEY—Bridgeton—W. C. Berger Drug Co. have been succeeded by Glaspell-Cuskaden Co.
Jersey City—Terminal Drug Stores Co., Pennsylvania R. R. Station; O. B. Deakyne, manager; new store.
NEW MEXICO—Silver City—Porterfield Drug Co. have been succeeded by the Howell Drug Co.

(Continued on Page 280.)

CAREFULLY PREPARED PHARMACEUTICALS

PHARMACEUTICAL SPECIALTIES

ASK FOR OUR PRICES

HENRY K. WAMPOLE & COMPANY

—Incorporated—

Manufacturing Pharmacists, Philadelphia, U. S. A.

NOTE THE FINISH OF OUR GOODS

PRIVATE FORMULA WORK

BUYER'S LABEL PREPARATIONS

SENSE IN SCENTS

is the title of our new booklet of suggestions for the Easter Season. It recommends a few Concentrates from which you can manufacture perfumes—*good perfumes*, and start upbuilding a profitable business of your own—under your own name and label. Try one of them—say Rose Petals at $3.50 the oz. If the result does not *please* you, we will refund your money. *Catalog on request.*

THE CHARLES E. SHOLES COMPANY
MANUFACTURING CHEMISTS
FINISHED PERFUME BASES FOR EXTRACTS, TOILET WATERS, CREAMS, TALCUMS, SOAPS, ETC.
164 FRONT STREET, NEW YORK

Hot Drinks at the Soda Fountain
ARE BECOMING MORE POPULAR EVERY DAY

ADD TO THAT POPULARITY BY USING

R.S.P. CO.'S Rockford Quality SILVER PLATED SERVICE WARE

We have a full line of appropriate service equipment especially suited to the needs of the better class of Soda Fountain Patronage.

All Jobbers carry and recommend our line

Perfect service guarantees satisfaction—"R. S. P. Co.'s" Silver Plated Ware guarantees perfect service.

ROCKFORD SILVER PLATE CO.
ROCKFORD, ILL.

ROCKFORD SILVER PLATE CO.,
Rockford, Ill.

Please send me complete Price List of the R. S. P. Co.'s Silver Plated Fountain Ware.

Signed.....

Address.....

My Jobber is.....

Business Record.

(Continued from Page 278.)

NEW YORK—Albany: Joseph Sickle, 215 Second street, has been succeeded by S. Sickle.

Le Roy: I. F. Wilcox has been succeeded by Wilcox & Reber.

Malone: J. M. Reed's new store is being succeeded by Florence Regan.

Mount Vernon: C. E. Peterson & Son's Fourth avenue store has been succeeded by Geo. H. Ackerson Co. A. K. Peterson has been appointed by Peterson & Son, Inc.

Westfield: I. F. Jones has been succeeded by Dr. F. P.

OHIO—Marengo: F. P. Phillips has opened fresh Mexican and opened a new store at 420 Troy street, Dayton, Ohio.

PENNSYLVANIA—Hazlehurst: Brown & Mason's store has been succeeded by W. I. Hurst.

Reading: Lewis & Lichtenwalter, 107 Penn street, new store.

Rochester: I. H. Jones & Son's Penn Yan store succeeded by the Mayo Drug Co. I. H. Mayo and R. D. Pierson, proprietors.

Washington: D. M. Hayes Co., 1067 Jefferson, has leased store to Woolworth Drug Co.

SOUTH CAROLINA—Branchville: M. S. Grooms' has been succeeded by the Woolworth Drug Co.

TENNESSEE—Memphis: Owen Drug Co., Main and Madison streets, has been succeeded by Mooney Retail Drug Co.

TEXAS—Kerens: I. W. Morgan's Drug Co. store has been succeeded by J. C. Walker.

Uvalde—J. V. Sheley has opened a new store.

VIRGINIA—Portsmouth: Geo. S. Mellen & Co., 301 High, is about to have new quarters at J. N. Deans & Co.'s. J. N. Deans and C. V. Schoen, proprietors.

WASHINGTON—Spokane: Hall Pharmacy, 2708 East Sprague avenue; L. B. Sperry has purchased the business; firm name remains the same.

WEST VIRGINIA—Amos: Tallman Drug Co. store has been succeeded by the Sturgiss Pharmacy; D. C. Sturgiss, proprietor.

Shepherdstown—E. H. Reinhart has been succeeded by Owens & Miller.

WISCONSIN—Palmyra: R. J. Washburn & Son have been succeeded by Alex F. Link.

Racine—Schweitzer Bros., 1401 Douglas avenue, have been succeeded by George Schornlaben.

West Bend: I. Wortman has been succeeded by Alfonse Schloss.

New Incorporations.

Farmers' Co-operative Veterinary Medicine Co., Des Moines, Iowa. Capital, $5000. Directors: C. C. Young, F. S. Schwinenatt, A. M. Vaught, H. L. Newell and F. McLatton.

Peerless Poultry Drug Co., Birmingham, Ala. To do a general drug business. Capital, $10,000. President, W. F. Pegram; vice-president, George Pegram; secretary-treasurer, W. E. Palmer.

O. C. Cole Co., Memphis, Tenn. Drug business. Capital, $12,000. Incorporators: O. C. Cole, E. M. Blocker, R. M. Buddeke, S. O. Bates and E. P. Little.

Wylie Drug Co., Waverly, Ill. Capital, $3000. Incorporators: E. B. Wylie, Libbie A. Wylie and Martin A. Wylie.

North Star Chemical Co., Chicago, Ill. Manufacturing and dealing in toilet and medical preparations, etc. Capital, $2400. Incorporators: Andrew Hemmelgard, I. Cook and Eva Mosher.

Gray Drug Co., Newark, N. J. Druggists, chemists, etc. Capital, $100,000. Incorporators: Thomas J. Gray, William H. Black, [illegible].

Peoples' Drug Co., Amory, Miss. Capital, $10,000. Incorporators: W. J. Grady, F. W. Roberts and others.

Kansas Medicine Co., Kokomo. Incorporators. Capital stock, $10,000. Directors: C. F. Ade, Ida M. Ade, Pearl A. Barrett.

Physicians' Service Corporation, Camden, N. J. To engage, hire and contract with duly authorized doctors of medicine, osteopathy, dentists, opticians, druggists and attorneys. Capital, $125,000. Incorporators: Charles B. Winters, Harry B. Pluumb, [illegible] C. Warnock, Frank A. Kelly.

Warwood Pharmacy Co., Warwood, W. Va. Capital, $5000. Incorporators: J. L. Carpenter, S. P. Christian, Cornelia L. Christian, Mary B. Carpenter, Howe Stidger.

Red Cross Drug Co., Augusta, Ark. Capital, $5000. Incorporators: Dr. U. T. Utley, president; R. Q. Patterson, O. E. Puckett, H. G. Fulsom.

National Dulcin & Chemical Product Co., Newark, N. J. To manufacture alkalies and chemicals. Capital, $50,000. Incorporators: Jacob Kutz, New York; Frederick W. Smith, Mack S. Rosewig, Newark, N. J.

Robertson Drug Co., Durham, N. C. Capital stock, $20,000. Incorporators: S. W. Minor, L. H. Robertson, S. C. Chambers.

Physicians' Pharmacy Co., Denver, Colo. Capital, $22,000. Incorporators: Jay Hallam, Sada M. Wood, Maria J. Hallam.

United Druggists of America, St. Louis, Mo. General wholesale drug business. Capital, $5000. Incorporators: F. William Runde, W. D. Hoeffken, F. C. Euler, Walter C. Nollau, R. A. Lecker.

Lee Park Pharmacy, Inc., Norfolk, Va. Drug business. Capital, $15,000. C. H. Prince, president; M. K. Greene, vice-president; J. N. Greene, secretary and treasurer.

Century Drug Co., Denver, Colo. Capital, $15,000. Incorporators: Jacob Hornbein, France Hornbein, David Koenigsburg.

Eureka Insecticide & Supply Co., Chicago, Ill. Manufacturing and selling vermin exterminators, disinfectants, etc. Capital, $2500. Incorporators: Henry A. Hetrick, Alvin H. Kachel and Abner C. Piper.

Thomas Johnston Drug Co., Freeport, N. Y. Capital, $25,000. Directors: Rudolph C. Werner, Lina M. Werner, Milton O. Werner and Adolph C. Kiendl, all of Brooklyn, and Thomas Johnston, of Freeport.

Per doz.; as above, $7.50

In less than ½ doz. quantities, each, 75c.

STOVAINE
IS A GREAT SUCCESS

Not as a spinal anesthetic, excepting in the hands of the most skilled, like the brilliant Jonnesco (for the idea of the injection of the spinal canal with all its dangers will never become popular with the patient, nor will the average man care to undertake it) but as the basis of Anesthaine, Abbott—non-secret, without cocaine, widely adopted and successfully applied in all the varied conditions for which local anesthesia may properly be used.

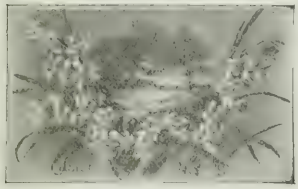
Anesthaine is being widely advertised to the Medical Profession, therefore you should stock, modestly, to care for the demand that is sure to come. Ask your jobber. Literature on request.

THE ABBOTT ALKALOIDAL COMPANY
CHICAGO

NEW YORK 251 Fifth Ave. | SEATTLE 225-8 Central Bldg. | SAN FRANCISCO 371 Phelan Bldg. | TORONTO, CANADA 66 E. Gerrard St. | LONDON, ENGLAND 17-18 Basinghall St.

DOMESTIC EASTER POST CARDS

MADE IN NEW YORK CITY



Style No. 728

RETAIL PRICE
1 Cent Each

There are 75 Designs in this line of
EASTER POST CARDS

They are richly embossed in many colors and excel in beauty, variety and up-to-dateness cards that may be imported at a much higher price.

A few of the cards have bright snappy background, others rich delicate tints. Still others a little bit of silver. The line as a whole gives a large variety of subjects, perhaps one of the greatest of any domestic factory.

SPECIAL MAIL ORDER PRICE: 60 Cents per 100 Assorted
BY MAIL, 8 CENTS EXTRA
$5.00 per 1000, FULLY ASSORTED

The American News Co., Post Card Department Desk C, 9-15 Park Place New York City

The ROYAL
STANDARD TYPEWRITER

comprises every essential of the ideal writing machine—

SIMPLICITY CONVENIENCE LIGHT ACTION
FINE WORK DURABILITY

It is being adopted by ever increasing thousands of high-class business houses **the world over,** because it has established a **new** and **higher** standard of efficiency and economy. Its perfect workmanship and many mechanical advantages distinguish it among typewriters as

The REAL Standard of Today

ROYAL TYPEWRITER COMPANY
Royal Typewriter Building - - - - - - NEW YORK CITY
A BRANCH IN EACH PRINCIPAL CITY

Obituary Notes.

—HENRY C. WEIR, Elkton, Md., died recently.

—M. M. ELLIS, aged 51, New Castle, Ky., is dead.

—ROBT. SARTAIN, South Pittsburg, Tenn., is dead.

—W. E. PIERCE, Pittsburg, Kan., is dead, aged 52.

—E. J. MELSHEIMER, Shelby, Ohio, is dead, aged 80.

—JOHN F. COULSON, 47, is dead at Logansport, Ind.

—ETIENNE J. MARTIN, New Orleans, is dead, aged 50.

—FRED BARNUM, Bailey, Mich., dead, 28, leaves a widow.

—H. H. JONES, Parsons, Pa., is dead. A widow survives.

—EUGENE DELL, Aberdeen, Md., is dead, of brain disease.

—A. J. LOOMIS, Scottsville pioneer druggist, is dead in Beloit, Kan., aged 75.

—EDWARD SCHAUB, Alton, Ill., is dead, aged 28, the result of a fall on an icy pavement.

—A. VIVIAN, 62, representing the Emerson Drug Co., is dead at his home in Philadelphia.

—WM. H. ROTH, for 25 years a druggist of Evanston, Wyo., is dead, leaving a widow and son.

—N. V. WOOLFORD, Basic City, Va., 25, died recently from an overdose of chloral taken on a train.

—W. A. THOMAS, of Perry & Thomas, Richmond, Ky., is dead, aged 40. His relatives are not known.

—WM. S. LANGHORNE, SR., 65, Portsmouth, Va., is dead of paralysis. Two sons and a daughter survive.

—T. S. REED, formerly of Peoria, died recently of pneumonia in Springfield, Ill. He was a Mystic Shriner.

—JOHN W. KEEFE, New Orleans, is dead, aged 54, of Bright's disease. He had been married 21 years.

—JOHN B. SOLIVEAU is dead in his home, 261 Summit avenue, West Hoboken, N. J., in his 59th year. He leaves a widow and two children.

—W. C. BUNTIN, wholesale and retail, Terre Haute, Ind., is dead, leaving a widow and three children. He had been in the drug business almost 40 years.

—ALANSON H. MARSH, retired, is dead at Hopkins, Minn., aged 78. He went from Massachusetts to Minnesota in 1863 and conducted drug stores in Minneapolis and other places. A widow survives.

—DR. G. S. WAIT, pioneer druggist and oldest Mason of Sacramento, is dead, aged 80. A widow, three sons and a daughter survive. He began business in 1859.

—DANIEL PHREANER, retired wholesale druggist, of Philadelphia, is dead at his home in Media, Pa., aged 82. A widow, two sons (one a doctor) and a daughter survive.

—J. E. KAUFMAN, president of the Kaufman Drug Co. and vice-president of the Home National Bank, Lexington, S. C., is dead, aged 38. He leaves a widow and two sons.

—FRANKLIN T. BUZBY, aged 57, is dead at South Bend, Ind., where he had been a prominent man in the drug trade since 1869. He leaves a widow and three children.

—DR. JAMES H. F. MILTON, for many years a physician and druggist in West Philadelphia, is dead at his home in Mantua, N. J. Grief over the death of a daughter is believed to have hastened the end.

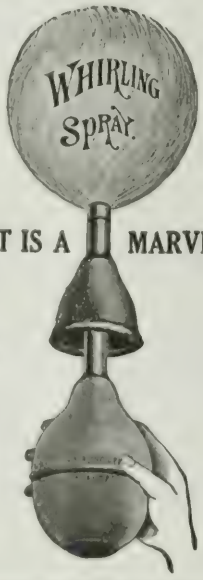
—LOUIS A. MATOS, pharmacist and chemist, of Philadelphia, is dead, aged 73. He assisted in the preparation of the Spanish edition of the United States Pharmacopœia. He is survived by a widow and three sons.

—ALFRED SPEER, of Passaic, N. J., dead in his 87th year, was the first extensive producer of American wines and formed and organized the Speer New Jersey Wine Company. He was prominent in business and city affairs and edited the first newspaper published in Passaic.

—CHARLES H. BROICH, 53, who for 25 years conducted the largest retail drug business on the South Side of Indianapolis, at Morris and South Meridian streets, is dead. For the last ten years he sold druggists' sundries for the Ohio Rubber Co., of Cincinnati. He leaves a widow and a son, Carl L. Broich.

—OTTO RAUCHFUSS, SR., aged 68, one of the oldest chemists and apothecaries in Cincinnati, died recently. He went to Cincinnati 40 years ago from Germany. His son, Otto Rauchfuss, Jr., succeeds him, having been in charge of his pharmacy at 3301 Gilbert avenue for the past two years. Five daughters also survive him. A number of the members of the Ohio Valley Druggists' Association attended the funeral.

THE MARVEL "WHIRLING SPRAY" SYRINGE



IT IS A MARVEL

WAS AWARDED THE GOLD MEDAL, DIPLOMA, AND CERTIFICATE OF APPROBATION, BY THE SOCIETE D'HYGIENE OF FRANCE, OCTOBER, 9, 1902,

as the latest and best improvement in Vaginal Syringes. Particular attention is called to the fact that by reason of its peculiar construction the Marvel Syringe dilates and flushes the vagina with a volume of whirling spray, which smooths out the folds and permits the injection to come into contact with the entire surface, instantly dissolving and washing out all secretions and discharges.

FULLY PROTECTED BY PATENTS
ALL JOBBERS SELL IT

THE MARVEL CO.

Sole Proprietors

44 E. 23rd St. NEW YORK

BRANCH OFFICES

Paris, France.....42 Rue du Marche
London, England....11 Queen Victoria Street
Sydney, N. S. W., Australia, 416-418 George St.
Montreal, Can., National Drug & Chemical Co.

Send for Samples Free.
Just a cube and a little boiling water and you have delicious bouillon with
"STEERO"
BOUILLON CUBES
No seasoning required, not even salt or pepper.
A CUBE MAKES A CUP
The quality is proved by the Samples we mail you Free. Write at once.
Distributed and guaranteed by
Schieffelin & Co., William St., New York
Made by American Kitchen Products Co.

"STEERO"
BOUILLON CUBES
HAVE YOU STOCKED THEM?

¶This cut is one of a series of advertisements now appearing in the leading periodicals.

¶Write us for a sample and our

"SPECIAL OFFER"

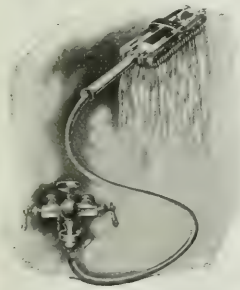
¶Try "STEERO" at home and at the Fountain.

¶The simplicity and quickness with which "Bouillon" or "Beef Tea" is prepared with "STEERO" Cubes will delight you.

Schieffelin & Co.

195 William Street New York City

Big Spring Seller—Big Profits



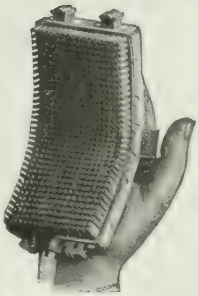
250,000 Spraybrushes Will Be Sold Within Next Six Months. You Can Sell a Profitable Number in Your Territory

THE KNICKERBOCKER SPRAYBRUSH is a big Spring seller because it has many **superior** features and is well **advertised.**

Full and half-page advertisements, effectively illustrated, will appear throughout the Spring and Summer months in the biggest and best publications of national circulation. This advertising will send many purchasers to your store, and when you show them this handsome brush and explain that every purchaser gets the use of **three** brushes—the bath, shampoo and massage—for the price of **one,** they will willingly pay the reasonable price for the

Knickerbocker Spraybrush

It can be easily attached to any bath-tub faucet, and has a **siphon attachment** for homes not supplied with running water.



SELLING POSSIBILITIES IN YOUR TERRITORY

When you consider the fact that thousands of homes in your territory have bath-rooms, not one of which will be **complete** until the KNICKERBOCKER SPRAYBRUSH is made part of the equipment, you will appreciate the large demand and sale which they will have in your immediate district.

What dealer cannot sell one dozen within the first thirty days? The sale of the SPRAYBRUSH is not limited to one sex or class. Purchasers are about equally divided between men and women, and the reasonable price is within the reach of practically everyone.

Because of its **universal** use you will sell SPRAYBRUSHES to ninety per cent of your **best** customers the first year. The SPRAYBRUSH makes the indoor bath as vigorous and healthful as a splash at the seaside. Gives all the benefits of an overhead shower, at only a fraction of the cost. **It sells—it pleases—it repeats.**

WRITE TODAY for descriptive catalogue and attractive prices to dealers. We furnish (free) advertising and other helps to make a **LIVELY SALE FROM THE START.**

THE PROGRESS COMPANY, 916 Rand-McNally Building **CHICAGO, ILL.**

WILL USE ALL OF OWN DRUG IMPORTATIONS.

Parke, Davis & Co Withdraws From the Crude Drug Jobbing Trade—No Longer Needs Aid

The drug trade was much interested last week in the announcement made by Parke, Davis & Co. of the withdrawal of that corporation from the jobbing of crude drugs in the general market. As the concern has contributed a great volume of business the announcement came with some surprise to the trade. Practically the entire importing business of the company was located in this city. Following is the announcement:

"Twenty years ago Parke, Davis & Co. were much smaller customers of the importing department than they are today. In fact, at that time the selling of crude drugs on the outside was necessary to give the required volume to the buying power. At the beginning the importing department was established to buy the best drugs it was possible to obtain anywhere in Detroit. By research work we were to the drug trade and to many other lines of trade the largest crude drug business in the world was developed. In this way the buying of crude drugs in foreign countries was greatly assisted.

"But such aid is no longer necessary. Parke, Davis & Co. are today the largest consumers of crude drugs in the whole world. For their own consumption they are in a position to buy on an immense scale. They no longer need to sell a part of their purchases. For this reason they will discontinue the selling of crude drugs to pharmaceutical and other manufacturers, and in the future they will limit their importing to their own requirements for manufacturing purposes only.

"The large amount of capital which will be released from the crude drug stock will be used by the firm in developing new departments of their manufacturing work, which is growing very fast."

W. B. Kaufman, at the head of the importing department, and who will remain with the corporation, when interviewed, referred to the statement and added:

"This is a matter that I have had up on the carpet with our management for some time past, and I feel relieved to be able to get rid of a part of my harness. The work for years has been extremely onerous. If something of this kind had not been decided on I should have felt obliged to take a much needed rest; since my operation for appendicitis last spring I have felt that I must ease off a bit. On this account the house has thought it well to discontinue the selling end of the business."

DR. HASKELL GOES TO LILLY LABORATORIES.

DR. C. C. HASKELL.

The scientific department of Eli Lilly & Co. recently engaged the services of Dr. Charles C. Haskell, who will give his time to experimental therapeutics and pharmacology. Dr. Haskell is a native of Columbia, S. C. In 1905 he graduated from the University of Virginia with the degree of A.B. Following the completion of his academic work he entered the medical department of the university, remaining one session, afterwards matriculating in the Harvard Medical School, from which institution he received his M.D. degree in June, 1908.

Since graduation Dr. Haskell served as interne one year in the Long Island Hospital, Boston; as physician to the Floating Hospital of St. John's Guild, New York, and as interne in the Willard Parker Hospital (for scarlet fever and diphtheria) of the New York Health Department, from which institution he came to the Lilly laboratories.

Much work has been done in physiological testing and assaying by the Lilly laboratories under the direction of C. R. Eckler, formerly of the University of Michigan. The addition of Dr. Haskell to the department of pharmacology will enable the work to extend into experimental therapeutics much farther than heretofore.

Just 1311 formulas are given in the new edition of the Dispenser Soda Water Guide. Every fountain operator needs it.

RIKER'S ANTISEPTIC TOOTH POWDER

NEW AND IMPROVED PACKAGE

NOW in GENERAL DEMAND

INSTANTLY AND CONTINUOUSLY
POPULAR WITH THE CONSUMER

WRITE FOR TERMS

WM. B. RIKER & SON CO.

WHOLESALE DEPARTMENT
109 W. Twenty-seventh St., New York

SUPRACAPSULIN

Solution 1-1000

Permanency Guaranteed

A superior solution of the Active Principle of the SUPRARENAL GLAND. It is right in every respect—Absolutely Aseptic.

Reliable at all Times

When you use **Supracapsulin** you get the expected results. Specify "CUDAHY'S" on your prescription.

Samples and literature on request.

THE CUDAHY PACKING CO.

NEW YORK
BOSTON

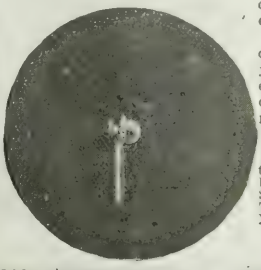
PHARMACEUTICAL DEPT.
SOUTH OMAHA, NEB.

CHICAGO
SAN FRANCISCO

THE PORTABLE SODA TABLE is Superior to Your Old Style Table

How many portable soda tables do you need? That is really the only question you should decide—How many? Decide now before the rush soda season. Just see how far superior our **Portable Soda Table** is to your old style table, which is always in the way when not in use. The Portable Soda Table works just like magic. It can be set up or taken down in a jiffy. Look at the other tables you have in your store. When not in use they take up valuable room—you can't move them out of the way. But —with the **Portable Soda Table**, all you need do, is take off the top, collapse the legs and stand it in the corner. It takes up no more room than an umbrella.

Look at the illustration. The groove around the outer edge of the table top prevents liquids from spilling on customers. The top can be lowered or raised, for children or adults, as the occasion demands.



During your rush season, customers will not wait, if all your tables are in use. They go to your competitor. Prepare for this emergency with a few **Portable Soda Tables.** Your soda dispenser can take a table out of its corner and put it up in a jiffy, ready to make money for you.

SAVES SPACE—KEEPS CUSTOMERS—MAKES MONEY

Ask your jobber to put one or more with you on trial. If he hasn't them, write us. We gladly send our tables anywhere on ten days' approval. If not entirely as represented, your money refunded without question. Styles. Nickel-plated and polished or oxidized. **Legs straight or curved.** Table surface 18, 20 or 24 inches. Birch or Quarter sawed Oak. Finished in Mahogany or Antique Oak.

Price 18 inch top, Nickel-plated or oxidized, $5.50.

Capable representatives wanted—Good money

COMBINATION DISPLAY TABLE & ADJUSTABLE FIXTURE CO., 50-56 Fifth Ave., CHICAGO, ILL.

BUSINESS NOTICES

NEW ADVERTISEMENTS IN THIS ISSUE OF THE PHARMACEUTICAL ERA.

(Consult also Index of Advertisers and Index to Goods Advertised

Allaire, Woodward & Co. want you to write for sample of their Insect Powder, their address is Peoria, Ill.

Allegretti Chocolate Cream Co. want you to increase your Candy Trade by selling Original Allegretti Chocolate Creams. Send for their price list.

Bobbe Litho Co., New York City, are advertising Local View Post Cards made to order in quantities of 500 of a subject in two weeks. Write to them. They pay the freight.

W. P. Cabler Root Juice Med. Co. are advertising an exclusive proposition open to the first druggist in each city who will take advantage of their plan.

Cambridge Glass Co. are advertising Laboratory and Druggists' Glassware, and a full line of Soda Fountain Glassware specialties. Write to them at Cambridge, Ohio.

Combination Display Table & Adj. Fixture Co. claim the Portable Table is superior to the old style soda table. These tables are sent on ten days' approval and your money is refunded if they do not prove satisfactory.

Fairmount Glass Works, 2300 Parrish street, Philadelphia, Pa., have new copy for their advertisement in this month's ERA. Write to them today for quotations on Syringes, Test Tubes, Medicine Droppers, Birm Douches and Nipple Shields. They also give liberal commission to salesmen visiting the retail drug trade.

Grape Products Co. make a Special Offer of one dozen Silver Plated Spoons free with a five case order of Walker's Grape Juice. Write to them for Special Offers.

M. Hohner, in his advertisement of the Hohner Harmonicas, shows a very attractive counter which he calls the C-D-C Device. Write to him at 475 Broadway, New York, for a copy of his beautifully illustrated catalogue.

Jersey-Creme Co. advertise their individual Straw Dispenser in connection with their fountain beverage, Jersey-Creme. Write to them and mention the ERA.

Alfred J. Krank Laboratories are advertising Pink Blush massage cream. Look up their offer of $5.50 profit on a $6 order.

Lehn & Fink have just published an Annual Report of their Analytical Department for 1909, and offer to send same to you on request.

R. MacKellar's Sons Co., Peekskill, N. Y., advertise Willow Charcoal. Every genuine package, barrel or carton bears the words "MacKellar's Mills, Peekskill, N. Y."

The Matkin Publishing Co. have change of copy in their advertisement of the Matkin B O.K. System for your prescription department.

The New England Confectionery Co. are advertising Necco Sweets, a line of over 500 popular varieties, including Necco Tablets. Sold in bulk or packages.

Oakland Chemical Co. announce new sizes of Dioxogen, and want to know if you will use advertising matter.

Ozonized Ox Marrow Co. advise that the colored trade buy Ford's Hair Pomade; that it has been sold for over 50 years and is thoroughly advertised.

Jas. E. Pepper Distilling Co., in their advertisement of Old Jas. E. Pepper Whisky, claim that it is recognized by the profession as the highest standard of excellence ever attained and maintained in whisky distillation.

Phoenix Surgical Dressing Co., Milwaukee, Wis., have an advertisement in this issue of the ERA of their Absorbent Cotton, Plasters, Suspensories and Salome Corn Plasters. The last named article shows a profit of $8.10 on each gross sold.

The Progress Co. are showing the Knickerbocker Spraybrush. This company is advertising this brush very extensively, and there should be a big demand for this article in

(Continued on Page 288.)

Increase Your Ice Cream Profits

By Using the Cabinet That Preserves the Ice and Keeps the Cream the Longest

GRAND RAPIDS ICE CREAM CABINETS

are unexcelled for insulation, substantial and long lasting case construction and fine appearance.

Our Cabinets have long earned the name of

The Grand Rapids
ICE CREAM CABINET OF QUALITY

Our steadily increasing business is proof of the above assertion.

Our Cabinets combine the most perfect insulation known to science, preserving the Ice, prevents sweating, etc. All Grand Rapids Cabinets are furnished with brass faucets to draw off surplus water.

Write us for prices and detailed information or ask your jobber.

CHOCOLATE COOLER CO., 75 Alabama St., Grand Rapids, Mich.

MARCHAND'S
MEDICINAL PREPARATIONS

If you, Mr. Pharmacist, had devoted over *a quarter of a century* to the manufacture of five high grade preparations with only one standard of purity and uniformity, wouldn't you feel they were better than those made by a newcomer?

Then, is it any wonder we are proud of *our* preparations?

We were the first to manufacture Peroxide of Hydrogen (Marchand's) for medicinal purposes—that was thirty-one years ago—we are the PIONEERS.

PHYSICIANS KNOW

That MARCHAND'S PEROXIDE OF HYDROGEN (medicinal, 15 Vol.) is superior, because it is 50% *stronger* than the ordinary U.S.P., 10 Vol., and because it contains *NO ACETANILID*, and is absolutely free from any impurities.

That HYDROZONE (30 Vol.) is *THREE TIMES AS STRONG* as the ordinary preparations, and that it is the *most powerful of all germicidal agents*, yet is *absolutely non-poisonous.*

That GLYCOZONE ($C_3H_8O_4+C_8H_8O_3$), because of its remarkable properties is of signal value when applied to inflamed mucous membranes or other tissues. It is especially serviceable in acute and chronic forms of gastritis, intestinal catarrh, gastric ulcer, etc.

HYDROZONE AND MARCHAND'S PEROXIDE OF HYDROGEN (Medicinal) are put up in the best quality of flint glass bottles, for the reason that flint glass is not so brittle as amber glass. This, in connection with Marchand's improved process of manufacture, reduces the risk of breakage to a minimum.

When a prescription or a request comes to you for **MARCHAND'S PEROXIDE OF HYDROGEN (Medicinal), HYDROZONE, GLYCOZONE, MARCHAND'S EYE BALSAM** or the **DREVET MFG. CO.'S U.S.P. H_2O_2 Official**, see that it is dispensed and no attempt made to urge anything else upon the customer.

Your profit is LARGER than it would be if you urged the sale of an inferior article.

DREVET MFG. COMPANY
MANUFACTURING CHEMISTS
SOLE PROPRIETORS OF
CHAS. MARCHAND'S MEDICINAL PREPARATIONS
57-59 PRINCE ST., NEW YORK

LEARN TO SWIM
BY ONE TRIAL

Over half a million sold annually through dealers. Now is the time to place in stock this popular device for swimming

PRICE TO TRADE

No. 1, $2 per doz., retails at 25c. each.
No. 2, $3 per doz., retails at 35c. each.

Sold by jobbers throughout the United States, Great Britain and Australia.

These goods are extensively advertised in leading publications such as Ladies' Home Journal, Collier's, Saturday Evening Post, Youth's Companion, etc.

Department stores, toy stores, druggists, stationers, seashore houses, sporting goods dealers and general merchandise retailers make big sales by displaying the **WATER WINGS** in their stores and windows. Three color show cards for exhibition, and circulars for distribution sent with every order.

AYVAD MFG. CO., Hoboken, N. J.

WHEREVER INTRODUCED

ROOT JUICE

has received the co-operation of the Druggists because it sells strictly on its merits and is a wonderful repeater.

We are advertising in the daily papers in cities where Root Juice has been introduced.

Exclusive advertising proposition open to the first Druggist in your city who will take advantage of an original and most successful plan of advertising. This plan has been approved by scores of Druggists throughout the country who are using it. Their names furnished upon request.

Write us TODAY for this great proposition—before your competitors get it.

W. P. Cabler Root Juice Med. Co.
Fort Wayne, Indiana

BUSINESS NOTICES

(New Advertisements Continued from Page 286)

the season. You should write to them for descriptive catalogue.

The Risdeed Co., in their advertisement of Risdeed Castor Oil in Pound cans, offer to send one pint to make a handsome [illegible] and pouring can.

The Royal Typewriter Co. have entirely new copy in their Royal adv. this month, and it should be read by every [illegible] and interested in typewriter.

Schieffelin & Co. want you to write for a sample of [illegible]. Try it at home or at the office.

Sharp & Dohme, in their advertisement of Sal Laxa, [illegible] Made Right—Priced Right—Sold Right. Three sizes. The full formula is on the label. Read their advertisement and see that your stock of this salt is full.

Chas. E. Sholes Co. advertise Sense in Scents, a new booklet of suggestions for the Easter season. Read their advertisement and send for the booklet above mentioned, and also for a copy of their catalogue.

Star Rubber Co. have an entirely new advertisement for their Star Seamless Water Bottles. Write to them for their new catalogue and Special Offer.

Frederick Stearns & Co., Detroit, Mich., in their advertisement in this issue, state "To make the finest vanilla flavoring extract or syrup for Soda Fountain, use Vanilla Concrete—Stearn's." This firm offer to send you an ounce of this vanilla for $1.

Wells & Richardson Co. advertise that Diamond Dyes have a limitless field and that there is no end to the profits you can make in selling these dyes.

Wheeling Corrugating Co. show one of their Metal Ceilings. Wheeling ceilings are made in all designs for all kinds of rooms. They are [illegible] and sanitary.

M. R. Zaegel Co., Sheboygan, Wis., are advertising the "Z M O," a [illegible] machine. Write to them and mention this [illegible] you can get it for you in the ERA.

$15,000 a Month to Reach 12,000,000 People.

Nearly $200,000 [illegible] $15,000 a month [illegible] to be spent during the year in advertising Diamond Dyes. Good, straight-from-the-shoulder advertisements will be run in 46 publications, including the best women's magazines in this country and Canada. Full-page spaces in black and some in two, three and four colors have been arranged for. Thus the news that Diamond Dyes tell will be placed in the homes of over 12,000,000 [illegible]. This expenditure [illegible] through the growth of the Wells & Richardson Co., manufacturers of Diamond Dyes. This growth has been steady and sure, built upon merit alone, which enables Wells & Richardson Co. to declare Diamond Dyes "The Standard of the World." This merit, together with the high class of advertising which introduces Diamond Dyes to the consumer, has aided dealers throughout the country to build up a business and reap a profit greater than one would think possible on a 10-cent article.

Every woman's publication of large circulation for a number of years has been carrying this advertising of Diamond Dyes with their story of economy, and usefulness, and magic-working changes of color and the work they do. It is a recognized fact that manufacturers whose goods have little or no merit cannot afford to continue advertising, for it is impossible to build up a steady trade. So the continued advertising of Diamond Dyes is the housewives' safeguard against poor dyes, waste of time and money. Unless the user were pleased with her purchase, the manufacturers couldn't expect to secure re-orders.

The advertising of Diamond Dyes will be read by over 12,000,000 women and is bound to increase the sales of the product. The dealer should take advantage of this great advertising campaign.

PROVEN AMERICA'S FINEST
DISPENSING LIQUOR

Old James E. Pepper Whisky has been distilled with absolute [illegible] for over 100 years.

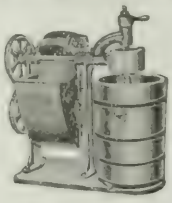
[illegible]

[illegible] best—it yields a good profit—and you, Mr. Progressive Druggist, want it.

[illegible]

The James E. Pepper Distilling Company
DISTILLERY: LEXINGTON, KY.
Executive Offices: Rector Building, Chicago, U. S. A.

The BEST FREEZERS FOR DRUGGISTS



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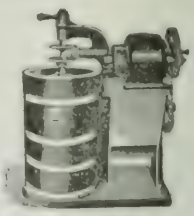

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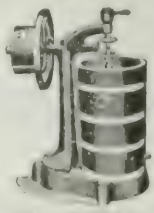

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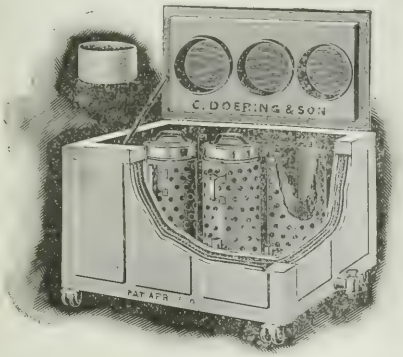
Catalogue C B Free

J. W. Allen & Co.
110-118 N. Peoria St.
CHICAGO, ILLINOIS

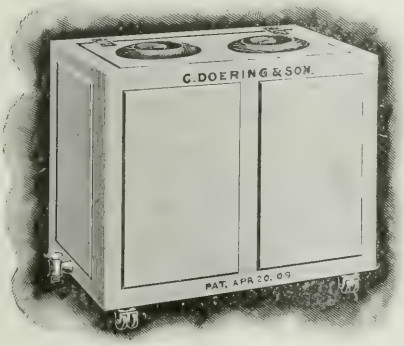
UNSANITARY SURROUNDINGS AND WET FLOORS

Have done more to turn away Soda Fountain Customers than any other cause. An unclean fountain is a sure sign of Uncleanliness in Service. It is nauseating to most customers. You need every customer you can get.

Doering's Sanitary Steel Ice Cream Cabinet



Does away with Dampness, Warping and resulting Slop.
Insures a Dry Floor and Dry Surroundings.
Removes the necessity for Daily Icing.
Saves the Ice Bill, Saves Appearances, Saves Annoyance, Saves Patronage.



It is constructed of *Enameled and Beautifully Ornamented Steel* and fitted with *Patent Adjustable Cylinders* that *permit the use of various sized cans. Made to accommodate 1, 2, 3 and 4 Ice Cream Cans.* Our 1910 Catalogue will interest you. Now is the time to investigate. *You need a "Doering."*

C. DOERING & SON, Inc.
1375 LAKE STREET CHICAGO, ILL.

FREE

Walnutta Hair Stain

Cut this ad. out of **Pharmaceutical Era** and send to your jobber or to address below with an order for one-quarter dozen **"Walnutta" Hair Stain,** to be sent through the jobber you name, and we will send you, ABSOLUTELY FREE OF ALL COST in the United States, one 60-cent bottle of **"Walnutta" Hair Stain,** if you will agree to exhibit our handsome window display in the front window so you can sell **"Walnutta."**

Reg. U. S. Patent Office.

HOWARD E. NICHOLS,
ST. LOUIS, - - - MISSOURI.

WHEELING METAL CEILINGS

If your ceiling is low, a "Flat" design is required

WHEELING METAL CEILINGS
are made in Artistic Designs for all Kinds, Sizes and Shapes of Rooms

Fire Proof—Dust Proof—Vermin Proof—Perfect Fitting Sanitary—Easily Erected—Permanent—Economical

ASK DEPT. "P" FOR DRAWINGS AND DESIGNS
YOUR INQUIRIES WILL RECEIVE PERSONAL ATTENTION

Wheeling Corrugating Company
WHEELING, W. VA.
BRANCH OFFICES AND STORES
NEW YORK CHICAGO
PHILADELPHIA CHATTANOOGA
BOSTON ST. LOUIS
DETROIT

BUSINESS NOTICES

The Dollar Side.

A booklet [illegible] fountain [illegible] recently issued by the L. A. Becker Company, Chicago, Ill., under the title which is used as a caption to this notice. It deals with the soda fountain question from the dollars-and-cents side, from the point of view which is the most vitally interesting to the man who is running the fountain. Send for this booklet and read its arguments and study the facts it presents. It will pay you. The text is both interesting and convincing. It emphasizes the necessity for strict attention to those little details and niceties of service which go so far to make the fountain popular and insure its success. Some practical illustrations of the profits resulting from a business-like operation of the soda department are furnished, the exact figures of cost, expense and profit, on apparatus, materials and product being given in minute detail. The story is interestingly told and the conclusions are obvious. The mechanical features of the booklet deserve commendation likewise.

New Sizes of Dioxogen.

Since August 15, 1909, the Oakland Chemical Company, has been filling orders for DIOXOGEN with the new size bottles containing 5 1-3, 10 2-3 and 20 ounces, respectively, instead of 4, 8 and 16 ounces. They have purposely withheld public announcement of the new sizes until the trade could have ample time to dispose of old stock. The first announcement of the new sizes will be made in a double-page advertisement in the *Saturday Evening Post* about March 1. This will be followed by similar announcements in many other magazines. As the trade has been fully protected by advance notice and by withholding the public announcement for seven months after the new sizes were placed on the market, new goods will not be supplied to replace stocks of the old sizes. Dealers who have not yet stocked the new sizes, should order at once so they will have the new goods on hand when the public announcement appears.

Castor Oil in Powder Form.

At a meeting of the New York Section of the Society of Chemical Industry held May 21, 1909, Dr. Otto B. May read a paper describing a method of preparing oils in powder form. The powder really consists of a dry mixture of the oil and magnesia, but the fat globules are so thoroughly absorbed as not to be visible even under a microscope. A preparation made from castor oil by this means has been placed on the market under the name of RISICCOL and is being most favorably received by the medical profession. Every druggist in the country is urged to stock this preparation and advise his local physicians and patrons about it. In the large cities in the East it is said to have largely supplanted the use of the pure castor oil, some very prominent doctors have even predicted that within a few years this preparation will take the place entirely of the old remedy. Samples will be furnished on application by the Risiccol Co., 118 William street, New York.

Cordial Reception for Trade Excursionists.

The first Philadelphia Trade Expansion Excursion under the auspices of the Merchants' and Manufacturers' Association was held from February 1 to 3 and visited 18 cities and towns in eastern Pennsylvania. The delegation comprised 75 representatives of the leading houses of Philadelphia, the trip being made in a special train of five Pullman cars. In many of the cities visited, prominent pharmacists were on the local committees to meet the delegates and took part in the receptions of the local boards of trade and business men's associations and their welcome to the representative of the H. K. Mulford Company, Philadelphia, was particularly cordial, as this was the only pharmaceutical or drug house represented on the delegation.

THE ERA Price List is invaluable to all druggists.

A Frequent Prescription!

Rx Suppos. haemorrhoid.
Anusoli No. XII
Sig: One morning and evening.
Dr. Smith

Anusol enjoys wide and increasing professional favor. Please keep a supply to meet the demand.

Schering & Glatz, New York.

SPECIFY

P-W-R

Chemicals
For Prescriptions
and
Fine Pharmaceuticals

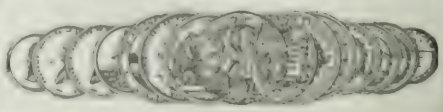
The high standard of purity, the uniformity and attractive appearance of our products make them a valuable adjunct to successful

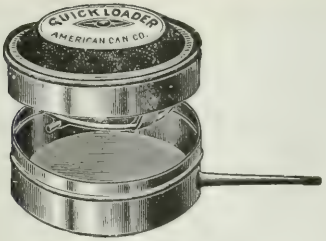
U.S.P. AND N.F. PROPAGANDA

COMPLETE CATALOG ON REQUEST

Powers-Weightman-Rosengarten Co.

New York PHILADELPHIA St. Louis





"Quick Loader"

INSECT POWDER GUN

LEADS THEM ALL

It Leads in Quick Sales
It Leads in Durability
It Leads in Construction
It Leads in Applying the Powder
It Leads in Price

There is as much profit and much more satisfaction in selling the "Quick Loader" than any other gun made.

If you buy in lots of 25 gross or more we will place your name on the top plate in place of ours, and in addition will furnish you with a reasonable quantity of attractive powder gun circulars, with your imprint.

Advise us the probable quantity of guns you will wish this coming season and we will make you an attractive price and help you to sell them.

American Can Company

New York Chicago San Francisco

Every Druggist in America

Should write at once for our most liberal offer ever made. We desire to introduce STAR rubber sundry goods immediately and we are ready to submit them a proposition wherein

We Take All the Risk

We do not ask you to take any responsibility. We have a new common-sense selling plan that enables you to handle this line, and all **AT OUR RISK,**—You show them, we'll sell them.

Star Seamless Water Bottles

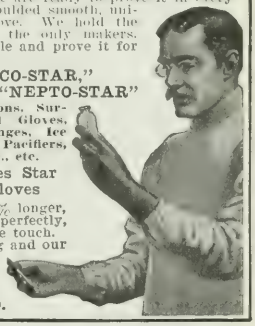
are creating the greatest sale ever made on such goods, and dealers all over the land are praising the line thruout. THEY ARE THE ONLY POSITIVELY SEAMLESS BOTTLES EVER MADE and we are ready to prove it in every point of fact. They are moulded smooth, uniform, and even like a glove. We hold the exclusive patents and are the only makers. Write us for a sample bottle and prove it for yourself.

"VENO-STAR," "MARCO-STAR," "LUNA-STAR," "NEPTO-STAR"

Water Bottles, Combinations, Surgeon's Gloves, Household Gloves, Electricians' Gloves, Syringes, Ice Bags, Caps, Finger Cots, Pacifiers, Nipples, Nipple Shields, etc., etc.

Every Surgeon Praises Star Rubber Surgeon's Gloves

Because they will wear 100% longer, sterilize 100% oftener, fit perfectly, and yield a delicate life-like touch. Write for our new catalog and our Special Offer.



The Star Rubber Co.
265 Switzer Av., Akron, O.

Here's the Point:

You proclaim yourself a discriminating buyer—establish your business upon the highest level of professional confidence—by dispensing **'Roche' chemicals** and **alkaloids.** Why? Because physicians have learned, through their acquaintance with Digalen, Thiocol, and other widely used 'Roche' products, to **put their trust in anything bearing the 'Roche' symbol.** The other day one of New York's leading ophthalmologists said to us—**"Your Homatropine is the best I have ever used."** The fact is, we specialize in the production of **chemicals, alkaloids, and specialties of rare quality.**

Specify 'ROCHE' when ordering the following:

Aconitine	**Atropine**	**Eserine**	**Hyoscine**
Arecoline	**Colchicine**	**Homatropine**	**Pilocarpine**

(in vials of 1, 2, 5, 10, and 15 grains, and upward.)

Benzo-Naphthol	**Hexamethylenetetramine**
Benzoic Acid	**Iodides**
Bismuth Salts	**Kresapol**
Bromides	**Morphine**
Brucine	**Phenolphthalein**
Caffeine	**Salicylic Acid**
Carbolic Acid, U. S. P.	**Salol**
Cocaine	**Saponin**
Codeine	**Sodium Benzoate**
Creosote (Beechwood)	**Sparteine**
Cumarin	**Strychnine**
Guaiacol (Carbonate)	**Theobromine**
Guaiacol (Liquid)	**Veratrine**

The Hoffmann-La Roche Chemical Works
65 Fulton Street, New York

BUSINESS NOTICES

Bobbe Litho Co. to Sell Direct to Dealers.

The Bobbe Litho Company, New York, manufacturers and importers of post cards, who formerly supplied none but the wholesale and jobbing trade, have resolved to go direct to the dealer through the issuance of a trade catalogue, at prices which they claim are so low as to give the dealer the benefit of the jobbers' profits and the salesmen's commissions. They have purchased a plant which they manufacture formerly made and now make them equally well here, in lots of 500 of a subject with a photo finish that far excels many of the photographic view cards that are sold throughout the country. They deliver views in two weeks' time.

With the Best in Quality; Costs a Third Less.

The Royal Typewriter Co., 364 Broadway, New York, present in a very convincing manner their argument that it is foolish to pay more than sixty-five dollars for a typewriter when for that price may be secured the "Royal," which has no superior at any price. They make a special appeal for druggists and physicians, with medical Keyboard and label-writing attachment. The Royal is a thoroughly practical machine, capable of doing all kinds of work, yet costing a third less than other makes. An inquiry for full information will bring descriptive literature and other evidence to convince the skeptical of the thorough utility and genuine value of the Royal. It is pictured in the advertisement in this issue.

F. A. Thompson & Co. Elect Officers.

The shareholders of F. A. Thompson & Co., manufacturing chemists, Detroit, Mich., held their annual meeting on February 15 and elected the following officers: President, F. A. Thompson; vice-president, Dr. J. E. Clark; secretary, John McFarlane; treasurer, Fred. Guenther; these officers, with O. B. Taylor, R. E. Roseman and James H. Flinn, constitute the board of directors. The company, in addition to manufacturing pharmaceutical products, claims to be the only firm in the Northern States producing nicotine preparations for the destruction of insects.

Cannot Sell Imitation Syrup of Figs.

Federal Court at Dallas, Texas, has granted an injunction against the Dallas Syrup Company, of that city, permanently restraining it from manufacturing and selling an imitation syrup of figs. A similar injunction has been issued against the Cumberland Manufacturing Company, of Nashville, Tenn. The actions were prosecuted by the California Fig Syrup Company, which has also won a decisive victory in the British High Court of Appeals, which has reversed the lower courts and decreed the right of the company to trade mark the name of its preparation, California Syrup of Figs.

Big Postal Card Season in Sight.

A salesman for the National Calendar Company, Cincinnati, Ohio, tells us that all indications are that the coming summer will be the best season that post cards have ever had. The dealer should get in early with his new cards, and especially local views, without which no rack is complete. If in doubt where to place your orders for view cards write to the firm named for their samples. They claim to be the first makers of hand-colored cards in America, old enough to know good cards and young enough to skilfully prepare them.

Price Lists, Catalogues, Pamphlets, Etc., Received.

BURROUGHS WELLCOME & CO'S Price List of Fine Products, 1909-10. One of the most complete and systematic small expensive trade catalogues coming to our desk; 100 pp. book paper, cloth cover with gilt edges; many formulæ, dispensing directions in English, French, German and Spanish. Intended for U. S. trade and New York [illegible].

Formulas.

Just 1311 formulas in the 5th edition of the Dispenser Soda Water Guide. Every fountain operator needs it.

7 Years of the Miles Plan

Has Made the Retail Druggists Hundreds of Thousands of Dollars in Profits.

Did You Get Your Share?

PRICE PROTECTION

is after all the only live issue the one that gives point to the druggists' motto:

"Live and Let Live."

The co-operation of the Druggist is especially due to those who help him.

THE DR. MILES MEDICAL CO.
ELKHART, IND.

When you break a prized piece of china or glass, just get

Major's Cement

It will mend the article quickly and well. Instructions for use on wrapper with each bottle.

DON'T BE FOOLED yourself nor allow YOUR CUSTOMERS to be, by using some inferior article.

MAJOR'S CEMENT IS THE BEST and its worth is proven in its use by the general public for over 40 years.

Sells at 15c per bottle.

Your wholesaler can supply you. Major's Rubber Cement and Major's Leather Cement for use on rubber cloth and leather, are of the highest grade. 15c per bottle.

MAJOR MANUFACTURING COMPANY
461 PEARL STREET NEW YORK CITY

IT'S SO DIFFERENT!

Hawaiian Pineapple

Picked Ripe **Canned Right**

Send for booklet of recipes

Sliced, Crushed or Grated

Hawaiian Pineapple Growers Assn. 1136 Tribune Bldg., New York City

¶ Ask your Jobber for samples and prices, and stock now.

¶ Crushed and Grated Hawaiian Pineapple are put up in large and small cans for convenience of the soda fountain trade.

THE STRONGEST FIRE INSURANCE COMPANY

A Conservative Businessman—One who, before accepting a promise to pay or to indemnify, has the good judgment to ask:

What have you to back it up? What disinterested **authority** will vouch for the truth of your statement?

We have a Surplus as to Policy Holders of a

Quarter Million Dollars

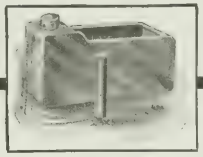
The Insurance Commissioners of Connecticut, Georgia, Illinois, Indiana, Kansas, Kentucky, Massachusetts, Michigan, Minnesota, Missouri, New Jersey, New York, Ohio, Pennsylvania, Rhode Island, South Carolina, Tennessee, Texas, Vermont, Washington, West Virginia, and Wisconsin are supervising and controlling us. THEY WILL VOUCH FOR THE TRUTH OF OUR STATEMENT.

We are saving retail druggists in fire protected towns of the above mentioned States thousands upon thousands of dollars annually. We give them better protection and greater satisfaction than any other Insurance Company in existence.

WHY NOT YOU?

For information write to

The American Druggists' Fire Ins. Co.
1215-16 Mercantile Library Bldg., Cincinnati, O.



Do You Like Dry Cigars—

The kind you bite off the end and blow the insides out in a cloud of dust.

Dry cigars never made new customers nor held old ones, and there is only one way to prevent dry cigars.

The Andrae Electric Moistener

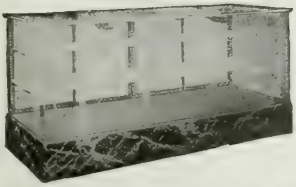
with its automatic humidity controller is the best little business builder that has ever been offered to the man who sells cigars.

The largest retail cigar firm in the world is buying them in quantities because they increase trade.

If you want to make REAL MONEY out of your cigars install the Andrae Moistener.

Write for Booklet

Julius Andrae & Sons Co.
87 Second Street **Milwaukee, Wis.**



The Store Beautiful

Means the Store Successful

We can remodel your store along lines so artistic and practical you could not conceive it to be possible. Let us submit you plans—you can then decide.

Write for Catalogue B-10

GRAND RAPIDS SHOW CASE CO., Grand Rapids, Mich.

BRANCH FACTORY: LUTKE MFG. CO., PORTLAND, ORE.

New York Office and Showroom, 724 Broadway Under our own Management St. Louis Office and Showroom, 1329-1331 Washington Ave.
San Francisco Office and Showroom, 693 Mission THE LARGEST SHOW CASE PLANT IN THE WORLD

PRICE LIST CHANGES

Chas. Bauer, Hempstead, N. Y.

	Retail.	Doz.
"Step Lively" Corn Plaster	.15	1.00
"Step Lively" Bunion Plaster	.10	.75

Superseding previous prices.

A. S. Hinds, 18-22 West street, Portland, Me., announce an important change in prices of Hinds' Honey and Almond Cream to jobbers and retailers, in the interest of price maintenance. The following quantity discounts to the trade became effective January 15, 1910:

	Per doz.	Per gross
Standard size, 50c. (4½ oz.)	4.00	48.00
Special size, $1.00 (12 oz.)	9.00	108.00

(Special size in glass-stoppered bottles)

DISCOUNTS:

Less than 3 dozen, either size, net.
Not less than 3 dozen, either size, 5 per cent.
Not less than 6 dozen, either size, 6¼ per cent.
Not less than 1 gross, either size, 10 per cent.

(The two sizes may be assorted in any proportion when equivalent to these quantities.)

TERMS: 30 days net. Less 2 per cent for cash in 10 days from date of invoice.

Oakland Chemical Co., 98 Front street, New York, announce that all sizes of Dioxogen have been changed and revised list of sizes and prices is as follows:

Small (5 1-3 ozs.) .....doz., $2.00, in cases of 6 doz.
Medium (10 2-3 ozs.) ....doz., 4.00, in cases of 4 doz.
Large (20 ozs.) .....doz., 6.00, in cases of 2 doz.

Terms: Net cash.

Eli Lilly & Co., Indianapolis, Ind., under date of January 5, announce that the following is a list of all price changes and additions to their catalogue issued January 1, 1910, except on Quinine goods, in addition to those printed in February ERA:

(A) means addition, plus (+) means an advance and minus (—) a reduction.

Solid Extracts.

	1 lb.	8 oz.	4 oz.	1 oz.
168—Buchu (+)	9.00	4.60	2.35	.65
169—Damiana (+)	9.00	4.60	2.35	.65
169—Digitalis (+)	6.40	3.30	1.70	.48

Powdered Extracts.

	Per oz.
173—Buchu (+)	.75
173—Digitalis (+)	.80

Johnson & Johnson, New Brunswick, N. J., state under date of January 1, 1910, that owing to the higher prices for cotton and cotton products they are obliged to change their list prices on Red Cross Absorbent Cotton (in blue carton and blue tissue) to the following:

1 pound cartons	lb. .40
½ pound cartons	lb. .45
¼ pound cartons	lb. .55
⅛ pound cartons	lb. .60
1 ounce cartons	lb. .65
½ ounce cartons	lb. .85

Regular discounts remain unchanged.

Up State Drug Company Becomes Its Own Landlord.

The three-story building 109-111 Genesee street, Auburn, N. Y., which has been occupied for thirty years by the Charles H. Sagar Co., has been sold to Marion G. Culver and Charles B. Sears. Mr. Sagar opened a drug store at this location in 1880 and nine years later made Messrs. Culver and Sears partners. In 1893 they purchased Mr. Sagar's interest, the latter retiring from business. Mr. Culver has also purchased a fine residence.

HOSTETTER'S STOMACH BITTERS REVISED FORMULA CAN BE SOLD WITHOUT PAYMENT OF TAX.

OFFICE OF
Commissioner of Internal Revenue.

Treasury Department,
Washington,

The Hostetter Company,
59 & 60 Water Street, Pittsburgh, Penna.

September 7th, 1909.

Gentlemen:--

Referring to previous correspondence and to your verbal inquiry, you are advised that special tax is not required for the manufacture of Hostetter's Bitters under the formula heretofore approved by this Office, nor for its sale in good faith for medicinal use only.

Respectfully,

R. E. CABELL,
Commissioner.

SPECIAL FREE GOODS OFFER for WINDOW DISPLAYS

Owing to the great success which has attended our Special Free Goods Offer for Window Displays, and the many requests which we are receiving from the thousands of retail druggists who wish to avail themselves of the opportunity, we have decided to extend the time for making the window displays and obtaining the free goods from January 1, 1910, to May 1, 1910.

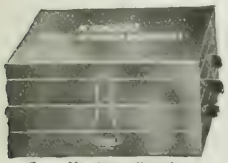
For displaying our signs one week, or more and purchasing

6 Doz. SYRUP OF FIGS and ELIXIR OF SENNA @ $4.00, less 5%, ½ Dozen Free.
12 Doz. SYRUP OF FIGS and ELIXIR OF SENNA @ 4.00, less 8%, 1 Dozen Free.
24 Doz. SYRUP OF FIGS and ELIXIR OF SENNA @ 4.00, less 8%, 2 Dozen Free.

Freight prepaid on 24 dozen orders, but not on smaller lots.

To get the benefit of the above special offer please sign the special offer blanks to be had of us and of all wholesale druggists. Now is the time to get the benefit of the free goods in connection with this feature of our advertising campaign, and thanking the druggists generally for their cordial co-operation, we are

Yours very truly, CALIFORNIA FIG SYRUP CO.



No. 400. Closed

Every Druggist Can Sell HARMONICAS With the C-D-C Device

The Handsomest and Most Practical Harmonica Display Cabinet Ever Devised. It Sells Harmonicas

The C-D-C DEVICE consists of a three tray cabinet of the best seasoned wood, beautifully finished in a dark mahogany piano polish, and when closed resembles an elaborate jewel case. Owing to its novel arrangement and peculiar construction, it can be thrown open and closed in a moment's time. When the Cabinet is open the Harmonica display is exceptionally attractive, exhibiting its entire contents of 38 Harmonicas at one time, and showing the instruments to a great advantage. When closed, the complete Cabinet occupies a minimum of space (10¾ inches wide, 9¼ inches long, 5¾ inches high), being much less than a foot square. Thus, it will be seen what an ideal self-selling proposition this new Collapsible Display Cabinet is. The Cabinet costs you nothing, and besides, you are the gainer by over 50 PER CENT. cash profit on your investment. The C-D-C DEVICE contains 38 pieces of the very best selling

HOHNER HARMONICAS

assorted in 16 different styles, all keys, and can be retailed at the following prices:

ASSORTED HARMONICAS		YOUR INVESTMENT	YOUR GAIN
16 pieces to retail at 25c.	$4.00	$8.75 Per Cabinet and Harmonica Assortment	Over 50% Cash Profit and a superb Display Cabinet
12 " " 35c.	4.20		
10 " " 50c.	5.00		
Total retail value,	$13.20		

Our folder illustrates the Cabinet in colors. Write for a copy now.

No. 400 Opened

Canadian Office
76 York street
Toronto

M. HOHNER
475 BROADWAY, NEW YORK

Mexican Office
4a Calle de Tacuba No. 33
Mexico City

HARMONICAS ACCORDIONS BLOW ACCORDIONS

HAND COLORED LOCAL VIEW POST CARDS

MADE TO ORDER

$7.20 for 1000. Made from any fair photo and delivered in two to three weeks. *Best made in America.*

BLUE DELFT (2 colors) **$5.00 for 1000.**

SEND FOR SAMPLES

Season, Florals, Comics, Greeting Cards, Etc., direct from factory

National Colortype Co., Dept. I, Cincinnati, Ohio

Prices Current *of* Drugs *and* Chemicals

TO SUBSCRIBERS—[illegible] with the prices in this Price Current remember that the [illegible] New York market [illegible] the average prices prevailing in [illegible] original packages [illegible] prices should be [illegible]

[illegible]			.10
1st select powdered	lb.		.14
Fine granulated 1st	lb.		.12
[illegible]			.08
Sorts, sifted	lb.		.06
[illegible]			.06
[illegible]	lb.		.04
[illegible]			.06
Acetphenetidine, U.S.P.	lb.		1.05
Acetone, pure C.P., Med.	lb.		.35
[illegible]			.08
[illegible]	lb.		.10
U.S.P., 36 p. c.	lb.		.10
C. P. [illegible]			.18
[illegible]			.17
German	lb.		.50
[illegible]			.11
Powdered	lb.		.12
Impalp.	lb.		.17
[illegible]			.25
[illegible]			.25
Carbolic, cryst., bulk	lb.		.30
[illegible]			.14
Crystals, 1 lb. bottles	lb.		.15
[illegible]			.60
Chloracetic, 1 oz. v.	oz.		.15
Chromic, 1 oz. v.	oz.		.11
C. P.			.25
Chrysophanic, true, vials	oz.		.40
Cinnamic, synthetic, v.	oz.		.40
Natural, 1 oz. v.	oz.		.10
[illegible]			.20
[illegible]	lb.		.11
Granulated	lb.		.12
Powdered	lb.		.14
Formic, Conc. 1 lb. bot.	lb.		1.25
	oz.		.10
Gallic	lb.	.65	.70
1-4, 1-2, 1 lb. cartons	lb.	.70	.75
Glycerinophosphoric	oz.		.10
Hippuric	oz.	.65	.75
Hydriodic, sp. gr. 1.50	oz.	.10	.12
[illegible]	oz.	.50	.52
[illegible]			.15
Dr. U.S.P., 1 oz. v. mcl	oz.		.08

Acid Hydrocyanic, 1 oz. v., U.S.P.	oz.	.10	.12
Hypophosphorous, sol. 30 per cent	oz.		.10
U.S.P., 10 p. c.	oz.		.14
Lactic, pure, 1 oz. v.	lb.	.65	.70
Dilute	oz.		.08
Molybdic, C. P.	lb.		5.50
[illegible]			.14
Muriatic, 20 deg.	lb.	.05	.07
[illegible]	lb.	.20	.15
C. P. Hydrochloric			.10
Nitro Muriatic	lb.		.10
Oleic, purified	lb.		.30
Oxalic	lb.	.12	.14
Perchloric		.20	.22
Phosphoric, Diluted			.10
U.S.P. [illegible] per cent	lb.	.30	.35
Syrup, 85 per cent	lb.	.25	.30
Vials [illegible] sticks		.50	.75
Picric	lb.		.25
Pyro, [illegible] and 1			
[illegible]		.175	1.90
[illegible]		.20	.25
Pyroligneous, purified			.30
[illegible]	gal.	.25	.30
Salicylic, 1 lb. carton	lb.	.10	.14
Bulk	lb.	.08	.14
Free [illegible] 1 oz.		.28	.35
Sulphuric, aromatic	lb.		.15
[illegible]	lb.		.01½
[illegible]		.05	.06
C. P.	lb.	.10	.14
Superphosphate, U.S.P.			
Tannic	lb.		.16
Tannic, Phar., 1 lb. cart.	lb.	.70	.85
Meta	lb.		1.05
Tartaric, cryst.	lb.	.27	.32
Powdered	lb.	.27	.32
Trichloracetic	oz.		.25
Valeric, 1 oz. v.	oz.		.20
Acetone	oz.		2.75
Acetic, 15 gr. v.	oz.		.25

Aconite leaves, Eng. 1 lb. bbl.			1.25
[illegible]	lb.	.19	.24
Powdered	lb.	.24	.29
Root, Eng.	lb.		.25
Powdered			.30
Root, German	lb.	.19	.25
Powdered	lb.	.24	.30
Aconitine, Amorp., ¼ oz. v.			1.40
Nitrate, Amor., 35 gr. v.			.50
Cr. 15 gr. v.	oz.		.30
Adeps Lanæ Anhydrous	lb.	.27	.29
Hydrous		.22	.24
Agar-Agar	lb.	.15	.18
Agaricin			.80
Alcohol, Absolute	gal.		4.50
Cologne Spt. 96% U.S.P.			
bbls.	gal.		2.70
Less	gal.	2.85	3.00
Cologne U.S.P. bbls.	gal.		2.85
Less	gal.	2.90	2.95
Denatured, bbls. & ½ bbl.	gal.		.47
Less		.50	.60
Methyl or Wood, bbls.		.55	.60
Less	gal.	.65	.75
Alkanet Root	lb.	.12	.14
Alkannin, Powdered	oz.		.40
Allspice	lb.	.11	.14
Powdered	lb.	.16	.20
Almonds, Bitter, shelled	lb.	.45	.50
Sweet, shelled	lb.	.45	.50
Aloes, Barbadoes, true	lb.	.75	.80
Powdered	lb.	.85	.90
Cape	lb.	.14	.18
Powdered	lb.	.20	.25
Curaçao	lb.	.18	.22
Socotrine, True	lb.		.40
Powdered	lb.	.40	.45
Powdered	lb.	.75	1.00
Aloin, 1 oz. v.	oz.	.14	.15
Althea Root cut	lb.	.25	.30
Alum, Ammonia, bbls.	lb.	.02	.05
Dried, 1 lb. cartons	lb.		.14
Ground, bbls. or less	lb.	.04	.05
Powdered, bbls. or less	lb.		.05

IMPORTING & WHOLESALE
DRUGGISTS
GUARANTY No. 680. FOOD AND DRUGS ACT
BRITT, LOEFFLER & WEIL
255 CANAL STREET NEW YORK CITY

25c. CRUDOL 50c.
THE NEW CRUDE OIL HAIR TONIC
ANTISEPTIC HEALING
CRUDOL ANTISEPTIC SHAMPOO
AN IDEAL SCALP AND HAIR CLEANSER
IN TIN TUBES, 10c. SIZE ONLY. WRITE FOR PRICES
THE CRUDOL CO., 1775 BROADWAY, NEW YORK CITY

Dr. Agnew's German Eye Water
A harmless preparation with wonderful curative properties
WRITE FOR PRICES Serial No. 11508
W. F. Cushman, 711A Boylston St., Boston, Mass.

HOME TREATMENT
VETERINARY MEDICINES
For Horses, Cattle, Sheep, Swine, Dogs and Cats
Send For Price List
Dr. A. C. DANIELS, Inc. BOSTON, MASS.

MISTER DRUGGIST:
Send us your mailing list and we will not only create a demand, but guarantee the sale of "METHOSOL" "better than a porous plaster."
Write us today, before your territory has been covered by the other fellow, and profit by being the leader in your field.
THE KELVAN COMPANY
5556 Arch St., Philadelphia

"Purity the First Consideration"
Is What We Have Preached and Practiced for Years
We can supply everything pertaining to the Drug Business
Goods bearing our Label have always been guaranteed, and we will continue to do so under Guaranty No 55, Food and Drugs Act
"THE WORLD IS OUR FIELD"
WRITE FOR PRICE LIST
MEYER BROTHERS DRUG CO.
Importers, Exporters, Manufacturers and Wholesale Druggists
Fourth St. and Clark Ave. ST. LOUIS, MO.

COCAINE REPORTS BILL CALLED UNNECESSARY.

Drug Trade Section, Unwilling to Oppose Anti-Narcotic Legislation, Will Urge an Amendment.

At a recent meeting of the Drug Trade Section of the New York Board of Trade and Transportation there was a discussion of the bill introduced at Albany by Assemblyman A. E. Smith, to amend the charter of New York City in relation to the sale of cocaine and eucaine. Secretary William F. McConnell was instructed to communicate with the responsible parties and urge them to amend the proposed measure. It was the consensus of opinion that the section should not officially oppose the bill, but all present objected to the unnecessary routine work that would be necessitated if it took effect. The records now required of all cocaine and eucaine sales are always open to the police and the only reason that could be suggested for the proposed new requirements was that the police might be better enabled to secure evidence for prosecution than under the present law. One of the members asked why, if the measure was so important, the whole State should not benefit by it rather than only New York City? Another classed it as a discrimination against the drug trade in New York City.

Assemblyman Smith's bill provides that wholesalers and retailers selling to persons or corporations cocaine or eucaine and their respective salts shall file a daily report with the police commissioner, giving date of sale, quantity sold, name and form in which sold and name and address of purchaser. Violations shall be classed as misdemeanors punishable by a fine of not less than $100 nor more than $1000, or imprisonment for not less than six months nor more than one year, or both.

Committees of the N.W.D.A. for 1910.

Charles S. Martin, president of the N.W.D.A., has announced the following chairmen of committees for the current year:

Entertainment, W. E. Greiner, Dallas, Texas; commercial travelers, Ludwig Schiff, Los Angeles; credits and collections, W. A. Hover, Denver; drug market, J. L. Hopkins, New York; fire insurance, George W. Lattimer, Columbus, Ohio; fraternal relations, J. T. Kennedy, Minneapolis; legislation, Charles A. West, Boston; membership, A. S. Brooks, Detroit; memorials of deceased members, H. J. Schnell, New York; paints, oils and glass, Levi Wilcox, Waterbury, Conn.; passenger rates and routes, Thomas P. Cook, New York; prevention of adulteration, Christian Beilstein, New York; proprietary goods, Wm. Jay Schieffelin, New York; relations with local associations, city and interstate, C. E. Bedwell, Omaha, Neb.; trade marks, George M. Besett, Burlington, Vt.; transportation, Winthrop G. Noyes, St. Paul, Minn.; special committee of commercial travelers, R. S. Johnston, New York; special committee on regulations for transportation of inflammables, Wm. Jay Schieffelin; special committee on revision of constitution and by-laws, Thomas F. Main, New York; special committee on standards and tests of the U.S.P. and N.F., Thomas F. Main; special committee on suits against members, Albert Plaut, New York.

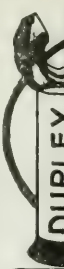
Philadelphia Drug Club and Red Lilly Bowlers Clash.

The Red Lilly bowling team of the New York branch of Eli Lilly & Co. entertained the Philadelphia Drug Club team recently, the occasion being the second in the series of match games that are being rolled between the two aggregations. The members of the latter team were lunched at the Drug Club, after which the games took place at the Terrace Garden alleys. The singles were won by Frank W. Smith, the Quaker City captain, the five-man team event was captured by the local team and the visitors carried off the two-man contest. This last event has been won twice by the Philadelphia bowlers, but the other two remain to be decided by the rubber games which will be rolled at a future meet on neutral ground, probably within a few weeks at Atlantic City. After the bowling the New York team entertained the visitors with a dinner, which was also attended by Col. John W. Lowe, of Boston, and L. C. Tinker, of Providence. The party spent the evening at the Hippodrome.

Explosion Gave Firemen a Difficult Task.

In a fire which did $25,000 damage to George Lueders & Co.'s building, 218 Pearl street, Manhattan, recently, several successive explosions of oils and drugs made it dangerous for the firemen. The loss is covered by insurance.

Just 1311 formulas are given in the new edition of the Dispenser Soda Water Guide. Every fountain operator needs it.



The Most Complete and Convenient Inhaler made

Duplex Menthol Inhaler

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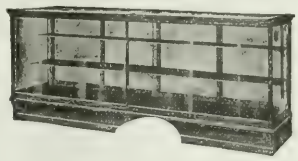

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Pineapple	per gal. 1.25	
Nectar	per gal. 1.10	

We can Supply CRUSHED FRUITS at Low Prices

Strawberries	per gal. $1.58
Pineapples	per gal. 1.45
Cherries	per gal. 1.37½

WRITE US TODAY

The Lehman-Rosenfeld Co.

Cincinnati, Ohio

Prices Current of Drugs and Chemicals—(Continued)

[illegible]				[illegible]		lb.	20	25	Benzoinol, 1 oz.		oz.		1 25
Metallic, pow'd.			20	[illegible]			15	20	[illegible]			60	
[illegible]			40	[illegible]					[illegible]				
[illegible]				[illegible]			26	32	[illegible]			1 00	
[illegible]			80	[illegible]				25	[illegible]			20	
[illegible]				[illegible]				32	[illegible]				
[illegible]				[illegible]				12	[illegible]				80
[illegible]		64	1 00	[illegible]			08	12	[illegible]				
[illegible]			60	[illegible]			11	14	[illegible]			1	
[illegible]			60	[illegible]			10	18	[illegible]			2 50	
[illegible]			05	[illegible]				30	Sallicylate, 64 p. c.		lb.	2	
[illegible]			30	[illegible]				50	40 p. c.		lb.	1 80	
[illegible]				Asafetida, extra, selected		lb.	20	1 00	Sub-benzoate		lb.		
[illegible]				[illegible]		lb.	50	80	Subcarbonate		lb.		
[illegible]				[illegible]			85	90	[illegible]				
[illegible]			11	Asepsin, U. S. A.				6 50	[illegible]				
[illegible]				[illegible]				5 25	Subiodide		oz.		
[illegible]				[illegible]				28	[illegible]		lb.		
[illegible]				Balsam, Fir, Canada		lb.	80	90	[illegible]				
[illegible]				[illegible]			20		[illegible]				
[illegible]				[illegible]			2 00	2 25	Valerianate		oz.		
[illegible]				[illegible]			25	28	[illegible]				
[illegible]				[illegible]			25	30	[illegible]				
[illegible]				[illegible]				75	[illegible]				
[illegible]				Caustic Hydrate, C. P.				17	[illegible]				
[illegible]				Cryst.		lb.		50	[illegible]				
[illegible]				[illegible]				90	Boneset, Leaves and Tops		lb.		
[illegible]				Dhoxide, Anhydrous		lb.		11	Borax, Refined		lb.		
[illegible]				[illegible]				15	Powdered		lb.		
[illegible]				Nitrate, powdered				11	Buchu Leaves, Long		lb.		
[illegible]				Pure, 1 lb. bots.		lb.		25	Powdered		lb.		
[illegible]				Sulphate, Powd. (Bromine)				10	Bucku Leaves, Long		lb.		
[illegible]				Pure Precip.		lb.		15	Powdered		lb.		
[illegible]				[illegible]				1 00	Sheet				
[illegible]				[illegible]				07	Powdered		lb.		
[illegible]				[illegible]				10	[illegible]				
[illegible]				[illegible]				22	[illegible]				
Angelica Root, foreign				[illegible]				30	Cassia		lb.		
[illegible]				[illegible]				40	Burdock Root, Crushed		lb.		
[illegible]				[illegible]				22	[illegible]				
[illegible]				[illegible]				15	Cacao Butter, bulk		lb.		
[illegible]				[illegible]					Baker's A and white		lb.		
[illegible]				[illegible]					Dutch		lb.		
[illegible]				[illegible]					Huyler's, 12 lb. box		lb.		
[illegible]			1 20	[illegible]				1 75	Maillard's		lb.		
[illegible]				German			30	35	[illegible]				
[illegible]				Cultivated, S. & C.		lb.		50	[illegible]		oz.		
[illegible]			20	German Root		lb.	28	32	[illegible]				
[illegible]			40	Powdered		lb.	32	38	[illegible]				
[illegible]			10	[illegible]			20	25	[illegible]				
[illegible]			08	[illegible]				75	[illegible]				
				[illegible]				70	[illegible]				

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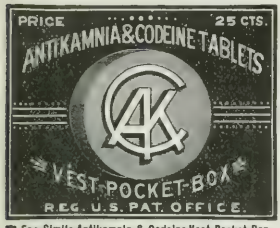
----IN----
VEST-POCKET-BOXES



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Branch Office, 17-21 West Smithfield, London, E. C., England

Prices Current *of* Drugs *and* Chemicals—(*Continued*)

[illegible]	.40	—	.45
[illegible]	.40	—	.60
Calamus Root, peeled .....lb.	.18	—	.20
[illegible]	.25	—	.27
[illegible]	.38	—	.45
[illegible]			.10
[illegible]	.75	—	.90
[illegible]	.05½	—	.06
Fused .....lb.			.14
Granulated .....lb.			.12
Glycerophosphate .....oz.			.35
Hypophosphite .....lb.	.75	—	.80
Iodide .....lb.	3.15	—	3.20
Lactate .....oz.			.15
Lactophosphate, Sol. .....lb.	1.20	—	1.40
Permanganate .....oz.			1.05
Phosphate, Precip. .....lb.	.17	—	.19
Sulphate Precip., pure....lb.	.35	—	.45
Sulphite, Neutr., for cider.lb.			.10
Sulphocarbonate .....lb.			.11
[illegible]	.40	—	.50
[illegible]			.10
Camphor, refined (bbls. 48).lb.	.48	—	.52
¼ lb. squares (cases 49).lb.	.50	—	.54
Powdered .....lb.	.54	—	.61
Japanese, ozs. .....lb.	.52	—	.55
Monobrom .....lb.	.17	—	.21
Canary Seed, Sicily .....lb.	.04	—	.06
[illegible]	.04½	—	.06
Canella Bark, powdered....lb.	.30	—	.40
Cannabis Indica Herb.....lb.	1.80	—	1.90
Cantharides, Russian, sifted.lb.	.90	—	1.00
Powdered .....lb.	1.10	—	1.20
Capsicum, African .....lb.	.17	—	.20
Powdered .....lb.	.25	—	.30
Caraway .....lb.	.18	—	.22
Powdered .....lb.	.23	—	.28
Carbon Disulphide .....lb.	.11	—	.15
Cardamom Seed, bleached..lb.	1.00	—	1.60
Decorticated .....lb.	.80	—	.90
Powdered .....lb.	.90	—	.95
Carmine, No. 40 .....oz.	.30	—	.35
Cascara Sagrada Bark .....lb.	.20	—	.25
Powdered .....lb.	.20	—	.25
Cascarilla Bark .....lb.	.30	—	.35
Powdered .....lb.	.35	—	.40
Cassia, China .....lb.	.20	—	.25
Powdered .....lb.	.20	—	.25
Saigon, thin select .....lb.	.60	—	.70
Powdered .....lb.	.70	—	.80
[illegible]	.14	—	.16
Cutnip Leaves, pressed, oz.lb.	.27	—	.30
Celery Seed .....lb.	.25	—	.30
Cerasin .....lb.	.20	—	.25
Yellow .....lb.	.14	—	.16
Cerium Oxalate .....lb.	.45	—	.50
[illegible]	.07½	—	.11
Prepared, Eng., Thomas 8 lb. box, white .....box		—	.50
[illegible]			.65
White, bbls. .....lb.	.03½	—	.04
Chamomile Flowers, Ger...lb.	.40	—	.45
Roman .....lb.	.22	—	.28
[illegible]	.12	—	.15
[illegible]	.60	—	.70
[illegible]	.10	—	.12
[illegible]	.40	—	.45
Chiretta .....lb.	.25	—	.30
Chloral Hydrate, Cryst....lb.	1.15	—	1.30
[illegible]	.35	—	.48
[illegible]	.40	—	.47
Cinchona Bark, pale, select.lb.	.35	—	.40
Red .....lb.	.40	—	.70
Yellow .....lb.	.35	—	.40
Cinchonidine, Alkal., pure..oz.	.50	—	.55
[illegible]			.40
Sulphate .....oz.	.28	—	.32
[illegible] Sulphate .....oz.	.15	—	.17
[illegible] .....oz.			.60
Cloves .....lb.	.20	—	.25
Powdered, pure .....lb.	.25	—	.30
Cobalt, powdered (Fly Poison) .....lb.	.35	—	.40
Cocaine, Alkaloid, ¾ oz. Y..oz.	4.50	—	4.70
Muriate, Cryst., ozs.....oz.	3.45	—	3.70
¼ oz. vials .....oz.	3.65	—	3.90
Oleate (5 p. c. Alk.).....oz.	1.00	—	1.15
Coca Leaves .....lb.	.35	—	.50
Cocculus Ind. (Fish Berries).lb.	.10	—	.12
Powdered .....lb.	.22	—	.27
Cochineal, Honduras .....lb.	.67½	—	.75
Powdered .....lb.	.75	—	.85
Codeine .....oz.	4.65	—	4.80
Phosphate .....oz.	4.20	—	4.45
Sulphate .....oz.	4.65	—	4.80
Colchicum Root .....lb.	.21	—	.26
Powdered .....lb.	.26	—	.31
Seed .....lb.	.70	—	.80
Powdered .....lb.	.75	—	.90
Collodion, U.S.P., 1900 .....lb.			.40
Flexible .....lb.			.54
Colocynth, select .....lb.	.40	—	.50
Pulp .....lb.	.15	—	.20
Columbo Root .....lb.			.15
Comfrey Root, Crushed....lb.	.65	—	.75
Condurango Bark, true....lb.	.15	—	.20
[illegible]	.18	—	.22
Seed .....lb.	.15	—	.20
Copaiba, S. A. .....lb.	.55	—	.60
[illegible]	.75	—	.80
[illegible]			.50
Ammoniated .....lb.			.50
Carbonated .....lb.	.24	—	.32
Chloride, Pure, cryst.....lb.			.35
Iodide .....lb.	.35	—	.40
[illegible]	.42	—	.45
Powdered .....lb.	.40	—	.45
Sulphate (Blue Vit.) .....lb.	.10	—	.12
Barrels .....lb.			.07
Powdered .....lb.	.15	—	.20
[illegible]			.45
Coriander .....lb.	.10	—	.12
Powdered .....lb.	.12	—	.20
Corrosive Sublimate (see Mercuric Bichloride)			
Cotoin, true, ¾ oz. v. .....ea.			1.75
Cotton Root Bark .....lb.	.15	—	.20
Powdered .....lb.	.20	—	.25
[illegible] .....oz.	.50	—	.55
Cramp Bark .....lb.	.35	—	.45
Cranesbill .....lb.	.24	—	.29
Powdered .....lb.	.30	—	.35
Creasote, Beech Wood .....lb.	.25	—	.30
Carbonate .....oz.			.65
Croton-Chloral (Butvlchlo.).oz.			.65
Cubeb Berries, sifted .....lb.	.45	—	.50
Powdered .....lb.	.50	—	.55
Cudbear .....lb.	.20	—	.25
Culver's Root .....lb.	.15	—	.20
Cumin Seed .....lb.	.25	—	.30
Damiana, leaves .....lb.	.25	—	.35
Dandelion Herb .....lb.	.25	—	.30
Root .....lb.			.30
Cut .....lb.	.22	—	.27
Dextrine, Yellow .....lb.	.08	—	.12
White .....lb.	.08	—	.12
Digitalin .....oz.	7.75	—	8.25
15 gr vials .....ea.	.50	—	.55

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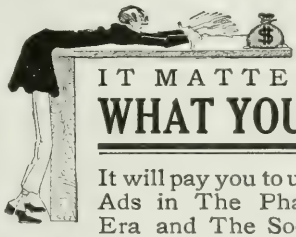

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Prices Current *of* Drugs *and* Chemicals—(*Continued*)

[illegible]				[illegible]
[illegible]		.30		[illegible]
Powdered	lb.	.45		[illegible]
[illegible]				
Dog Grass, Cut	lb.	[illegible]		[illegible]
[illegible]		1 00	—	[illegible]
Dragon's Blood, powdered	lb.	.70		[illegible]
[illegible]				[illegible]
Powdered	lb.	1 10		[illegible]
Reeds	lb.	[illegible]	—	[illegible]
[illegible]				
[illegible]		[illegible]		[illegible]
Elder Berries	lb.	.25		[illegible]
Flowers, pressed	lb.	.35		[illegible]
Juice, Sambuci	lb.			[illegible]
Elecampane Root	lb.	[illegible]		[illegible]
Ground	lb.	[illegible]		[illegible]
[illegible]				
[illegible]		[illegible]		
Powdered, pure	lb.	.25		[illegible]
[illegible]				
Ergot	lb.	.55	—	[illegible]
[illegible]		[illegible]		[illegible]
Ether, Acetic	lb.			[illegible]
Chloric, U.S.P.	lb.			[illegible]
[illegible]		.80		[illegible]
[illegible]				[illegible]
[illegible]		[illegible]		[illegible]
Washed	lb.			[illegible]
[illegible]	oz.			[illegible]
[illegible]	oz.			[illegible]
Eucalyptol, U.S.P.	oz.	.11		[illegible]
Eucalyptus Leaves	lb.	.10		[illegible]
[illegible]	oz.	.80		[illegible]
[illegible]			—	[illegible]
Powdered	lb.			[illegible]
[illegible]	oz.			1 10
[illegible]	oz.			1 10
Fennel Seed	lb.	[illegible]		[illegible]
[illegible]				[illegible]
less	lb.	.06		.08
[illegible]	lb.	.05		.07
[illegible]				[illegible]
[illegible]			—	[illegible]
Foenugreek Seed	lb.	.08		[illegible]
Ground	lb.	.09	—	.12
[illegible]	lb.	[illegible]		[illegible]
Galangal Root, selected	lb.	.12		[illegible]
[illegible]		[illegible]		.20
[illegible]		[illegible]		[illegible]
[illegible]	lb.	1 00		1 10
[illegible]		1 00		1 10
[illegible]		1 10		1 20
[illegible]		[illegible]		[illegible]
[illegible]				
[illegible]				[illegible]
[illegible]		[illegible]		1 00
[illegible]		[illegible]		[illegible]
[illegible]				[illegible]
[illegible]				2 00
[illegible]				
[illegible]				[illegible]
[illegible]				[illegible]
[illegible]		[illegible]		[illegible]
[illegible]		[illegible]		[illegible]
Gentian Root	lb.	.12		[illegible]
[illegible]		.14		[illegible]
[illegible]		.14		[illegible]
[illegible]		.18		[illegible]
[illegible]		[illegible]		[illegible]
[illegible]		[illegible]		[illegible]
[illegible]	lb.	[illegible]		[illegible]
[illegible]		[illegible]		10 00
[illegible]		[illegible]		.25
[illegible]				
S.P., 15 gr. vials	doz.			[illegible]
[illegible]		1 10		[illegible]
[illegible] Root		2 00		[illegible]
[illegible]		2 80		[illegible]
[illegible] Paradise		[illegible]		[illegible]
[illegible]	lb.	.40		[illegible]
Grindelia Robusta Herb	lb.	.15		[illegible]
[illegible]	lb.	[illegible]		[illegible]
[illegible]	lb.	[illegible]		[illegible]
Powdered	lb.	.42		[illegible]
Wood rasped	lb.	.03		[illegible]
[illegible]	lb.	2 60		[illegible]
Carbonate	oz.	.27		[illegible]
[illegible]	oz.			[illegible]
[illegible]	oz.			1.34
[illegible]		[illegible]		3.50
Powdered	lb.	3.50		[illegible]
[illegible]	oz.	[illegible]		
[illegible]	lb.	1 50		[illegible]
[illegible]	lb.	1.50		[illegible]
Heliotropin	oz.			[illegible]
[illegible]	lb.	.12		[illegible]
[illegible]	lb.	.16		[illegible]
[illegible]	oz.			[illegible]
[illegible]	lb.	.04		[illegible]
[illegible]				[illegible]
[illegible]	lb.	[illegible]		[illegible]
[illegible]	lb.			[illegible]
[illegible]	lb.			[illegible]
[illegible]		[illegible]		[illegible]
[illegible]				[illegible]
Hexamethylenamine	lb.			[illegible]
[illegible]				[illegible]
[illegible]		[illegible]		.40
[illegible]		[illegible]		[illegible]
Hydrochloride	gr.			[illegible]
[illegible] Sulphate	gr.			[illegible]
[illegible]	lb.	[illegible]		[illegible]
[illegible]	lb.	[illegible]		.40
[illegible]	lb.	[illegible]		[illegible]
[illegible]				10 00
[illegible]loride				15 00
[illegible]				[illegible]
[illegible]		.14		.16
[illegible]				
dicinal	lb.	[illegible]		[illegible]
Sol. Technical	lb.	[illegible]		[illegible]
[illegible]		[illegible]		[illegible]
[illegible]				
[illegible]				[illegible]
[illegible]		[illegible]		[illegible]
Hydrobromide		.20		[illegible]
[illegible] Moss		[illegible]		[illegible]
[illegible]		[illegible]		[illegible]
Indigo, Bengal, true		[illegible]		1 50
[illegible]		[illegible]		.70
[illegible] Powder	lb.	[illegible]		[illegible]
[illegible] Dalmatian		.30		[illegible]
[illegible]	oz.			[illegible]
Resublimed	lb.	[illegible]		
Iodoform, cryst. & powd.	lb.	5.40	—	[illegible]
Deodorized	oz.	[illegible]		[illegible]
[illegible]		1.30		1 40
[illegible]		1 40		1.50
[illegible]		1.75		[illegible]
Powdered	lb.	1 85		[illegible]
Irish Moss, bleached	lb.	.15		[illegible]
Irisin (Eclectic Powder)	oz.			[illegible]
[illegible]	oz.			[illegible]
[illegible]	oz.			.40
[illegible]	oz.			[illegible]
Chloride, cryst., U.S.P.	lb.			[illegible]
[illegible]	lb.	[illegible]		[illegible]
[illegible]	lb.	[illegible]	—	[illegible]

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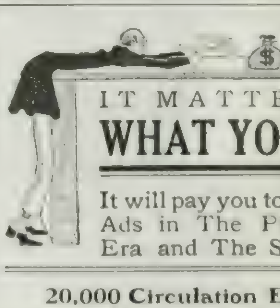

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[illegible]			
[illegible]			
Hydrocyanic			
Lactate			
Syrup	lb.	.53	—
Nitrate, Solution, U.S.P.	lb.	.25	—
[illegible]			
Phosphate, gran., 1 lb. bots.	lb.	.55	—
[illegible]			
Precipitated, 1 lb. bots.	lb.	.35	—
[illegible]			
Pyrophosphate Scales, Sol.	lb.	.52	—
[illegible]			
[illegible]			
Solution	lb.	.13	—
Subsulphate	lb.	.25	—
Solution (Monsel's)	lb.	.12	—
[illegible]			
Cryst., pure	lb.	.08	—
Dried	lb.	.15	—
Tartrate and Ammonium and Potassium, Scales	lb.	.48	—
Tonsaline Solution, U.S.P.			
Valerianate	oz.	.15	—
[illegible]			
Jaborandi Leaves	lb.	.25	—
[illegible]			
Jalap Root selected			
Powdered	lb.	.57	—
Jamaica Berries			
Kino			
Powdered	lb.	.45	—
Purified	lb.	1.50	—
Kaolin	lb.	.05	—
Kola			
Powdered			
Kola Nuts, small and large	lb.	.15	—
Powdered	lb.	.20	—
Kousso, powdered	lb.	.35	—
Lactucarium			
Lady's Slipper Root			
Lanolin	lb.	.35	—
Anhydrous	lb.	.45	—
Lavender Flowers	lb.	.40	—
Lead Acetate, crystals			
Chloride	lb.	.50	—
Iodide			
Nitrate			

Lead Oxide, Medicinal			
[illegible]			
Subacetate, Solution			
Leeches, best Swedish			
Lemon Peel, Ribbons			
[illegible]			
[illegible]			
[illegible]			
[illegible]			
[illegible]	lb.	.15	— .20
[illegible]			
[illegible]			
Lime, Chlorinated, bulk			
[illegible]			
[illegible]			
[illegible]			
[illegible]			
[illegible]	lb.	.92	— 1.00
[illegible]	lb.	1.32	— 1.40
Glycerophosphate			
Saccharate	lb.	1.10	1.40
Lobelia, Herb	lb.	.20	.25
Powdered	lb.	.25	.30
Seed	lb.	.50	.60
Powdered	lb.	.60	.70
Logwood Root, select, white	lb.	.90	1.10
Seed	lb.		
Lupulin		.70	
Lycopodium	lb.	.50	.60
Macis, whole	lb.	.55	.60
Powdered	lb.	.60	.65
Magnesia, Benzoate	oz.	.25	.30
Calcined	lb.	.75	.90
Carbonate, 4 ozs.	lb.	.15	.20
2 ozs.	lb.	.16	.20
Precipitated	lb.	.08	.15
Magnesium, ribbon	oz.	.80	.85
Glycerophosphate	oz.	.40	.44
Hypophosphite, pure	lb.	1.25	1.50
Metal, Powdered	oz.		.20
Ribbon	oz.		.60
Phosphate, pure	oz.	.08	.10
Sulphate (Sal Epsom)	lb.	.03	.05
C. P. Crystals	lb.	.17	.20
Dried	lb.		.15
Malva Flowers, large	lb.	.30	.35
Blue	lb.	.50	.55
Marshmallow Root	lb.	.12	.16
Powdered	lb.	.16	.20

Mercury, Bichloride	oz.		.07
Carbonate, cryst., medic.	oz.		.14
Chloride, cryst.	lb.		.20
Iodide	lb.	1.25	1.50
Iodide	oz.		.20
Oxide, red	lb.	.48	.50
Nitrate, concentrated	lb.	.06	.10
Manna, flake, large	lb.	.90	1.00
Small	lb.	.65	.75
Matico Leaves	lb.	.25	.30
Menthol, cryst.	lb.	.75	1.50
[illegible]		.50	.75
Mercury		.50	.75
Acetate	lb.	1.00	1.10
Bichloride (c. sublimate)	lb.	.94	.95
Powdered	lb.	.94	.95
Bisulphate	lb.	.52	.56
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Oxide, red (Red Precipitate)	lb.	1.10	1.25
Yellow	lb.	.15	.18
Salicylate	oz.	.25	.27
Sulphate (Turp. Mineral)	lb.		1.05
Mercury with Chalk (by succussion)	lb.	.50	.75
Millet, sweet, American	lb.	.04	.05
German	lb.	.03½	.04
Morphine, Acetate, 1-8 oz. v.oz.		3.80	— 3.90
Alkaloid, pure, 1-8 oz. v.	oz.	4.50	— 5.05
Hydrobromide, 1-8 oz. v.	oz.	3.80	— 3.90
Hydrochloride, 1-8 oz. v.	oz.	3.90	— 4.00
Sulphate, 1 oz. v.	oz.	3.75	3.95
1-8 oz. v.	oz.	3.75	3.90
Valerianate, 1-8 oz. v.	oz.	3.75	3.75
Mosquito Cones	oz.	.75	.90
Mullein Flowers, 1 lb. cans	lb.	.90	1.00
Mustard Root	lb.	.18	.25
Powdered	lb.	.25	.30
Mustard Seed, black	lb.	.12	.15
Cleaned	lb.	.11	.17
White	lb.	.06	.10
Ground	lb.	.13	.17
Myrrh (Gum-Resin)	lb.	.28	.35
Naphthalene, flake or balls	lb.	.02½	.05
Nickel, Acetate	oz.		.14
Bromide	oz.		.25
Sulphate	lb.		.25
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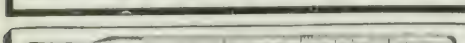
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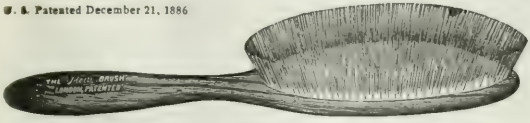

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[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
Powdered	lb.	.18	[illegible]
Oil, [illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible], imported			
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	.50	
[illegible]	[illegible]	[illegible]	[illegible]
Camphor	lb.	.20	[illegible]
[illegible]	oz.	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible] Leaves, pure	lb.	[illegible]	[illegible]
[illegible]	oz.	[illegible]	.80
Chaulmoogra	lb.	2.00	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
Citronella	lb.	.47	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
Cod Liver, [illegible]	[illegible]	1.00	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
Copaiba, pure	lb.	1.40	1.50
Coriander	oz.	.75	.85
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	1.00	[illegible]
Cubeb	lb.	4.00	[illegible]
Cumin	lb.	5.75	[illegible]
[illegible]	oz.	[illegible]	.50
Erigeron, true	lb.	2.25	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible] Seed, pure	[illegible]	[illegible]	[illegible]
[illegible] Leaf	[illegible]	[illegible]	[illegible]
Geranium, Rose, natural	lb.	3.00	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible], Dutch	[illegible]	[illegible]	[illegible]
[illegible] Medal [illegible]	[illegible]		
	[illegible]		[illegible]
Regular	[illegible]		[illegible]
[illegible]			[illegible]
Sylvester's	doz		[illegible]
Oil, [illegible] cans, 20 lbs. or			
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible], French	[illegible]	[illegible]	1.35
[illegible]	[illegible]	[illegible]	1.25
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible], Ethereal	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	.80	[illegible]
[illegible], Bigarade, [illegible]	[illegible]	[illegible]	[illegible]
Neroli, Bigarade, best	oz.	5.50	6.00
[illegible]	oz.	6.00	6.25
Olive [illegible]			
[illegible]	[illegible]	[illegible]	[illegible]
[illegible] cans	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	1.50	1.65
[illegible]	lb.	[illegible]	3.00
[illegible]	lb.	[illegible]	3.00
[illegible]	[illegible]	[illegible]	[illegible]
Peach Kernels	lb.	.40	[illegible]
[illegible]	lb.	1.90	2.40
[illegible]	lb.	.80	.90
Peppermint, N. Y.	lb.	2.50	2.75
Hotchkiss	lb.	3.00	[illegible]
Western	lb.	2.25	[illegible]
[illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]
Rape Seed	[illegible]	[illegible]	1.00
Rose, [illegible]	oz.	[illegible]	[illegible]
Rosemary Flowers	lb.	1.40	1.50
[illegible]	oz.	.80	.90
Rue, pure	oz.	.40	.50
[illegible] Oil Co	[illegible]	[illegible]	[illegible]
Sandal Wood, English	lb.	[illegible]	[illegible]
[illegible]	[illegible]	.80	[illegible]
Spearmint, pure	[illegible]	2.50	[illegible]
[illegible], winter bleached	[illegible]	[illegible]	1.00
[illegible]	lb.	[illegible]	[illegible]
[illegible] U.S.P.	[illegible]	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]
Red, No. 1	lb.	1.25	[illegible]
White	lb.	1.90	[illegible]
Oil, [illegible]	[illegible]	[illegible]	[illegible]
Wine, Ethereal, light	[illegible]	[illegible]	[illegible]
[illegible], true, f. grapes	lb.	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]			
cury	lb.	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
Opium (Natural)	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
U.S.P., Powdered	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	1.45
Peel, Curacoa	lb.	[illegible]	[illegible]
Orris, Florentine	lb.	[illegible]	[illegible]
Select Finger	lb.	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	oz.	[illegible]	[illegible]
Paraldehyde	lb.	[illegible]	[illegible]
[illegible] Root	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
Paris Green	lb.	[illegible]	[illegible]
Pepper, black, [illegible]	[illegible]	[illegible]	[illegible]
White	lb.	[illegible]	[illegible]
Peppermint, Herb, German	lb.	[illegible]	[illegible]
Leaves, pressed, ozs.	[illegible]		[illegible]
Petrolatum, U.S.P., white	lb.		[illegible]
[illegible]	[illegible]		[illegible]
Phosphorus, Amorphous	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
Hydrochloride	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
Pink Root, true	lb.	[illegible]	[illegible]
Piperidine	oz.		[illegible]
[illegible]	oz.	[illegible]	[illegible]
[illegible] Burgundy, American	lb.	[illegible]	10
Plaster, Calcined	bbl.	[illegible]	3.00
[illegible]	[illegible]		2.50
[illegible] Root	lb.	[illegible]	[illegible]
Powdered	lb.	[illegible]	.35
Podophyllin (Resin)	lb.	[illegible]	4.00
Poke Berries	lb.	[illegible]	[illegible]
Root	lb.	[illegible]	[illegible]
Powdered	lb.	[illegible]	[illegible]
Poppy [illegible]	[illegible]	[illegible]	[illegible]
Seed, [illegible]	[illegible]	[illegible]	[illegible]
White	lb.	18	[illegible]

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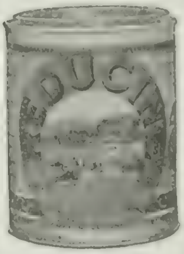

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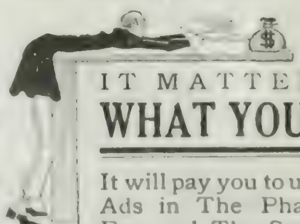

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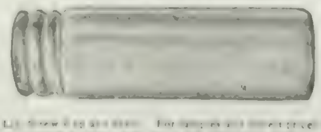

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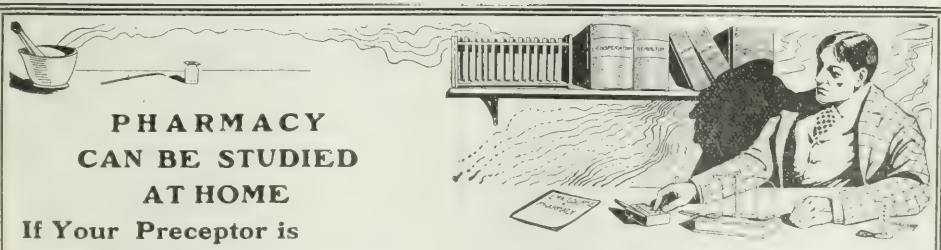

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White, sticks	lb.	.28	
Potassium, Acetate	lb.	[illegible]	[illegible]
[illegible]	oz.	[illegible]	[illegible]
Bichromate	lb.	.11	[illegible]
Bicarbonate	lb.	.11	.16
[illegible], cryst.	lb.		[illegible]
C. P.	lb.		[illegible]
Bitartrate Ref. (Cream Tartar) 99% pure powder	lb.	.24	.28
Bromide	lb.	.26	.28
Carbonate (Pearl Ash)	lb.	.09	.11
C. P.	lb.	.30	[illegible]
Refined (Sal Tartar)	lb.	[illegible]	.15
Chlorate	lb.	[illegible]	.20
Powdered	lb.	[illegible]	.21
[illegible]	lb.	[illegible]	[illegible]
Chromate, C. P.	lb.	[illegible]	[illegible]
Citrate	lb.	[illegible]	.70
Glycerophosphate	oz.	.16	.20
Hypophosphite	lb.	.90	[illegible]
Iodide	lb.	[illegible]	[illegible]
[illegible]	oz.	.20	.24
Nitrate	lb.	.07	.10
Powdered	lb.	.07½	.12
C. P.	lb.	.35	.40
Permanganate	lb.	.20	.24
[illegible] powdered	lb.		[illegible]
Prussiate, red	lb.	.50	.55
Yellow	lb.	.22	.27
Salicylate	oz.		.15
Sulphate, powdered	lb.	.10	.12
C. P.	lb.	.30	.35
Sulphide	lb.	.14	.15
Tartrate Pow. (Sol. Tartar)	lb.	.50	.56
Powder, Dover's, U.S.P.	lb.	1 60	1 70
Prickly Ash Bark	lb.	.25	.30
Powdered	lb.	.35	.40
Berries	lb.	[illegible]	1 50
Pulsatilla Herb	lb.	.22	.27
Pumpkin Seed	lb.	.15	.20
Quassia, rasped	lb.	.09	.11
Powdered	lb.	.15	.20
Quebracho Bark	lb.	.25	.35
Quince Seed	lb.	1 50	1 65
Quinidine, Alk., cryst.	oz.		.75
Sulph.	oz.		.65
Quinine, Alkaloid	oz.	.50	.54
Acetate	oz.	[illegible]	[illegible]
Benzoate	oz.	.50	.54
Quinine, [illegible]phate	oz.	.17	.22
[illegible]	oz.	[illegible]	[illegible]
Hydrobromide	oz.	.35	.40
Hydrochloride	oz.	[illegible]	.47
[illegible]	oz.	[illegible]	[illegible]
Salicylate	oz.	.46	.50
Sulphate, 100 oz. tins	oz.	.14	.15
5 oz. tins	oz.	.15	.17
1 oz. vials	oz.	.21	.28
Tannate	oz.	[illegible]	.35
Valerianate	oz.	.40	[illegible]
[illegible]	oz.		.45
Rape Seed, English	lb.	.06½	.08
German	lb.	.05	.08
Red Saunders	lb.		.10
Ground	lb.	.10	.12
Resin, common	lb.	.02	.04
Good strained, per 280 lbs.		1 95	2 00
Powdered	lb.	.10	.12
Resorcin, pure white	[illegible]	1 15	1 20
Rhubarb, Canton	lb.	.47½	[illegible]
[illegible]	lb.	.50	.76
Powdered	lb.	.60	[illegible]
Powdered, extra fine	lb.	1 10	1 25
Rochelle Salt	lb.	.18½	.23
Rose Leaves, pale	lb.	.40	.45
Red	lb.	1 15	1 25
Rubidium Bromide	oz.		1 55
Alum, 10 gm. v.	ea.		.50
Bitartrate, 15 gr. v.	ea.		.40
Iodide, 1 oz. v.	ea.		1 50
Rue Herb, pressed, ozs.	lb.		.34
Saffron, Amer. (Safflower)	lb.	.50	.60
Spanish, true, Valencia	lb.	11 00	11 50
Safrol	lb.	.60	.70
Sage, leaves, Italian	lb.	.09	.12
Domestic	lb.	.25	.32
Sal Acetosella	lb.	.20	.22
Salicin	lb.	4 50	4 75
Salol	lb.	.96	1 00
Sandalwood	lb.	.20	.25
Ground	lb.	.25	.30
Sandarac, Gum, clean	lb.	.30	.35
Santonine	lb.	11 00	11 50
Sarsaparilla, Root, Hon., cut	lb.	.45	.50
Mexican, cut	lb.	.30	.35
Powdered	lb.	.35	.40
Sassafras, Pith	oz.	.18	.20
Bark	lb.	.20	[illegible]
Powdered	lb.	.31	.36
Saw Palmetto Berries	lb.	.20	.22
Scammony, Virgin	[illegible]	.65	.75
Scopolamine, Hydrobromide, 15 gr. tube			1 65
Hydrochloride, [illegible]			1 80
Skullcap Herb	lb.	.60	[illegible]
Senega Root	lb.	[illegible]	[illegible]
Powdered	lb.	.82	.90
Seidlitz Mixture	lb.	[illegible]	.20
Senna Leaves, Alexandria	lb.	[illegible]	[illegible]
Powdered	lb.	.25	.30
Tinnevelly, select	lb.	.16	.22
Serpentaria (Va. Snake Root)	lb.	[illegible]	.55
Silver, Chloride	oz.	[illegible]	.74
Cyanide	oz.	[illegible]	1 04
Nitrate, cryst.	oz.	[illegible]	.47
Fused cones			[illegible]
Stick (Lunar Caustic)			[illegible]
Oxide	oz.	[illegible]	1 14
Precipitated	oz.	[illegible]	1 44
Simaruba Bark of Root	lb.	[illegible]	.30
Powdered	lb.		.40
Skunk Cabbage Root	lb.	.20	.25
Soap, Castile, green	lb.		[illegible]
Mottled, genuine	[illegible]		[illegible]
White, Conti's	box		[illegible]
Powdered	lb.	.30	.35
Soap Tree Bark, whole	lb.	.14	.17
Cut	lb.	.17	.20
Powdered	lb.	.24	.25
Soda Ash	lb.	[illegible]	.05
Caustic, purified, fused	lb.	.25	[illegible]
Sodium, Acetate	lb.	.15	.20
Arsenate	lb.	.20	.25
Arsenite, pure	lb.		.60
Benzoate	lb.	.40	.45
From true Benzoic Acid	lb.		[illegible]
Bicarbonate	lb.	.02½	.05
C. P., powdered	lb.	.10	.14
Bisulphite	lb.	.21	.25
Bitartrate	lb.	.90	1 00
Bromide	lb.	.30	.35
Carbonate (Sal Soda), 100 lbs.		1 00	2 50
C.P. cryst., U.S.P.	lb.	.20	.24
Dried, purified	lb.	.16	.18
Gran.	lb.	.02½	.04
Chlorate, C. P.	lb.	.20	.22
Dried	lb.		[illegible]
[illegible]	oz.		[illegible]
Citrate	lb.	[illegible]	[illegible]

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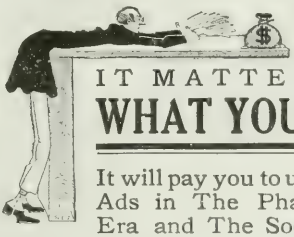

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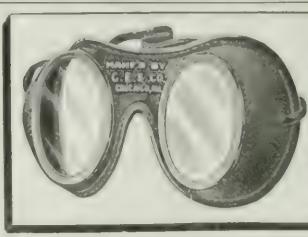
Tragacanth, Aleppo, extra	lb.	.90	1.00
Aleppo, No. 1	lb.	.85	.90
Turkey, No. 1	lb.	.90	.95
Turkey, No. 2	lb.	.75	.80
Powdered	lb.	1.00	1.10
Turpentine, Chian, genuine	oz.	.30	.40
Ursi	lb.	.35	.40
Powdered	lb.	.09	.12
Valerian Root, English	lb.	.18	.20
Powdered	lb.	.31	.35
German	lb.	.20	.25
Powdered	lb.	.25	.30
Vanillin	oz.	.40	.50
Veratrum Viride, Root	lb.	.15	.20
Powdered	lb.	.25	.30
Verdigris, powdered, pure	lb.	—	.—
Wax, Bay	lb.	.25	— .35
Bees, yellow	lb.	.42	— .48
White	lb.	—	— .—
Carnauba, No. 1	lb.	.30	— .—
Willow Bark, black	lb.	.10	— .15
White	lb.	.15	— .20
Bark	lb.	.20	— .30
Wormseed (Chenopodium)	lb.	.17	— .20
Powdered	lb.	.19	— .24
Levant (Santonica)	lb.	.12	— .15
Powdered	lb.	.15	— .18
Wormwood, bulk	lb.	.10	— .15
Pressed ozs.	lb.	—	— .20
Powdered	lb.	.20	— .25
Yerba Santa	lb.	.15	— .20
Bromide	oz.	.10	— .15
Chloride, fused	lb.	—	— .—
Gran.	lb.	.20	— .25
Medicinal	lb.	.18	— .20
Iodide	oz.	.15	— .20
Hedeoma pulegioides	oz.	—	— .20
Lactophosphate	oz.	—	— .60
Metallic, C. P.	lb.	.65	— .—
Gran. (free from arsenic)	lb.	.20	— .—
Oleate	oz.	—	— .15
Oxide, American	lb.	.10½	— .12
Oxide, French	lb.	.22	— .25
Phosphide	oz.	—	— .—
Salicylate	oz.	—	— .—
Stearate	oz.	.17	— .20
Sulphate crystals	lb.	.05	— .07
C. P.	lb.	.12	— .15
Dried	lb.	—	— .—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THE PHARMACEUTICAL ERA

AN ILLUSTRATED MONTHLY PUBLICATION FOR THE DRUG TRADE

Copyright, 1910, by D. O. Haynes & Co.

VOL. XLIII. NEW YORK, APRIL, 1910 No. 4

THE PHARMACEUTICAL ERA

PUBLISHED MONTHLY

D. O. HAYNES & CO. - - - - *Publishers*

90 WILLIAM STREET, NEW YORK

Telephone, 2457 John. Cable Address: "Era, New York."

WESTERN OFFICE:
Room 500, Dickey Building, 40 Dearborn St., Chicago
Telephone, Central 5888

SUBSCRIPTION RATES.

United States, Cuba, Hawaii, Porto Rico, the Philippines, and Mexico	$1.00 a Year
To Canada, postpaid	1.25 a Year
To Foreign Countries in Postal Union	1.50 a Year
Single Copies	10 Cents

ALL SUBSCRIPTIONS ARE PAYABLE STRICTLY IN ADVANCE

Remit by P. O. or Express Order or New York Draft payable to order of D. O. Haynes & Co. Add 10 cents for collection if you send check.

Published at 90 William street, Borough of Manhattan, New York, by D. O. Haynes & Co., a corporation: President and treasurer, David O. Haynes; vice-president, Ezra J. Kennedy; secretary, Edward W. Drew. The address of the officers is the office of publication, and the title is registered in the United States Patent Office.

Entered at the New York Post-Office as Second Class Matter

TABLE OF CONTENTS.

EDITORIAL: Verdict Against Mr. Luyties; The "Chain" Drug Store Problem; Next Month's Conventions; Enforcing the Pure Drugs Law; Charles Frederic Chandler; "An Unequal Contest"; Assemblyman Conklin on Deck Again 333
CORRESPONDENCE 335
BOOK REVIEWS 336
HUMAN NATURE AND THE MAILS, Emma Gary Wallace 337
GETTING EVEN, Joel Blanc 339
PHARMACY BILLS AT ALBANY 340
HEAD OF RIKER CHAIN TELLS AIMS AND PURPOSES; Mr. Liggett Witness in Mr. Cobb's Suit 341
N. Y. BRANCH DISCUSSES LEGISLATION AND N.F. 342
NEW CHARTER FOR A.D.S.; Chain Stores Discussed 343
PENNSYLVANIA BRANCHES, A.PH.A. 347
QUESTION BOX 349
QUIZ MASTER 351
COURT UPHOLDS N. Y. BOARD AS CONSTITUTIONAL 354
WISCONSIN BOARD; Board Examinations 355
SODA FOUNTAIN AND CANDY COUNTER 356
FORMULAS FOR SODA FOUNTAIN DISPENSERS 358
GUILTY IN LEVY COLA CASE; Soda Fountain Notes 359
FOUNTAIN ADVERTISING; With Brush and Paper 360
BUSINESS NOTICES; New Advertisements 366
INDEX TO ADVERTISEMENTS 369
INDEX OF GOODS ADVERTISED 370
MOSTLY PERSONAL; Wm. S. Flint, Worcester Mass. 377
MANY TESTIMONIALS FOR PROF. CHANDLER 379
CHICAGO VETERANS ELECT NEW MEMBERS 380
DRUGGISTS HONOR DEAD SENATOR; Augustus Kicter Dead 381
OBITUARY 382
WHOLESALERS WIN IN PARK & SONS SUIT 383
DRUG MARKET 384
PATENTS AND TRADE MARKS 386
BUSINESS RECORD; New Incorporations 389
$50 SHARE IN PROFIT IN CO-OPERATIVE CONCERN 392
LUYTIES MUST PAY $722,060 IN SANITOL SUIT 394
GOVERNMENT WINS COD LIVER OIL SUIT 394
JUNGMANN CREDITORS EXPECT EARLY SETTLEMENT 394
MORE THAN 500 AT CHICAGO JOINT MEETING 394
NEW YORK DRUG CLUB ELECTS OFFICERS 394
TELEPHONE AGITATE KINGS COUNTY PHYS. 396
EXPOSITION OF VETERAN BUFFALO TRAVELER 396
GERMAN APOTHECARIES TO CELEBRATE IN 1911 396
PRICE LIST CHANGES 406
PRICES CURRENT 408

VERDICT AGAINST MR. LUYTIES.

Justification of the minority stockholders' suit against Mr. Luyties, former president of the Sanitol Company, is found in the decision of the Missouri court that he must pay back $722,060 and declaring that the formulas for which he charged $200,000 were worthless. The court is plain in language in charging Mr. Luyties with "scuttling the assets" of the concern but it is gratifying to learn that the company is solvent and under the administration of receivers appointed by the court restitution will be enforced and the stockholders will not suffer. The courage of the handful of minority stockholders who fought for their rights against almost overwhelming opposition is a notable display of the uplift of honesty in present day commercial conditions. A brief mention of the judgment will be found on page 394 and further particulars will be given in subsequent issues of the ERA.

THE "CHAIN" DRUG STORE PROBLEM.

Of vital importance to all druggists is the question of the feasibility of the so-called "chain" drug stores and in this issue, pages 341 to 346, we print a great deal of information on the subject, including the action of the American Druggists' Syndicate in trying to protect its members from competition which they fear from the Riker, Hegeman, Liggett and other chains. Views are given of competent observers, from various perspectives, that throw much light on the situation. As we read between the lines, small and compact "chains," closely located, under exceptionally capable and enterprising management, are practicable, while enormous "chains," scattered all over the country would probably prove to be so unwieldy as to fall of their own weight in the shape of the incubus of weak or rotten links.

Simmered down, it is more than likely that the A.D.S. will find it more expedient to aid and protect its members through temporary assistance when confronted with too great competition than it will to purchase numerous stores and form a gigantic "chain." Developments will be observed with interest and our readers will be kept fully and impartially informed.

NEXT MONTH'S CONVENTIONS.

As the time approaches for holding the Ninth convention for the revision of the U.S.P., professional interest on the part of physicians and pharmacists continues to increase and it is safe to say that the gathering in Washington beginning on May 10 will be of a most notable character. Conditions have so

changed since the last revision was completed, largely through the passage of the Pure Food and Drugs Act, that the importance of the convention far exceeds that of any of the conventions that are now laid away in history.

The 1910 convention of the A.Ph.A. at Richmond, also occurs in May, the dates being the 3d to 10th. There has been lively interest in this meeting and the attendance promises to be large, while the proceedings cannot fail to prove of great value to the participants. The members are familiar with the programme, which offers many attractions, while the certainty of generous Southern hospitality ensures physical gratification as well as mental pleasure for those who attend.

ENFORCING THE PURE DRUGS LAW.

It is a remarkable showing that the government officials have made in administering the Pure Food and Drugs Law in the favorable verdicts obtained in 202 suits, with only 3 defeats, this exhibit not including the government victory in the famous Cod Liver Oil case, mentioned on page 394 of this issue of the ERA. Just as we go to press a large number of interesting and important judgments have been received from Washington and these will be summarized and presented in the April issue of *The Soda Fountain*, for the benefit of our readers who may not wish to wait for the information until the May ERA appears.

CHARLES FREDERIC CHANDLER.

Some one has well said that "the greatest monument any man can rear for himself or leave to mark the place he has filled in the world, is that in his time, in the age and generation in which he lived, he made the best of his opportunities." That Prof. Charles F. Chandler has reared for himself such a monument, is the unanimous opinion of all those with whom and for whom he so conscientiously labored for nearly half a century. A man of large vision and constructive ideas, it may be truly said of him that he has devoted the greater part of his time to the unselfish service of his fellows. Particularly is this true of his work for pharmacy, and it is pre-eminently fitting that the pharmacists of New York should honor and extend to him their best wishes for the full enjoyment of his cessation from labor and of many years of health and strength.

"AN UNEQUAL CONTEST."

A circular recently sent, under this caption, to manufacturers of druggists' sundries by a prominent dry goods journal is one of the most remarkable attempts we have ever seen in the direction of embittering the feeling between retail druggists and their department store competitors. The circular is a rabid appeal to manufacturers to fight the retail druggists and use the advertising columns of the journal in question for that purpose. We do not believe the manufacturers of druggists' sundries will either support or tolerate any movement of this description, for most of them appreciate the importance of the retail druggists as distributers of their goods and realize that the good will of the latter is a valuable asset in their own business. This "appeal to arms" can be safely ignored by the manufacturers, who have little to gain and much to lost by pursuing any other course.

ASSEMBLYMAN CONKLIN ON DECK AGAIN.

With the legislative session at Albany drawing toward the end and the much revised Pharmacy Bill advanced so that its friends hope for its passage, news comes that Assemblyman Conklin has introduced two new bills intended to knock out the present State Pharmacy Law. One bill abolishes the present board and divides its duties between the State Board of Health and a State board of examiners in pharmacy, the latter to be a creature of the State Board of Regents. The second bill is supplementary and provides for nine examiners to be appointed for three year terms by the Regents. Just what Mr. Conklin hopes to accomplish is a mystery, unless it be the defeat of the Hill Pharmacy Bill, for which the State Ph.A. representatives are working assiduously. With the present law declared constitutional, both by the Court of Appeals and in an interesting opinion by Mr. Justice Spiegelberg, (printed on page 354,) the great mass of pharmacists in the State will not care much if the Legislature fails to change the Pharmacy Law; in fact there is now apparent a distinct feeling of weariness over the annual commotion at Albany over the statute governing the drug trade.

That humble benefactors of mankind are not always forgotten was shown recently in a notable way by the unveiling of a shaft in Paris to the memory of Horace Wells, hailed as the discoverer of the use of nitrous oxide gas to prevent pain in dental operations. Wells died a suicide in this city more than sixty years ago, little dreaming that international honors were awaiting his memory in the then far future. Belated though the tribute comes, it will perpetuate the recognition of the benefaction given to the people of the world by this unfortunate American.

In our foreign trade in drugs and chemicals only 25 per cent of the total consists of exports, one-quarter being patent medicines, which is a condition that can be greatly improved. The Latin-American countries offer especially good fields for our drug trade exporters and the Bureau of American Republics at Washington, of which Hon. John Barrett is director general, is in a position to aid our manufacturers in practical ways in increasing the commerce between the United States and her sister republics on this hemisphere.

With the headlines in the newspapers announcing the formation of a "Big $25,000,000 Drug Trust" by the A.D.S. wouldn't "anti-trust" in the window corners look rather odd to some of the prospective patrons of the chain stores?

Assemblyman Conklin's prediction that the Hill-Whitney Pharmacy Bill will not be signed by Governor Hughes, should it pass the Legislature, is worth taking note of. Mr. Conklin, on a previous occasion, proved to be a good prophet.

Sabbath rest advocates will laud the mayor of Elkhart, Ind., for closing all the drug stores, as well as other stores, on Sunday. In some localities this is the only way in which this problem will be solved.

If Mr. Morris carries out his threat of criminally prosecuting Mr Laynes for burning the Sanitol books the population of Jefferson Prison will likely be one larger.

Considerable interesting drug trade news finds its way into the pages of *The Soda Fountain*. Only $1 a year.

CORRESPONDENCE

Wants A.Ph.A. to Meet in New Orleans in 1911.

Editor The Pharmaceutical Era:

I hope the Era may see it as I do and speak out for New Orleans as the meeting place of the A.Ph.A. in 1911 and I expect you to say that Godbold wants the association to meet here at that time for the following reasons: Because the business men of New Orleans, through the Progressive Union, and the pharmacists of Louisiana, through the State and local associations, have invited the A.Ph.A. to meet here; and because that at the time of the meeting in 1911 it will have been just twenty years since the association last met here. The time when the association usually meets has been changed from fall to spring for the Richmond meeting to be held this year, and this change, in the opinion of Secretary Caspari, should not occur oftener than once in ten years. I have letters from about fifty members of the A.Ph.A. agreeing with me that personally they would like to have the annual meeting held here in May, 1911.

I also have two letters in which the writers oppose my scheme because, in their opinion, the A.Ph.A. could secure more new members by holding the meeting in some large city where we have no new members. So far as I know we are not wanted to meet in such places by the local druggists. One member, who resides in a large city, writes that he agrees with me that it is time to hold another meeting in New Orleans, while another says that he could give fifty-seven reasons why the A.Ph.A. should meet here. If you can get this letter in the Era so that the members of the A.Ph.A. will see how anxious I am to have them come to this city in 1911 I will feel greatly obliged. F. C. Godbold.

New Orleans, March 20.

Questions for Retail Clerks to Answer.

Editor The Pharmaceutical Era:

How about organizing a National Retail Drug Clerks' Association? For the past few years many of the better class of clerks have been trying to organize a retail drug clerks' association. So far they have succeeded in organizing local clubs, but it is time to organize into a National body. The drug clerks are the only semi-professional working people without a National organization. George T. Barwell, of Detroit, Mich.; Henry J. Diehl, of Buffalo, N. Y., myself and several others have been in correspondence in regard to holding a National convention at Detroit next June.

What have the majority of clerks to say about such a plan? No doubt many of you are contemplating taking a vacation next summer. Why not arrange to go to Detroit as a local delegate from your town or city?

By attending the convention you would come in contact with clerks from every part of the United States. You could give your opinions of drug conditions as you see them, and you could hear others. Detroit is one of the most beautiful cities in the country. Bring it up at the next meeting of your local drug club and let Mr. Barwell know your intentions.

Never was there a better time than now to organize, for there is a tendency to "cigarize" the retail drug business and your employer will want to keep you. Without our aid the various combines will not be very successful.

There are many details that a National body could remedy; for instance: shorter hours, increase in salary, etc.

Mt. Jewett, Pa. D. N. Robin.

Blair Preparations Defended as Ethical.

Editor The Pharmaceutical Era:

In your March issue, on page 233, you publish a letter said to have been sent by the Henry C. Blair Company to the American Drug Syndicate, of Minneapolis, Minn., quoting prices on Iodone products manufactured and sold by our company. Incidentally Mr. Huhn is quoted as questioning the ethicality of this letter. A most careful consideration of the whole matter, however, discloses the fact that Mr. Huhn attributes the declared lack of ethics not to the letter itself, but to the fact of its being sent to the American Drug Syndicate at Minneapolis.

While we fail to see wherein the matter is at all a question of ethics, we do believe that it involves the question of business policy as evidenced by the following letter which has recently been mailed:

American Drug Syndicate, Minneapolis, Minn.:

Gentlemen:—The fact having been brought to our attention by the March number of The Pharmaceutical Era that your firm inadvertently received one of the circular letters sent out by us on January 18, 1910, to the wholesale and jobbing drug trade of the United States, we beg that you favor us by destroying same, as our business policy is to supply our Iodone products as far as is possible only through the regular jobbing houses of the country.

Your receipt of one of these circular letters was due to the fact that the largest addressing company in Philadelphia was directed by us to send this letter to all wholesale drug houses in the United States, and until we saw the March number of the Era, we were unaware that your firm was included in the addressing company's list of jobbers. Yours very truly,

The Henry C. Blair Co.

While the above letter is self-explanatory, we desire to add that we thought the headquarters of the American Druggists' Syndicate was in Brooklyn, N. Y., and not in Minneapolis, Minn. We would also point out that the marketing of Iodone preparations is on the 2, 4 and 8 plan in strict accordance with the expressed wishes of the N.A.R.D. Moreover, Iodone preparations made and sold by The Henry C. Blair Company are not nostrums but products of a definite chemical substance, phthalic anhydride periodide $(C_6H_4C_2O_3)_2$ $KI.I_4$, which is characterized by the liberation of free iodine on contact with moisture. They have been accepted by the Council on Pharmacy and Chemistry of the American Medical Association and included with New and Non-official Remedies. If, therefore, this is not an ethical proposition in every sense of the term, we would like to have Mr. Huhn define his ideas of ethics. We are, yours very truly,

The Henry C. Blair Co.
Henry C. Blair, Pres.

Philadelphia, March 16.

Comments on U.S.P. and N.F. Formulas.

Editor The Pharmaceutical Era:

Kindly publish the following suggestions relating to U.S. Pharmacopœia and National Formulary preparations: For elixir of gentian I suggest the use of Professor Hallberg's formula, viz., extract of gentian, 10 gm.; boiling water, 50 cc.; aromatic elixir, enough to make 1000 cc.

All elixirs containing strychnine should be made uniform in strength. A few more elixirs and containing less alcohol than those now official should be provided for. Syrup of hypophosphites, U.S.P., ferments very easily and if the formula cannot be improved it should be dropped, as the elixir of hypophosphites could take its place. The formula for tincture of iodine could be improved so as to save time and insure perfect solution by dissolving the iodine and potassium iodide in 35 cc. of water and enough alcohol to make 1000 cc. (See Bulletin A.Ph.A., March, 1910, page 166.)

The most neglected part of pharmacy is that relating to the preparation of ointments. In the 8th Revision of the Pharmacopœia the formulas were improved to a certain extent, but there are still some left which need attention, especially those in which a lard base is employed. I have found that most of the lard bought in the market turns rancid and acid very easily, and even when benzoated it will become granular. The time is past when druggists can prepare their own lard under present conditions and, as said before, it is next to impossible to get lard that will insure the preparation of satisfactory ointments. An ointment base consisting of hydrous wool-fat, 1 part; petrolatum, 3 parts, I have found very good for the preparation of the following ointments in the place of lard as a base: iodoform, belladonna, stramonium, iodine, chrysarobin, nut gall, sulphur and veratrine. This base could also be used in place of simple ointment which could be omitted from the list as it is hardly ever prescribed. The ointment base I recommend not only makes a nice smooth ointment, but is more readily absorbed and does not turn rancid and granular. Yellow oxide of mercury ointment ought to be reduced from 10 per cent to 2 per cent, as a salve of the latter strength is only prescribed for the eyes. W. J. Koch.

New York, March 15, 1910.

Veteran's Record is 125,000 Prescriptions.

Alex. Patenaude, formerly of Norway, Dickinson County, now of Iron River, has been in the drug business 38 years. In that time he has put up over 125,000 prescriptions. It is believed he holds the record for upper Michigan.

BOOK REVIEWS

NEW AND NON-OFFICIAL REMEDIES, 1910. Containing descriptions of articles which have been accepted by the Council of Pharmacy and Chemistry of the American Medical Association, prior to January 1, 1910. 12mo. 256 pages. Paper, 25 cents. Cloth, 50 cents. Chicago: Press of the American Medical Association.

This is the 1910 edition of the annual New and Non-official Remedies, issued by the Council on Pharmacy and Chemistry of the American Medical Association, and contains descriptions of all articles approved by the Council, up to December 31, 1909. There are also descriptions of a number of unofficial non-proprietary articles which the Council deemed of value. The action, dosage, uses and tests of identity, purity and strength of all articles are given. As an illustration of the scope of the book, attention is called to the following: The articles on arsanilic acid and its derivatives, page 35; on phenolphthalein, page 152, and on epinephrine, page 73, indicate the effort which the Council is making to have new remedies known by their correct names. The description of medicinal foods, page 120, should put physicians on their guard as to the small value of such products. Particular attention is called to the description of serums and vaccines, page 169. Since our knowledge of the therapeutic value of new remedies is still largely in the experimental stage, the statements which appear under each proprietary article are based largely on the claims made by those interested. On the other hand, on page 56, under creosote carbonate, is a note on the claims of nontoxicity often made for certain remedies. A similar caution in reference to the claimed harmlessness of intestinal antiseptics appears on page 41 under beta-naphthol benzoate.

THE PHARMACEUTICAL SYLLABUS. Recommended by the National Committee representing Boards and Schools of Pharmacy of the United States for the first syllabus period August 1, 1910, to July 31, 1915. First edition. 8vo., 146 pages, cloth. Published by the New York State Board of Pharmacy, J. B. Lyon Company, printers.

This Syllabus has been prepared to indicate the general scope and character of the instruction to be given by teachers of the various branches in colleges of pharmacy and the work to be done by the student, the object of the compilers being to determine for the first syllabus period, noted above, the general policy of boards of pharmacy in framing their examinations and of the schools in fitting their students to meet them. Space is not at our command to describe the various steps in the evolution of this interesting work which furnishes the first definite scheme of lessons that covers the ground which the boards believe should be included in a pharmacist's education and which the colleges can accept as the minimum preparation of their students for examination by the boards.

The New York Board of Pharmacy has already adopted the syllabus subject to amendment on recommendation of its own syllabus committee and also recommended that other boards of pharmacy take similar action. That action of this kind will be taken by many, if not all of the boards, we have no reason to doubt, for while the scheme outlined can be modified to suit local or State conditions, it presents nothing but what the most liberal laws should demand of applicants in the way of qualifications for the practice of pharmacy.

OUTLINES OF BACTERIOLOGY, by David Ellis, [illegible]. 12mo. 262 pages. New York: Longmans, Green & Co.

The author, David Ellis, has intended this book to serve as an introduction to bacteriology, in all its branches. The text, although [illegible] is of greatest interest to students of technical and agricultural [illegible] in the arrangement and general [illegible] forms as sulphur-, iron- and nitrogen-bacteria, and the subjects of preservation of food products, nitrification and dentification are each enlarged upon. Perhaps the chapters of this book which will attract the interest of the reader who has had but small technical training in this branch of the sciences, and which are likely to prove of greatest immediate benefit to him, are those devoted to fermentation and its industrial applications, and to sewage and sewage disposal.

ESSENTIALS OF CHEMICAL PHYSIOLOGY, by W. D. Halliburton, M.D., LL.D., F.R.S., Fellow of the Royal College of Physicians, Professor of Physiology in King's College, London, Author of "Text-book of Chemical Physiology and Pathology." Seventh edition. 8mo. cloth. 289 pages. New York: Longmans, Green & Co.

This book, an elementary and advanced course in chemical physiology, with an appendix, is a new edition of a similar work by this well known author, in which he has brought the entire subject matter up to date. The volume is intended for use as a text-book in class work, but there is, nevertheless, much within its pages of interest to the progressive pharmacist. Separate chapters are devoted to the carbohydrates, fats and lipoids, proteins, foods, digestive juices, blood and respiration, urine, etc. Tests, both chemical and microscopical, chemical formulas, and seventy or more illustrations are presented relative to each subject discussed.

The advanced course treats of more practical work on the carbohydrates, proteins, milk, proteoses, digestion, haemoglobin, serum, blood, muscle and nervous tissue, etc., and the appendix contains a description of various instruments used in the physiological laboratory. It also includes descriptions of certain methods of research such as, for instance, the Kjeldahl method of estimating nitrogen. To the pharmacist who has been well grounded in organic and physiological chemistry and who is prepared to perform laboratory work of this sort as an adjunct to his regular dispensing, this book should serve as a valuable reference.

350 DOLLAR IDEAS FOR DRUGGISTS. A valuable compilation of dispensing, advertising, bookkeeping, window display and business-bringing methods devised by druggists. Edited by Harry B. Mason. Cloth boards. 186 pages. Detroit: E. G. Swift.

As indicated by its title, this book contains 350 ideas for druggists, selected in competition, each representing an original scheme for enticing trade. Harry B. Mason, the well-known pharmaceutical editor, has selected and arranged the "ideas" in chapters under general headings so that by reference to the table of contents or to the carefully prepared index, the book can be easily consulted. In scope the compilation is not restricted to any particular line but outlines novel plans for capturing trade, gives dispensing and compounding hints, and there are separate chapters on store and window displays, the soda fountain, the prescription department, bookkeeping and accounting suggestions, advertising schemes, etc., all live questions to the wide-awake druggist. The book is well worth the price asked for it.

HANDBOOK OF THERAPY. Narrow 12mo., 421 pages. Cloth, $1.50. Chicago: American Medical Association.

The Therapeutic Department in *The Journal of the American Medical Association* has been commented on so often and so favorably that the association decided to reprint, in book form, the articles which seemed to be of most practical value to the general practitioner. Conditions governing therapeutic requirements are stated as clearly and concisely as possible. Special care has been taken to avoid unusual drugs, and with rare exceptions the formulas given are combinations which can be easily compounded by any pharmacist.

Besides the articles on therapy, the book contains a list of the articles accepted by the Council on Pharmacy and Chemistry for inclusion in New and Non-official Remedies.

ANNUAL REPORT OF LEHN & FINK'S Analytical Department for 1909. Issued by Lehn & Fink, New York.
ANALYTICAL NOTES, 1909. Issued by the Laboratories of Evans Sons, Lescher & Webb, Ltd. Liverpool, England.

Reports of the character indicated above are valuable contributions to pharmaceutical literature in that they show at first hand the conditions with which manufacturers and jobbers have to cope and they put into circulation authentic information about certain products which would be difficult to [illegible] servicable to the Revision Committee of the Pharmacopoeia [illegible]

Human Nature and the Mails.

By Emma Gary Wallace.

HUMAN nature enjoys the element of mystery and suspense. There is a certain pleasurable anticipation about what the prize-package may contain, the side-show reveal, or the daily mail bring. There *may* be a check from an all but forgotten delinquent, a sample copy of some unfamiliar magazine full of quaint thoughts, or even a letter announcing the death of an unknown but opulent relative. The grief in such a case is not prostrating.

Even a few brief documents bearing the legend "Please remit" or "Doubtless this account has been overlooked and we trust you will give it your immediate attention," do not wholly cloud the aboriginal joy of the momentary importance of being handed a bunch of mail by the gray-coated carrier.

Women frankly acknowledge their delight in receiving letters. Men are equally tickled but they will not acknowledge it. It was the knowledge of this truth that doubtless first led some enterprising man, probably a fakir, to embark in the mail-order business. He could sit in his dusty, back, tenth-story room and write a glowing account of his vast emporium, even show pretentious pictures his imagination drew, and specialize on some few articles, preferably those dear to the feminine heart.

He could see the consultation around the living-room table in the distant home, and the inditing of the momentous order. Of course the money accompanied the order and with it, he could hie him out and purchase the goods and send them along. Again, he could see the eager delight with which the city package was received by the entire family and its contents examined and discussed. If they were not pleased they were too far away to make it a matter of much moment, but if they were satisfied the chances were they might order again. It paid to please, so some tried to give honest values. To be sure they might be no better, nor perhaps as good as the local merchant could furnish, but they came from "away somewhere" and they had the charm of being "different."

Enterprising men began to see that by means of sufficient advertising and various cheap inducements they could obtain a patronage which was National instead of local. People sent for catalogues just for the sake of sending for and receiving something, and then seeing the most marvelous bargains advertised were tempted to buy. Some women who live in remote places freely acknowledge that this is their method of keeping in touch with the new and up-to-date household devices and other merchandise of the city stores.

The enormous growth of many of these mail-order businesses made the passage of a Parcels Post Bill a matter of supreme importance to them. If Uncle Sam could be persuaded to deliver their goods at a very low rate it would give them a great added advantage. They would receive larger orders and make possible greater percentage profits. It would cost less also to distribute their bulky advertising. It would assuredly be a great thing for the mail-order house man. His opposition to such a measure would come most naturally from the express companies and the retail dealers, while the great mass of buyers would never bother their heads to analyze the situation at all.

Evidence of this is seen by the increasing number of mail order houses which cater for distant trade, and the advertisements with which the magazines and newspapers teem, wherein unknown people will, for a mere song, instruct the would-be seeker after wealth, in the fine art of conducting a mail-order business. Fifty thousand dollars in a few years from a five dollar beginning and other illustrious examples are quoted as samples of what may be done by taking speedy advantage of the offered courses of instruction.

From the persistent repetition of these ads and their generous use of space, it would appear that they must receive many paying clients.

Now there is small doubt that unless some restraining legislation is enacted that this kind of business is destined to cut a more or less important figure in the commercial world in the next few years, and it may not be amiss to give the matter some attention. A casual inquiry brings a chain of well-written and carefully executed follow-ups.

The first letter tells, perhaps, of the great fortunes already amassed and the near-prospects of many more in the future. It is enthusiastic and hopeful and invites you to join the inner circle by becoming acquainted with the conduct of such businesses.

No reply.

Another letter speedily follows with patient reiterations of former statements and a bunch of praiseful testimonials, bearing abundant but unknown witness to the unprecedented value of the course offered.

Still no reply.

Another letter in which the parties writing and generously offering their services, all but weep upon your neck—absent treatment—and beseech you not to stand in the light of your own advancement, and to smooth out the minor difficulties of decision from your path, enclose a fully made out enrollment blank, all ready for the signature. It only takes a moment to affix that unimportant completion of the contract.

It is confidentially prophesied that the demand for persons skilled in conducting the mail-order businesses of the future will be simply immense. The fact is rehearsed that the trial stage of the business is past and with the last barrier removed in the passage of a Parcels Post measure, the successes of the pioneer houses may be repeated indefinitely. You are assured that the spirit of business by mail is in the air.

Still no reply.

Another letter and another made-out enrollment blank for fear the last one was lost or mislaid, and the additional guaranteed assurance that every penny will be refunded if within a given time the course is pronounced unsatisfactory.

And still they come, logical, convincing, excellently prepared and under two-cent postage.

There are some lessons to be learned from the experience. One is, that if the retail dealer went after business as persistently and took as shrewdly into consideration the weaknesses of human nature, he could win many customers at a much smaller expense. Another is, that great as is the present menace of the mail-order house to the local retail dealer, it will be multiplied many times the instant a Parcels Post is established.

This line of business has its regular publications and within a short space of time the tone and make-up of these has improved perceptibly. Firms doing business by mail are urged to conduct every transaction as if the customer were a next-door neighbor, and in every instance the fakir methods of earlier days are decried.

At first glance it would seem that such a business builded upon a foundation of honest service and fair goods is a perfectly legitimate one. That is the way it generally strikes the superficial thinker. But is it RIGHT?

Is it ever right to work harm to the great majority that the small minority may profit enormously? Already the mail-order house has cut cruelly into the trade of the smaller places and is beginning to prey upon the clientele of the city store. Far fields look green and distant gilt glitters mysteriously.

With the recent postal deficit which we are assured will be greatly enlarged by increasing the work of the Department without adding in nearly the same ratio its revenue, we are confronted by the comforting thought that we as a whole must help bear the burden and cheerfully assist in defraying—indirectly but nevertheless surely—the expense of delivering the goods of our competitors.

These people pay no taxes in the many neighborhoods in which they sell; they contribute nothing to the local prosperity of these places, neither in the way of supporting their institutions nor helping carry any part of their responsibilities. It would seem but fair, even under existing conditions, that some sort of a system be devised, by which some revenue from these ambitious houses revert to the distant towns which patronize them, either in the way of a stamp tax or license fee.

There would be a loud wail, of course. It makes a difference whose pocket is touched. However, large sums are yearly diverted from the normal channels of the home market, making local money conditions difficult. What right have these people, solely for their own aggrandizement, to draw from local prosperity everywhere and to return nothing toward that prosperity? It places even the itinerant vender who is compelled to pay a license fee, at a disadvantage.

It is seldom outside of the trade publications that we see this side of the case presented. Before me lie three magazines of influence which speak hopefully of the passage of a Parcels Post.

How many people in your own residential or business sec-

tion realize the effect such a measure would have upon the volume of home trade? Few, surprisingly few!

Are we doing our duty in educating the people as we ought to the perils which may lie before us? We talk freely among ourselves, but that is not especially to the point. What about our Club sisters and brothers? Why would not the allied trade associations do well to set aside a sum of money to finance a systematic campaign to air the other side of this subject?

What is everybody's business is no one's. It should be made some one's. The retailer cannot remain passive and obtain results to his liking.

It is claimed that several hundred large firms stand ready to embark in the mail-order business within twenty-four hours after the passage of a favorable measure. What will become of our healthy little country town with its active, wholesome community life? The cheerful prospect of a thread and needle shop and a motley collection of left-overs and forgottens, doubtless, such as has followed in the trail of a like system in other countries!

The mail-order man laments that the home retailer has the advantage of personal contact and friendship. Make the most of them. Many do not. All things being equal, it ought to be as easy to make the merchandise itself look as attractive as the pictures in a big catalogue, but too often the home retailer forgets to reckon with that phase of human nature which dearly loves to see the mail man or the express man stop at the door.

Women are the home buyers. They are logical, reasonable and self-sacrificing and once the spirit of loyalty to home institutions is aroused, they will not shirk from what they see to be their duty. It is a question, then, of helping them to see it.

MRS. LEE AGAIN HEADS PHILA. CHAPTER.

Birthday Celebration of No. 6 Proves Most Enjoyable Event—Officers Nominated for the Year.

PHILADELPHIA, March 20.—With an attendance of approximately 200 persons, the recent celebration of the third "birthday" of Chapter No. 6, W.O.N.A.R.D., at the Philadelphia College of Pharmacy was quite a social event. As the members and guests entered the museum of the college they were greeted by the president, Mrs. William E. Lee, and by the chairmen of the various committees. Mrs. Lee and Mrs. W. T. Burke, recording secretary, made a short address.

The entertainment programme included soprano solos by Mrs. H. A. Nolte, contralto solos by Miss Augusta M. Kohnle, recitations by Mr. and Mrs. William M. Montgomery, violin solos by Miss Elizabeth Doer and selections on the piano by Mme. Mabel LeFavor Angeloty. Dancing followed until a late hour.

One of the principal items of business at the March meeting of the chapter was the report of the nominating committee. It was made by Mrs. N. D. Streeter and was as follows: President, Mrs. William E. Lee; first vice-president, Mrs. H. C. Clapham; second vice-president, Mrs. H. G. Comp; third vice-president, Mrs. L. R. Hoffecker; recording secretary, Mrs. Wm. T. Burke; corresponding secretary, Mrs. N. D. Streeter; treasurer, Miss Anna M. Kessler.

Mrs. Lee, who in addition to being president of the local chapter is also chief executive of the National organization, in vain attempt to have the committee withdraw her name as a candidate for re-election. There was general opposition in which the entire meeting joined. This ticket will in all likelihood be elected at the annual meeting in April. Reports of committees indicated a most flattering condition of affairs and there was prolonged appplause when it was announced that the active membership was 312.

Big Success of Ladies' Auxiliary's Social Event.

PITTSBURG, March 18.—With more than 500 in attendance the [illegible] party and dance given last evening by the Ladies' Auxiliary of the Drug Club was as successful financially as it was socially. The street car strike may have kept some away, but it seemed as though every section of the city and every interest in the trade was represented in the brilliant assemblage. Every retail druggist and every salesman supplying him seemed to marshal a little coterie of friends, and it was [illegible] that the pharmacists of Pittsburgh, [illegible], are prominent. The success was almost solely due to the efforts of the following ladies: Mrs. Otto Kraus, Mrs. David J. Reese, Mrs. William A. Carpenter, Mrs. S. B. Davis, Mrs. Frank W. Smith, Mrs. John McCullough, Mrs. Charles Rehfuss and Mrs. Lewis H. Davis.

CLUB WOMEN ARE GUESTS OF BOSTON CHAPTER.

Delightful Event at the Vendome in Which Storm Outside Was Forgotten by the Participants.

BOSTON, March 20.—February meeting of Boston Chapter No. 1, W.O.N.A.R.D., took the form of a reception and musicale, at which the special guests were the presidents and secretaries of the Federated Clubs in and about Boston. It was held recently at the Vendome, and the chill and depression of the storm which raged outside was effectually overcome by the decorations within of lights, flowers and colors. In the receiving line at the reception were all the officers of the chapter, consisting of Mrs. Roxa K. Stover, the president; Mrs. Adelaide M. Godding, Mrs. Annie E. Griffin, Mrs. Josephine L. Christie, Mrs. Martha Morey, Mrs. Annie Kidder, Mrs. Gertrude K. Ernst and Mrs. Nellie Connolly.

Mrs. M. J. McIntire, chairman of the hospitality committee, had charge of the tea room where refreshments were served. The tea table, which was adorned with a basket of pink roses and ferns and candelabra with pink shades, was in charge of Mrs. F. J. Connolly, Mrs. W. H. Henderson, Mrs. J. A. Bean and Mrs. F. W. White. At the frappe table were Mrs. J. F. Waterhouse, Mrs. F. A. Hubbard, and assisting them were Mrs. Frank Arrington, Mrs. M. A. Hinckley, Mrs. J. M. O'Brien and Mrs. E. G. Connor.

Readings and instrumental and vocal music of a delightful order were on the programme.

At the March meeting the attendance was large. Mrs. Stover presided. Reports by delegates to recent conferences and meetings of women's clubs and federations were presented by Mrs. John Lowe, Mrs. Frank F. Ernst, Mrs. J. H. Green and Mrs. Stover. Mrs. Adelaide M. Godding was elected a delegate to the conference at Chicopee Falls, March 24. The following nominating committee was elected. Mrs. Lowe, Mrs. Green, Mrs. Gammon, Dr. Farrington and Mrs. W. A. Corner.

The literary and social part of the afternoon programme was in charge of Mrs. William D. Wheeler. While presented as a subsidiary feature, the singing of a double quartet of members proved to be one of the happiest incidents of the meeting. Those taking part were: Mrs. Charles A. Stover and Mrs. John B. O'Hara, first sopranos; Mrs. William D. Corner and Mrs. F. J. Connolly, second sopranos; Mrs. J. A. F. Woodrow and Mrs. J. W. Moore, first altos; Mrs. Abbot C. Morey and Mrs. William H. Henderson, second altos.

Miss Frances Stern was the speaker for the afternoon, and her topic was, "The Cost of Living—Some Means to Control It." Tea was served as usual in charge of Mrs. J. A. McIntire.

April meeting will be held at the Vendome in the evening, when a drama will be given by the club members, followed by dancing.

Chicago W.O.N.A.R.D. Joins Federation Women's Clubs

CHICAGO, March 20.—At the recent meeting of Chicago Chapter, W.O.N.A.R.D., it was unanimously decided to join the General Federation of Women's Clubs. This action followed the interesting and convincing talk of Mrs. George Vosbrink, first district vice-president of the Illinois State Federation, who was introduced by Mrs. Thomas V. Wooten, president of the chapter. Mrs. Vosbrink outlined the work she contemplates in her district, making a brief plea to the women present to use their influence in securing shorter working hours for women and children, to keep in touch with homes for the aged and infirm, etc. The aims of the W.O.N.A.R.D. were highly approved by Mrs. Vosbrink and she expressed the wish that the wives and daughters of men engaged in other callings could band together as have the women members of druggists' families.

Druggist's Wife Causes Burglar's Capture.

ST. LOUIS, March 20.—Mrs. Herman F. Helwig, wife of a druggist at 22d street and Chouteau avenue, had an exciting brush with a negro burglar at her home at 2320 Whittemore Place. She grappled with the negro but he broke loose. He was captured later after she raised an alarm.

Getting Even.

By Joel Blanc.

I HOPE that I am in error, but it seems to me that there have been developments within the drug world during the last twelve months which have offered unusual opportunities for the self-immolation of those who allow the twin imps of anger and spite to control them for even a passing moment. In organized drugdom new party and policy lines have been drawn. The line of demarcation between professional and commercial practice and between the physicians and manufacturers has become clearer. A multiplicity of issues has tended to the formation of groups which are almost caste-like in their radicalism and under such a condition of division and subdivision, personality has found greater play and tended to foster individual likes and dislikes.

"I'll get even with him if it takes me ten years!" How often we hear those words spoken or some similar expression. Fortunately, in the majority of cases, the words are uttered in the excitement of a momentary passion, while the injuries which brought them forth are soon forgotten, or still better, forgiven.

Sometimes, however, the spirit of revenge lives until it grows into an enslaving fiend. Gradually it saps mental vigor until finally the body sinks beneath its consuming fire. In our world men frequently build a funeral pyre of commercial wreckage, upon which the incineration of the mental and material self takes place.

The spirit of revenge may be born of any one of a number of parents. Whether it be propagated by injustice, envy, jealousy, ignorance, conceit or any other of the many causes which produce it, the victim invariably says, and what is more, absolutely believes, that he or she has suffered a great wrong. This being so, and for the sake of securing an hypothesis, let us concede that the individual who determines to "get even," always has a base of real injustice upon which to build the lurid altar of revenge.

The soul of one whose thought is given to a desire for revenge at once becomes seared and awry. Passion in itself is a fever. The pulse rapidly responds to the heat of anger, the brain answers with throbs of agony, and resentment brings stagnation and premature decay to the digestive system. These ailments breed fever, fever leads to delirium, and so, although perhaps in unmeasurable part, the man who is "getting even" is irresponsible.

The person who is absorbed in one line of thought and effort is a monomaniac. This is no less true of the one whose thoughts are largely unspoken than it is of the insane chatterer. That the revengeful man or woman becomes, in a measure, insane, is proved by his or her actions. Surely, one must be under the influence of a mania who would attempt to wreck a business, organization, or government merely to get even with one who is but an unimportant fraction of the directing force of such institutions.

In what I am saying I am giving no consideration to the damage the revengeful man does to others. In the fall of the temples I am considering only the blind Samsons who pull the edifice down upon themselves and the self-inflicted injuries which follow.

Nearly every one can recall some man or woman among his acquaintances whose character and career offers a sad proof of the terrible results of vengeance upon the avenger. You may take a broad, evenly balanced and highly intelligent man, and if you will watch him as hate enters and grows within him, you will note how the sands of character commence to run from him. At first an occasional grain escapes, but gradually the flow grows steady and strong, ending in an outpour. You will notice that his previously truthful lips commence to drip exaggerations. At first he begins to magnify the faults of the man he is getting even with. Ere long, as he reaches the stage of outright lies about his enemy, he commences to exaggerate about friends as well as foes. Falsehood flows on in an increasing volume and becomes characteristic of his language generally. So the revengeful man becomes a liar.

At first the determination to get even is expressed in smiling words. As the flame of hatred burns higher, hotter and farther within the man's being, the smiles give place to sneers, the wrinkles of laughter deepen into scowls, invective gives place to sarcasm which in turn breeds a sullen silence, and then, melancholia opens the way for mental ruin.

The one who is absorbed in thoughts of "getting even" draws from his business or profession that upon which it depends for success. His planning for the welfare of his family and himself through furtherance of business interests, decreases. Instead, he gives his most ingenious thought to the construction of weapons with which to vanquish his enemy. He not only takes from his business the mental strength which the continuance of his business demands, but what he takes away becomes so distorted that it can never be restored to its original noble uses.

How truly it may be said of many men and women that they have been "damned with faint praise." A little passing honor, a fleeting office, a few unexpected dollars, a little flattery, and then the ego grows so rapidly that the victim, wherever the mental gaze may turn, sees but the reflection of self. Thinking, talking and living for self alone distorts every generous impulse and the unfortunate one expects the world to think, talk and live for nothing but to push forward his own personal and selfish ends. To such a one, "He who does not praise me curses me." So the bitterness creeps into the self-made Eden. The deluded one, through self-idolatry, becomes a brazen serpent, and his tongue drips its venom upon all who do not laud the serpent. It is thus that conceit as well as injustice breeds the spirit of revenge and leads to financial, mental or physical breakdown.

To the man who is trying to get even, none are his friends unless they are enemies of his enemies. He expects his friends to espouse his cause and to sunder life-long friendships for his sake. To his distorted mind servility becomes the only proof of friendship. For the sake of "getting even" he will plunge blindly into some cult, ism, or party just because his enemy has espoused the other side—and he expects his friends to throw judgment, self-control and material salvation to the winds and to follow him. When his friends refuse to blindly follow, he forsakes them and imagines that they have forsaken him. So he multiplies his hatreds by multiplying his enemies, and keeps up this system of multiplication until he has himself become a zero in the calculations of mankind.

Spite! There is something snappish and cowardly in the very appearance and sound of the word. Yet men and women of mental breadth and erstwhile strong characters will allow petty spite to fret and force them into mind-wrecking fevers. An insult which should have branded the insulter deeper than it could have branded the insulted, will sometimes bring the insulted one to the level of a creature whom he should have kept beneath his mental gaze and beyond his mental hearing.

Anger is a degrader; those who are drunken with it shame their blood and birth, forget all the lessons of their breeding, stain their hands with the mud they stoop to grasp, and to "get even," wreck their high estate and sink into degradation!

And though the plotted revenge be accomplished, what then? He who for vengeance's sake has dragged another down, has but dragged that other down upon himself. For all the remaining days of his life, the avenger feels his victim's weight pressing upon his conscience. Though he may hear the plaudits of the brutal few, he sees the look of abhorence upon the faces of the manly many when they hear his boast, "I got even." When too late, he finds that he has grasped a hiltless sword which has given him deeper wounds than those he has inflicted with it.

So let us understand that there is nothing manly, nothing commendable in getting even through revenge. There is just one way in this life in which the injured one may truly get even, just one way through which a victory over an enemy becomes a permanent and honorable victory. Vengeance has no part in it. Envy, spite, conceit, jealousy, greed have no part in it. You have heard about heaping coals of fire upon an enemy's head. If you will just study along lines suggested by what I have written and study yourself, you will realize that the only way to keep coals of fire *out* of your own head is to heap them *upon* your enemy's head.

Prof. Lloyd Will Write Fiction.

CINCINNATI, March 20.—Prof. John Uri Lloyd, scientist and author, will devote his spare time from now on to writing fiction. He has not written any fiction for the past five years, as he has confined himself to writing on scientific subjects, cataloguing the poisons of the world and doing much other work in chemistry and botany. He says he feels he is entitled to some recreation and he expects to get it by writing fiction.

JOSEPH BILL MEETS UNEXPECTED OPPOSITION.

Druggists Abuse and Doctors Are Prey on Public Says Representative Medical Company at Hearing.

ALBANY, March 23.—At the hearing of the Senate Joseph Bill before the New York State Assembly committee on codes, the most opposition offered came from an unexpected source. A representative of the Brooklyn Medical Service Co., a 10c. per week subscription society, stated that the company had on its books in the Borough of Brooklyn, 12,000 subscribers, about 100,000 cases were treated per year and 29 physicians were retained to do this work. Moreover, he said, the company actually does charitable work. The treatment given is largely preventive. As soon as the subscriber becomes sick he or she calls in the company physician. It is up to the physician to get the patient well as soon as possible, whereas the regular physician endeavors to keep the patient sick as long as possible. If the company is permitted to live, he argued, it will eliminate four-fifths of the private physicians who are only a prey on the public. It will also eliminate the druggists who are unnecessary and abuse the public. More or less unsatisfactory replies were obtained when the speaker endeavored to answer such questions put to him by the physicians and pharmacists present, as "How much of a drug store do the company's physicians carry in their grips?" and "What kind of a reputation have they?" The representative asserted that the company employed the best talent.

In advocacy of the bill, a representative of the Italian Medical Association and Italian Immigration Society made a very strong and dignified plea. The discussion was opened by Peter Diamond, of New York City, who represented the joint conference of physicians, dentists and pharmacists held there recently. He read the amended bill and then said he would speak for the pharmacists, allowing the representatives present of the other two professions interested to speak for themselves. He said that the main ground upon which the pharmacist was entitled to protective legislation was that the public demanded that full responsibility be placed on the shoulders of the druggists. Pharmacy, through the prerequisite and college requirements, is on the same plane as medicine. That being true, pharmacists require the same protection as do physicians. Of course, there are exceptions, the proposed law needn't necessarily apply to those selling patent medicines, toilet articles, etc., things anyone can carry.

Dr. William Muir and John L. Goldwater also spoke on behalf of the bill, the latter representing the Bronx Medical Association. Dr. H. L. Shaw, of Albany, representing the State Medical Association and the Society of Medical Jurisprudence, and a member of the Italian Medical Association, also an ex-member of the Assembly, although not directly representing any organization, spoke strongly in favor of the bill. Assemblyman Aaron Levi, member of the committee on codes, expressed the opinion that pharmacy was more important than medicine, inasmuch as the physician might make a mistake in his diagnosis not necessarily dangerous, whereas the pharmacist, if he should make a mistake in his dispensing, might at all times bring about disastrous results.

Those present at the hearing think that the bill will be reported out in some form.

JOSEPH BILL ACTED ON AT JOINT MEETING.

Proposed Legislation Not at all Ideal, but Will be Improved by Amending it Subsequently.

Upon invitation of the New York Retail Druggists' Association a number of more physicians, dentists and pharmacists attended a mass meeting held recently at the New York College of Pharmacy for the purpose of discussing a bill to prevent the practice of the three professions by corporations, introduced by Assemblyman Joseph of Albany.

Peter Diamond, chairman of the legislative committee of the N.Y.R.D.A., presided, and Louis Back, D.D.S., acted as secretary. After the appointment of a committee to draft resolutions to present at the meeting of the joint committee, Dr. Charles Conrad Miller, Dr. William Carr, chairman New York State Dental Society, and John L. Goldwater, a retail druggist, was appointed to revise the bill.

At a subsequent meeting of the joint committee, which was held at the New York College of Pharmacy, at which Mr. Diamond presided, the resolutions passed by the meeting, a new form of bill was presented as drawn by the committee. This classes as a misdemeanor and makes liable to a fine of $5000 all corporations that shall practice pharmacy, dentistry or medicine as a business; any corporation that shall advertise as conducting such a business; any pharmacist, druggist or dentist who shall engage in such business, etc., etc., these provisions excepting hospitals, benevolent and charitable organizations, infirmaries and dispensaries.

Dr. Elmer, Dr. Stark, H. B. Thayer, Dr. William Carr and others spoke, after which the bill as read was unanimously endorsed.

Dr. Frank Van Fleet was elected treasurer to collect funds to cover the introduction of the bill. As a committee to represent the combined professions at the hearing before the committee of codes, in Albany, the following were appointed: H. S. Carter, M.D., Dr. Chas. C. Linton, 12 West 40th street, dentist, and J. L. Goldwater, pharmacist.

MANHATTAN PH.A. ENDORSES JOSEPH BILL.

Dr. Green, Only Dentist Opposed to It, is Sharply Rebuked by Peter Diamond and Other Members.

The March meeting of the Manhattan Pharmaceutical Association, held at the New York College of Pharmacy and presided over by President Charles H. Lowe, was the occasion of a general discussion of the Joseph Bill. On the motion of G. H. Hitchcock, $25 was unanimously voted for legislative work in connection with this bill.

Peter Diamond said the legislators would refuse to favor the bill unless fines collected through successful prosecutions of violations should go to charitable institutions or the State and not to the societies doing the prosecuting.

Dr. Henry Green inquired why it was that the doctors and dentists were included in the bill. "At any rate, leave out the dentists; the bill won't do them any good. Ninety-five per cent of the dentists advertise," he said, "and are not corporations. The bill is doing dentistry a damage; it will put it back twenty years."

Mr. Diamond, when he could get the floor, asserted that Dr. Green had bunched together a lot of things of which he was very ignorant. "At the joint meeting Dr. Green said that 'Dr. Carr was a fine gentleman,' and tonight he says that 'Dr. Carr has six delegates in his pocket.' He has evidently had no experience in legislative work."

Dr. Weinstein said that 25 or 30 dentists with whom he had held conversation had commended the bill and he would like to know why they didn't agree with Dr. Green. The latter's objections, he thought, were individual.

The Joseph Bill was unanimously endorsed and President Lowe, G. H. Hitchcock, Thomas Latham and Hugo Kantrowitz were chosen as a committee to be present at the hearing in Albany. Dr. Ed. L. Spitzer, 35 West 113th street, was made treasurer to collect funds for legislative expenses.

Through Courtesy N.Y.R.D.A. Doesn't Oppose Hill Bill.

At a recent meeting of the New York Retail Druggists' Association the Joseph Bill received the unanimous approval of the members. The Hill Pharmacy Bill, which was one of the principal subjects of discussion, has occasioned much hard feeling among the members. In fact, it has been only through courtesy to the State Ph.A. that the organization has not had its representatives appear against the bill at Albany. The opposition is to the concessions made to the jobbers, the wood alcohol clause, the allowing of foreign clerks to practice in this State on the payment of $25 and giving the enforcing of the Pharmacy Law to the Attorney-General. The latter, the members think, savors too much of the magistrate's court.

Pharmacy Bill Amended—Expected to Pass.

ALBANY, March 24.—The Hill Pharmacy Bill has been amended in some minor details, eliminating several ambiguities and providing that prosecutions of law violators in progress when the bill becomes a law shall be continued by the new board. [illegible] a delegation of [illegible] who have been urging the passage of the bill with the hope that the cases against them would lapse with the abolishment of the old board. Assemblyman Conklin has introduced two pharmacy bills, one abolishing the present board and the other investing the State Board of Health with the enforcement of the pharmacy laws. It is expected, however, that the Hill Bill will be passed.

John B. Cobb Tells the Era Aims and Purposes of Riker Corporation.

Only Six New Stores a Year, Field Limited, No Big "Chain" Desired and a Simple "Mind One's Own Business" the Policy—Will Fight Liggett to the End.

That the Riker corporation has any intention of driving the other retail druggists out of business or constructing a gigantic "chain" of drug stores throughout the country was emphatically denied recently by John B. Cobb, of this city, who is at the head of the William B. Riker & Son Co., in an interview with a representative of the Era. Mr. Cobb read the dispatch from Baltimore printed on page 237 of the March Era, in which it was stated that he was interested in a combination of tobacco interests which was planning to secure a complete monopoly of the retail drug trade of the country. Commenting upon it, Mr. Cobb said:

"Those statements are nonsensical, so far as they affect me. It would be a waste of time to discuss them. It is simply a newspaper sensation, and I do not think anybody believes such statements."

It was explained to Mr. Cobb that some people do believe sensational stories, whether true or not; that many retail druggists were alarmed concerning the newspaper reports and that publication of the truth was desirable for the purpose of clearing the atmosphere.

"If it will do any good to anyone," said Mr. Cobb, "you may say as flatly and as plainly as you can that I am not a stockholder in the United Cigar Stores Company and never was; that is not my proposition and never has been. The American Tobacco Company is not engaged in the retail drug business through me; nor is the United Cigar Stores Company so engaged. Any reports of that nature are untrue."

"I presume you have noticed the reports that conferences have been held within the last two months between the heads of William B. Riker & Son Co. and the Hegeman & Co. corporation looking toward a cessation of rivalry and the consolidation of the two interests? Is that true?"

No Negotiations for Riker-Hegeman Consolidation.

"It is not so," replied Mr. Cobb. "I have not seen Mr. Ramsey, of Hegeman & Co., or any of the others in more than a year and there have been no such negotiations. The last time I saw Mr. Ramsey was, I think, at a dinner of the North Carolina Society and that was a purely social meeting."

"Nor have I seen any of the Hegeman people in more than a year," added A. H. Cosden, general manager of the Riker stores, who was present at the interview.

"Many people have an idea that your purpose is to wipe out the small retail druggists and form great chains of drug stores," said the Era representative. "Can you give me some idea of your purposes in that respect, Mr. Cobb?"

"Our purposes seem to be misunderstood," said Mr. Cobb. "We have simply been engaged in extending our business in a conservative manner in the interest of consumers who desire our products and the public generally and in the territory in which we undertake to serve them. We are not fighting anybody and we are not seeking to create a monopoly. We are simply decently covering the territory so that people who appreciate our service can come in and buy goods of us."

Only Six New Stores a Year Established.

"But are you not constantly invading new territory with branch stores?"

"The contrary is the case. We have been in operation for three years and in that time have only established three new branches outside of New York City and Boston, all of them being in the immediate vicinity of those cities. One of these is the Riker store in Newark, N. J., near New York. The other two are at Lowell and Lawrence, Mass., near Boston. We are not trying to expand beyond the cities in which we are located, which of course includes the suburbs. During the three years we have established 18 stores—at the rate of six a year. As we now have a total of 30 stores, at that rate of growth we might go on organizing new drug stores and at the end of 300 years we would not have anything approaching a monopoly of the drug trade of the country."

Asked about the big "chain" of stores planned by the American Druggists' Syndicate, Mr. Cobb said that he was not sufficiently informed regarding the details to express an opinion, but in any event he did not care to discuss the plans of other enterprises.

"I can only look at the subject of chain stores from the Riker point of view," said Mr. Cobb. "We would not want any chain of drug stores with a membership of 12,000 or 15,000. It would not be feasible, nor would it conform to the Riker idea of practicability. As I have just said, our own policy of expansion is limited to the conservative development of our own territory. If the other fellows let us alone we will not bother them. All we care about is to increase the business of the Riker stores along legitimate lines."

Regarding general business conditions, Mr. Cobb said that the trade being done by the Riker stores was very satisfactory and that quite some sale had developed in a jobbing way outside of the Riker stores for products manufactured by the corporation. Mr. Cobb was thoroughly optimistic and indifferent to anything except the promotion of trade in Riker goods on the principle of attending strictly to one's own business and letting other people do the same.

Controversy Over Liggett Sale Taken to Court.

Regarding his controversy with President Liggett, of the United Drug Company, over the sale by that company of its control of 21 drug stores to the Louis K. Liggett Company, Mr. Cobb said that following the Jersey City meeting of stockholders he had instituted an action in the Massachusetts courts, through Attorney Whipple, with a view to restoring the control of the stores to the United Drug Company. Mr. Cobb said that the price given for the property was not an adequate sum and he proposed to fight the sale until the courts came to a final conclusion, one way or the other, although he hoped and expected that his contention would be sustained.

Regarding the ownership by Manager Cosden of ten shares of stock in the American Druggists' Syndicate, Mr. Cosden said: "The amount is small and the ownership has no especial significance. I have never received any cash dividends; I believe once or twice I received notices about drawing merchandise as dividends. Compared with the total A.D.S. stock my ten shares do not amount to anything."

At the time of this conversation the injunction suit of William B. Riker & Son Co. against the United Drug Company, to preserve the Rexall agency in Boston and New York for the Riker stores, had not reached a hearing in the New Jersey Chancery Court, although it had been pending more than two months. It is on the calendar for April 7.

"The delays have all come from the other side," said Mr. Cosden. "We have been ready to go on with the suit."

MR. LIGGETT TESTIFIES IN REXALL STORE SUIT.

Refuses to Answer Many Questions Propounded by Mr. Cobb's Counsel—Some Details of the Big Transfer.

Boston, March 24.—Counsel in the suit of John B. Cobb vs. the United Drug Co., Louis K. Liggett and the directors of the United Drug Co., which has been entered in the Supreme Court of Massachusetts, asking for an injunction to restrain Louis K. Liggett and the Louis K. Liggett Co. from disposing of certificates of common stock in the latter company, have filed a list of 39 interrogatories in the court seeking to learn from the defendant the basis for the statements alleged to have been made by Mr. Liggett in a circular explaining "Why the Louis K. Liggett Co. was formed."

The questions also seek to ascertain the officers of the new company, whether they are employees of the United Drug Co., just what stocks were turned over by the United Drug Co. to Mr. Liggett, and what consideration was given therefor, and whether in the opinion of the defendant the consideration was a fair equivalent for the property received. Some very plain questions are asked which might appear to impugn the integrity of the defendant, or at least to impugn the honesty of his motive in making certain statements in the alleged circular, and in a subsequent address made at Chicago when the purpose of the Louis K. Liggett Co. was outlined.

A considerable number of the questions seek to learn the exact condition of the various subsidiary drug companies which were controlled by the United Drug Co., and which were subsequently transferred to the Louis K. Liggett Co. These companies include the Hall & Lyon Co., Cahoon-Lyon Drug Co., Gray & Worcester Co., Dwight-Nye Drug Co. To most of

the questions or that portion is appended the following answer:

"I am advised that I am not required to answer [illegible] questions not pertinent to the question of the reasonableness of the charges made, and for other reasons also I am not required to comply with this request, and therefore I decline to do so. I leave the matter to the court to enforce."

Q. Please state your name, residence and occupation. A. Louis K. Liggett, 234 Chestnut Hill Avenue, Boston. I am president and general manager of the United Drug Co., chairman of the board of directors of the National Cigar Stands Co. of New York, president of the Louis K. Liggett Co., president of the Gray & Worcester Co., president and general manager of the Cahoon-Lyon Drug Co., chairman of the board of directors of the Hall & Lyon Co. of Rhode Island, president of the United Drug Manufacturing Co., and president of the Richland Vale Springs Water Co.

Q. Is it a fact that you prepared or caused to be prepared and circulated a pamphlet to secure subscriptions to the notes of the Louis K. Liggett Co.? A. Yes, but not for that purpose only.

Q. In what sense did you mean to say that "on September 1, 1909, the assets of the stores controlled by the Louis K. Liggett Co. were $1,056,124.83? A. To the stores of the Cahoon-Lyon Drug Co., Hall & Lyon Co., Cranston Drug Co., Gray & Worcester, Dwight-Nye Drug Co., and Williamson & Watts.

Q. At the time the pamphlet was issued did you have any figures showing sales and expenses of the said five companies for the first nine months of the year 1909? A. No, not for nine months.

In answer to the interrogatories asking him to make a statement of the gross sales and gross expenses of each of the five companies during 1909, showing the net profit or net loss, and a monthly statement of the gross sales, and the gross and net profits of each company, which the pamphlet sets forth, the defendant replied that he was not required to answer such questions.

Q. At the time the pamphlet was prepared, did you believe the following statement to be true: "The figures above are not estimated figures. They are the figures taken from the balance sheets of the businesses which have been under the direction of Mr. Liggett since January 1, 1909, many of them from one to two years longer, during which these businesses have shown a very rapid advancement in gross sales and a still more rapid and increasing return in net profits." A. The question is made misleading by separating the language quoted from the context. The language quoted was preceded by the statement that: "It is a conservative estimate that for the year 1910 the 21 stores mentioned above will show," etc., and by other statements that the Liggett company "will own outright 30 stores," "will have assets," and "will have cash in bank." The whole taken together obviously means and can mean only that the conservative estimate for the year 1910 is based not on estimated figures but on the figures of business actually done. This statement I did then and do now believe to be true.

Q. Is there any statement contained in the quoted circular which you believe to be inaccurate or untrue? A. No, except that I had exact figures for eight months, and the ninth month was estimated on the basis of the eighth.

Q. Did you convey or cause to be conveyed to the Louis K. Liggett Co. the shares of stock of any corporations which you had acquired from the United Drug Co.? If yes, please state fully to exactly what consideration in stocks and notes of the Louis K. Liggett Co. you received therefore. A. Stocks turned over to the Louis K. Liggett Co. which were purchased by me from the United Drug Co.:

[illegible] of the Dwight Nye Co.	$[illegible]
[illegible] of the Cranston Drug Co.	[illegible]
2004 shares of the Hall & Lyon Co.	200,400
1575 shares of Gray & Worcester	15,750

Received in payment $383,180 collateral notes of the Louis K. Liggett Co. and 4693 shares of common capital stock of the Louis K. Liggett Co.; I delivered the stock as above and agreed [illegible] notes of the Louis K. Liggett Co. and did endorse a large proportion of them; 205 shares of the common stock of Williams & Watts to be turned over as soon as I purchased certain stock in this company which is contracted for, which will give me a majority of the common stock in this company.

Q. What consideration did you give the Louis K. Liggett Co. other than the securities which you purchased from the United Drug Co.? A. I endorsed the notes of the Louis K. Liggett Co. to an amount of $400,000, and agreed to endorse notes of a total [illegible] in good faith of $1,200,000.

Q. Did you, in good faith, believe that the consideration which you gave to the Louis K. Liggett Co. in exchange for the stock and notes given you equivalent in value to the total of the par value of the stock, plus the face of the notes? A. No, not the par value of the stock. The stock was not worth its par value. Whether it had any value whatever was a matter of speculation.

Q. Did you in good faith believe that the consideration that [illegible] Louis K. Liggett Co. in exchange for the notes and stocks issued to you equalled in value the par of the stock [illegible] A. No.

The directors of the Louis K. Liggett Co. are named as follows: Louis K. Liggett, president; Walter Jones Wilson, vice-president; [illegible] A. W. Campbell, secretary; [illegible] and Edward B. Hussey, John S. Barry and E. W. Davis, directors. Messrs. Wilson and Davis are the only officers named in the connection of the United Drug Co.

CULLOM BILL "RED TAPE" AND LEGAL STATUS REVISED N.F. DISCUSSED BY N.Y. BRANCH.

T. P. Cook and Dr. Muir Object to Annual Cocaine Tax as Placing Retailer Under Federal Control and Creating Unneccessary Expense—Committee Decides Against Scientific Section.

At the March meeting of the New York Branch of the American Pharmaceutical Association held in the College of Pharmacy, legislation and the revision of the National Formulary were the principal subjects of discussion.

Thomas P. Cook, chairman of the committee on education and legislation, reported that the Pharmacy Bill had been amended and put up for third reading. He opined that the A. E. Smith cocaine bill would probably become a law, and that the Donovan cocaine bill would not pass.

Hearings were likely on the Cullom Bill at Washington, he said. This bill, which requires $1 annual tax of retailers and $10 annually of wholesalers who handle cocaine, opium, morphine, etc., was strenuously opposed by Dr. William Muir as a burden, not so much on account of the money expenditure but because of the red tape connected with paying the same. A bondsman would be necessary and probably a bond of $5 or more; much valuable time would be wasted in not only filling out blanks but in traveling to and from the proper Federal office to make payment. He didn't see what the tax controlled, for it didn't stop sales. In fact, it was only a means of making the pharmacists pay the expense of gathering cocaine statistics. Mr. Cook also protested against this bill.

The legal aspect of the National Formulary was discussed by A. M. Roehrig, he asking how the dropping of N.F. formulas would be regarded legally. These formulas, he contended, were now a part of the National standard and there was no provision in the law for a revision. He said that manufacturers of U.S.P. VIII and N.F. III preparations would claim them as standard when these books are revised, on the ground that: "Why this is according to the law when the standards were adopted." He thought that the legal situation should be given careful consideration before formulas are changed. Hugh Craig thought that the Food and Drugs Act would have to be amended to accept new standards. Dr. Muir said that the law was based on intention, any improvement becoming law even if such additions are not mentioned. He also expressed the opinion that the U.S.P. and N.F. should be revised at the same time and not five years apart.

The admission of too many formulas into the N.F., Dr. William C. Anderson said, was a cause of suffering to the pharmacist since it caused a great accumulation of official preparations which he must keep on hand to meet demands and involved holding a large amount of capital in stock. It also gave the physicians so voluminous a book that many would ignore it altogether. He suggested that under each head be placed one good preparation which can be made by every pharmacist without too much detail and loss of time.

Anent counter-prescribing, he said that it was mostly due to the inadequate teaching of the colleges of medicine.

On the work of the N.F. Committee of Revision, President Raubenheimer reported that Prof. James H. Beal, chairman of the committee, had divided the work so that the book would be published within one year after proper report had been made to the mother association. It will probably be divided into two parts, one to be devoted to the formulary proper and the other will contain symbols, drugs used in the preparations, standards, etc. If the latter were not included, cases based on the N.F. as a standard might be thrown out of court.

As chairman of the special committee having in charge the proposed joint meeting of the members of the branch and the physicians of the New York County Medical Society, Mr. Hitchcock reported that the same might be held next month if the executive committee of the latter organization has the power to call it. For this occasion Dr. Weinstein favored the use of the lecture room in the college in preference to securing a suitable room in the Academy of Medicine. Such a move would not only save $30 but might serve to impress those visiting physicians who did not know the college had a fine building of its own.

To solicit dues from delinquent A.Ph.A. members Caswell Mayo, Hugh Craig and Otto Raubenheimer were made a committee. An exhibit of sample N.F. preparations was discussed. It was decided not to form a scientific section.

New Charter for the A.D.S., American Drug Stores Incorporated.

Stockholders Vote Against "Chains", but Favor Helping Stores Threatened by Big Rivals Owned by Corporations—Prominent Men Discuss Present Conditions.

The American Druggists' Syndicate, at its recent stockholders' meeting, voted to increase the capitalization to not more than $25,000,000, at a rate of not more than $2,500,000 a year. A majority of the stockholders opposed the proposed big chain of 12,000 stores, but favored treasury aid to members threatened by chain stores. Manager Goddard will run a sample store in New York, until the next annual meeting, to show the effects and results of A.D.S. supervision of drug stores. The directors were given power to act as they decided wise in the matter of aiding or protecting members of the organization. Up to the time of going to press the directors had taken no action either way in the matter of establishing the "chain."

The Rhode Island charter of the A.D.S. has been abandoned and a new incorporation secured under the laws of New York State. The amount named in the papers is $250,000. The incorporators are Mr. Goddard, Dr. Anderson and George W. Hackenberger. Under the new charter the officers elected at the last annual meeting were re-elected.

To take care of anything that may be done by the directors in the chain matter the American Drug Stores has been incorporated with a nominal capitalization of $1000.

The ERA has obtained the opinions of numerous qualified druggists regarding "chain" stores, some of which are given in the following pages, with more to be printed in future issues of the ERA. John B. Cobb, head of the big Riker chain, is quoted on page 341 as to his views on this phase of drug trade conditions.

Pharmacology committee of Chicago Medical Society has passed a resolution calling on the N.A.R.D. to make the A.D.S. stop selling patents made of doctors' prescriptions.

At the March 22 stockholders' meeting of the American Druggists' Syndicate, at which possibly 400 members were present, some of them traveling long distances to attend, President Charles Huhn presided. The meeting was held in the A.D.S. factory at Long Island City, New York. A resolution was adopted authorizing the increase in capitalization from the present $200,000 to not more than $25.000,000, this increase, however, not to be made at once but at the rate of about $2,500,000 per year.

As to the establishment of a chain store system as was discussed at a previous meeting in Manhattan, the out-of-town members, with the possible exception of one from Perth Amboy, N. J., where the competition of the Lauer Drug Company is beginning to be felt, strenuously opposed the idea. Manhattan members did not like the chain store idea, either, some arguing that between chains already established and an A.D.S. chain the independent A.D.S. proprietor would be crushed. They thought the A.D.S. should lend its protection and support to members in order that they might meet competition, rather than actively enter the field itself.

Some complained that the A.D.S. did not sell the staples needed in the ordinary transaction of a drug business and it was the ability to secure these at low prices that would enable members to stand up against competition. However, as it was obvious that there was no other way to fight drug store chains already established, the Manhattan members favored fighting them with their own weapons.

Several plans for the establishment of an A.D.S. chain were outlined by C. H. Goddard, the secretary and manager. One of these was the forming of a subsidiary corporation to be known as "American Drug Stores," which name has already been incorporated at a capitalization of $1000. This corporation would take over a controlling interest, say 51 per cent, in the stores of A.D.S. members hardest hit by chain store competition.

The proprietor, holding the remaining stock in his own store, would be left in charge. The store would be renovated. The proprietor would have the services of A.D.S. window dressers, A.D.S. advertising, etc., all of which he would pay for in proportion as used; he would have the benefits of A.D.S. goods and prices, etc. The store would bear the name of the proprietor as formerly, but in one corner of the windows would be placed a placard bearing the legend, "American Drug Stores," and beneath that, "Anti-Trust." The latter, as was explained, would attract the sympathy of the public, which is always ready to get back at the "trusts."

In connection with this exposition of the advantages of the drug store chain it was announced that on a certain day in March the Wm. B. Riker & Son Co. had opened six new drug stores, that the Hegeman corporation had acquired the Hudnut Pharmacy, 925 Broadway, and that the latter corporation was making most strenuous efforts to secure the five Jungmann drug stores. Also, that besides the several chain store schemes outlined, there were at least ten others which had been worked out but could not be divulged at this meeting.

Many of the absent members were represented by proxies, over 5000 being made out to Mr. Goddard, Dr. W. C. Anderson 42, and various others present represented two, three and four absentees, respectively. Most of the proxies contained the answer "No" to the question asking if the stockholder approved the purchase by the A.D.S. of drug stores threatened by the chain systems, but answered "Yes" to the question asking: "Would yon confine the activities of the treasury to aiding members who are threatened by such competition?"

The question of establishing an A.D.S. chain of drug stores was finally left to the executive committee of the board of directors for action.

To prove what A.D.S. goods, prices, methods, etc., can do with a drug store which at present is practically a failure and unable to meet the competition of a nearby chain store, Mr. Goddard and several others have become interested in a drug store at 70th street and Broadway. This store will be photographed as it is at present and when renovated will be again photographed. Daily accounts will be kept on separate sheets of paper and at the next annual meeting, photographs and accounts will be shown to the stockholders and it is anticipated by Mr. Goddard that the store will show net earnings on capitalization after renovation of 25 per cent.

A lengthy pamphlet, the purpose of which is to interest druggists, doctors and nurses in A.D.S. goods and A.D.S. stock, was read. This pamphlet speaks of the advantages of the A.D.S. "pharmacopœia," "which can be revised at any time." It will be mailed to doctors throughout the country.

Several Philadelphia members who essayed to hold the floor at various times were somewhat "squelched," Mr. Goddard asserting that when the secession of the P.A.R.D. was yet an open question, the A. D. S. didn't have a single member in Philadelphia who would champion its cause. It developed that one member had his shares in his wife's name and owed the A.D.S. $58. When these facts were divulged, he was hooted off the floor.

JOBBERS AND AVERAGE RETAILERS AFFECTED.

If Square Dealing Prevailed There Would Be No Need to Safeguard Either—Believes in Prevention.

By Samuel C. Davis, Ph.G.,
analytical chemist and expert prescriptionist, Nashville, Tenn.

In a very few words I believe I can sum up the subject from the retailer's side by two quotations:

(1) "An ounce of prevention is worth a pound of cure," and if the progressive retailer wishes to be absolutely on the safe side he should take advantage of all safeguards and helps that are offered him to place himself in an independent buying or selling position. It is certainly to the retailer's advantage "to build the stable, place in the horse and lock the door" before too late.

(2) This is an age of combination, and the retail druggist must sooner or later face the inevitable question of competition through combined capital, as is being done every day by other lines of trade, viz.: the dry goods, department, and 5 and 10 cent stores.

Personally I do not believe the average manufacturer of National reputation and who is a consistent general advertiser is to any large extent interested in this question. It is the jobber and the average retailer who is being affected; the chain of store firms handle the well known goods to a large

[illegible] buy direct from the manufacturer and [illegible] the jobber so with the [illegible]

I am sure [illegible] that at this date [illegible] ers of the wholesalers organization are considering the [illegible] same proposition as is the case. Though if the [illegible] agents" to the retailer an chain of stores or [illegible] of retailers' combination will be needed to safeguard either side.

BLAMES MANUFACTURERS AND WHOLESALERS.

Prominent Pacific Coast Druggist Attributes Present Conditions to Failure to Protect Prices.

By EDWARD L. BALDWIN
of the Edward L. Baldwin Co., San Francisco, Cal.

Before giving my opinion in regard to the American Druggists' Syndicate plan of forming a co-operative chain of twelve thousand stores, I would like to review the causes which I believe have led up to present conditions in the drug trade. A chain is no stronger than its weakest link. When the retailer, wholesaler and manufacturer were getting their just proportion of profits, everything went along smoothly.

The first link of the chain was broken when the manufacturer and wholesale druggist failed to protect the retailer's profit.

Several years ago I had the honor of addressing the members of the wholesale drug trade, assembled in convention at Del Monte, Cal. At that time the cut-rate problem was at its acute stage, and I stated my belief that the wholesaler and the manufacturer would be the losers in the end, if they failed to protect the retail selling price of proprietary goods.

I believe I can show that this has come to pass. Millions of dollars' worth of new proprietary remedies were sold last year without the aid of the jobber, and all this cut down the sale of the well known proprietaries.

The manufacturers of these were first appealed to by the drug trade of the United States, to protect the selling price of their goods. Their answer usually was, "We cannot protect the selling price of our remedies." If a druggist had the audacity to urge the matter, he was sometimes told that as long as the goods were advertised, he (the druggist) would be obliged to sell them, cut-rate or no cut-rate. The manufacturers would not, and the wholesale druggists said they could not protect the selling price for the retailer.

The large cut-rate druggist was a jolly good fellow with the proprietary remedy manufacturer and the wholesaler as long as the game was new, and the cut was not too deep, but when a great many druggists became cut-rate druggists, the original cutters were obliged to look for new channels of revenue, and began to manufacture their own remedies, or joined the Rexall company. As this was practically a close corporation, the balance of the retail trade were forced to devise some way of competing with the cut-rate stores, or go into bankruptcy.

About this time the American Druggists' Syndicate was formed and in a short time twelve thousand retailers became members.

You may think I am a long time getting to the question, but my opinion is founded on the history of the causes that have led up to the present movement.

Do I believe in a chain of drug stores under one management? No; I do not believe it is to the best interest of the individual druggist, or of the general public.

I do not believe the American Druggists' Syndicate should go into the wholesale jobbing trade, as I believe the wholesale druggists now established can serve the retail trade better than the A.D.S. can.

I do believe that the proprietary remedies that are sold at cut rates will in time be forced from the market, if not in this [illegible] that the best protection to the [illegible] of [illegible]

I believe that the established wholesale druggists in the United States should be the distributers of the products of the A.D.S., but not until they will co-operate in protecting the retailer's interest, and stop selling at cut-rates, and in single [illegible] to [illegible] the drug trade.

The present conditions in the drug trade are deplorable, and I blame the indifference of the proprietors and wholesalers to the interests of the druggist, and so I believe that the A.D.S. movement is a protest against this indifference and will in the end result in better conditions for the drug trade all along the line.

A PROBLEM IN PROFITS FOR A.D.S. TO SOLVE.

How Can It Satisfactorily Operate a Going Concern on Profits Less Than Wholesalers Do Business On?

By CHARLES B. SHERMAN.
president Sherman & McConnell Drug Co., Omaha, Neb.

The American Druggists' Syndicate plan of co-operative manufacturing and distribution of proprietary medicines seems to me entirely practicable, and from the retailer's standpoint, such a movement is entirely justified as an offensive and defensive measure.

It is true, at the present time, there are many manufacturers of proprietary medicines who are really trying to do something to protect the retail dealer in a profit on his sales of their preparations. Such manufacturers may possibly find some reason for characterizing the retailer as an ingrate, but in doing so, they must remember that the retailer has been a long-suffering "beast of burden," as the buffer between the manufacturer and the consumer, and that, in most instances, what help he has received in restoring profit-bearing prices has come as a death-bed concession from the proprietor.

The wholesale or distributing end of the work of the A.D.S. should be equally attractive to the retailer, but just how A.D.S. promoters can hope to distribute to A.D.S. members standard goods, as usually handled through jobbing houses, on a basis of 3 per cent advance over net lowest costs to wholesalers, is something the writer cannot understand.

It would seem that in this, the regularly organized wholesalers have a most just grievance against manufacturers, and that the wholesalers are not wrong in applying the same rule to this, that old line insurance men did some years ago to fraternal insurance, namely, that "it could not last, since the cost charged for said insurance was less than the mortality tables showed it could be furnished for."

It is generally conceded that the jobbing drug trade of the country have not made any too much money, as a whole, on their investment during the last few years, and just how the A.D.S. distributer can hope to carry on this same class of business, cater satisfactorily to his A.D.S. individual clients, and at the same time make enough profit to keep a going concern in existence on profits so much less than the wholesaler has been able to do business on, these are problems that are still to be solved and it would seem, can only be settled by doing business long enough to gain results, based on the "law of averages and experience."

CHAIN FEATURE HAS NOT REACHED WISCONSIN.

Some Retail Druggists Lump Their Orders to the Detriment of the Local Jobbers, Who Protect Them.

By T. H. SPENCE.
of the Spence-McCord Drug Co., La Crosse, Wis.

The "chain store" feature has not yet reached us in Wisconsin. There are many instances of retailers owning two or more stores in the same town or city, but I know of none covering more than one town or city. There is a tendency with retail buyers to purchase lots of patents and obtain discounts or free goods and then divide the purchase with other druggists, usually buying from out-of-town jobbers, thus taking business from the local jobbers who certainly are entitled to this business, especially as they protect the retailer in doing no retailing. The writer at one time ran two retail stores in La Crosse, besides the wholesale, which was handled in separate quarters. One of these stores did the largest retail drug business ever done in La Crosse before or since I owned it, the business reaching at its best over $30,000 sales annually.

LARGE CHAIN OF SMALL STORES NOT PRACTICAL

Retailers Need Protection From the Evil of Concentration of Capital in the Drug Business.

By W. S. RICHARDSON
of Washington, Chairman Committee on Legislation, N.A.R.D.

Your letter is at hand, asking my opinion as to the practicability of the Chain Store System, which is now agitating the entire drug trade of this country. This plan is not altogether new, for some corporations have been working along this line for the past few years to promote just such schemes.

The plan to have a large number of small retail drug stores

Junior Class University of Illinois School of Pharmacy, Chicago C.P.

which are scattered all over this entire country, put under one management seems to me to be impractical, as a small store hardly pays any profit to the owner himself who often is willing to make all kinds of sacrifices in order to make ends meet. I do not think that a man working as superintendent of one of these stores would be satisfied with the probable profit of it nor could the organization itself pay as large a salary as a person should get in conducting a store. I believe that if the system were once in vogue, the organization would have a large number of unprofitable stores on hand.

On the other hand, I believe a few large stores under one management, which could be called a small chain of stores, could be conducted on a much more economical basis than that on which a large number of small stores could be operated. A large store is more attractive to the public than a small store, and the people are now educated to go to stores having a large assortment of goods from which to select their purchases. A large store can be maintained at its highest efficiency at a much smaller cost in proportion to its volume of business than a large number of small stores doing the same aggregate amount of business can be run for.

As this is the burning question of the hour, every retail druggist should give a great deal of thought to it and study out for himself what is the best solution of this question. If we are to maintain individual stores as at present, it will be necessary to have a strong National organization that will be able to stretch out its strong arms to the retail druggists and protect them from the evil of concentration of business.

TWO VIEWS OF WHAT IS BEST FOR RETAILERS.

Mr. Rogers Believes in Independence So Long as It is Possible for the Druggist to Run His Own Store.

By Fred S. Rogers.

ex-president of New York State Ph.A., of McMonagle & Rogers, three stores, Middletown.

In regard to chain drug stores: The growing importance of this idea throughout the United States is one which deserves the careful consideration of every pharmacist and, in fact, of all who have capital invested in the drug business.

So much of the proper conduct of the drug business depends upon the personality of the man behind the counter, that it is almost axiomatic to say that the same rule applies to chain stores as to the old-fashioned recipe for rabbit stew: "First catch your rabbit." First find a competent manager, then open, if you find an opening in a live town where there is need for a properly conducted store.

To a certain extent, and within reasonable limit, provided proper organization, system and capital are available, it should be possible for a druggist to profitably conduct a chain of stores. He must, however, be of such calibre as to share liberally in the profits, and to exercise considerable breadth of mind in allowing each local manager to use his own discretion in many of the questions constantly arising.

As to the obverse of this proposition, that is, whether or not a proprietor should turn his business over to the chain store company, or syndicate, I should say most emphatically, No, so long as he himself expects to be active in the business. The drug business is peculiarly one where personality counts, and while a proprietor, in many instances, could no doubt learn, through contact with others, how to improve his own business methods, I believe he is not warranted in selling a profit-paying business on any plan by which his services would be continued on a salary or part profit basis. Corporations are avowedly conscienceless, and what might seem satisfactory returns to an individual, if worked out on his own energies, might to the corporation appear inadequate and consequently unsatisfactory, with the inevitable result. By all means every retailer should conduct his own business so long as he can do so successfully.

In the large cities keen competition with the larger organizations, with their unlimited capital and better buying facilities, might make it impossible for a retailer in a small way to conduct a profitable business. Then it would be time enough to consider the question of enrolling himself with the chain store men, but not until then. In other words, unless this competition is too severe for profitable conduct of his business, a retailer should maintain his own individuality, make his own work count for himself and work out his own salvation, from the very fact that no one else is going to look after him as well as he will look after himself.

CHAIN SYSTEM THE LOGICAL OUTCOME OF A.D.S.

Drug Retailer Must be Man or Mouse, Says Mr. Frailey, Who Denies Syndicate Control of the N.A.R.D.

By W. O. Frailey, Ph.G.,

ex-president of the Pennsylvania Ph.A., Lancaster, Pa.

In answer to your request for my opinion on the co-operative chain of stores, I feel at sea on the question at present as I do not know the plan or policy of the proposed undertaking.

The A.D.S. is now operating as a chain store system, the only difference being that the ownership has not changed, but the buying advantages are practically the same as those enjoyed by a chain of stores and in some lines very much better. The plan of organizing chains of stores has been to buy the stocks of existing stands, pay for them in stock of the company and to employ the old proprietor as manager, supplying stock from headquarters.

The one fatal objection to this plan is that the average proprietor is unfit to manage a store in accordance with modern business-getting ideas, is unambitious and generally speaking, is too much of a fossil to accord harmoniously with the general scheme of co-operation.

The best proof of this statement is that many of the druggists who today own membership in the A.D.S. allow themselves to be persuaded by the traveling salesman into giving him their orders, and to ignore a source from which they might save 20 to 40 per cent on the buying end of their merchandising. Nowadays, a man should be a man or a mouse, whether the doubt comes in business, the home or the church. He must

have fixed and definite lines and policies in conducting his business and he should follow out his policies until they are a [illegible] failure and need changing.

Personally I am so well satisfied with the A.D.S. and its present policies that I would be ready to meet any and all competition from chains or single links of stores. Should the chain system be organized, one of the first necessities will be starting a school for the education of managers along modern business lines.

The tendency of the times is toward concentration and centralization of interests, and capital and the retailer will have but little chance for success against the large and more powerful interests. The A.D.S. is already organized and can now rest secure on its achievements which have been phenomenal. With its large membership and equipment in plant and laboratory, its excellent force of executive officers and managers and its now smoothly working system of supply it could logically institute a chain of stores.

Furthermore, the A.D.S. owns certain assets which money could scarcely buy, but which any new corporation would miss very much. All A.D.S. members know what these assets are and are jubilant in the possession of them. All those members who have been taking advantage of the saving secured through the A.D.S. are really enthusiastic and enthusiasm is not purchasable with coin of the realm.

Another feature of the drug world I would like to touch upon at this time is the charge that the A.D.S. is trying to control the N.A.R.D. This is such a silly charge that for those who know it needs no denial. But to those who have been closely following the trend of events, it seems that there is a powerful clique of rule or ruin manipulators who are getting desperate in their failure to own the retailer body and soul. In fact, a long-headed and friendly critic of the N.A.R.D. told me several years ago that the members of the N.W.D.A. controlled the N.A.R.D. and that when they had no more use for it they would break it up and wipe it out of existence. In the light of recent events, that opinion now seems like a prophecy and the defection of the P.A.R.D. like an entering wedge in the attempted breaking up of the N.A.R.D.

I believe that the A.D.S. membership will stand by the N.A.R.D. because through the organization of the N.A.R.D. the retail trade were taught to work together and that work made it more easy to organize such a grand retailer's auxiliary as the A.D.S. It started the retailer to thinking and taught him to grasp the true meaning of the word co-operation. The efforts of the N.A.R.D. prior to the introduction of the U.S.P. and N.F. propaganda work were largely educational and depended upon moral suasion for practical results.

CO-OPERATIVE SAVINGS SMALL IN AGGREGATE.

Distribution Must Be Paid For, Like Death and Taxes There is No Escape From the Obligation.

By CLAYTON F. SHOEMAKER.

of Shoemaker & Busch, importers and wholesale druggists, Philadelphia.

In my opinion, the establishment of huge chains of stores in the retail drug business would not be in the interest of participants, or conducive to better service for the public.

There is nothing new about the idea, and it has been tried on various scales many times, with varying degrees of success. In cases where the plan has succeeded, it has been because bright-minded, able and reliable men of executive capacity were at the helm, and were so deeply interested as to control the manifold details which necessarily exist in this business.

Many of us have seen firms or individuals control groups of stores, from two to six in number. A few have succeeded— [illegible] have failed.

Combination, of themselves, do not insure success. Witness, for example, the large number of "combinations" or "trusts" which have "gone to the wall" because the central control was not as effective as the former individual control of their constituent parts.

Personally, I cannot see why any self-respecting retail druggist should wish to surrender his individuality, and the control of his own business, unless he gets an exorbitant price for it. Of course, if he gets an unusual price, so much the worse for the chain.

Some retail druggists have an unreasonable idea of the savings to be made [illegible] buying. They are really very small in the aggregate. The service of Distribution has to be paid for in some way or other, and cannot be escaped. It is like Death and Taxes.

WOULD ELIMINATE THE PROFESSIONAL SIDE.

But Mr. Kline Believes the Typical Successful Pharmacist in Residential Districts Will Hold His Own.

By C. MAHLON KLINE.

of Smith, Kline & French Co., Philadelphia, Pa.

It seems to me that the effect of the chain stores will be to largely eliminate the professional side of pharmacy, and to increase the handling of sealed packages by clerks who know little or nothing of their contents. It would seem that side lines would have to play an important part in business of this character, in order to earn an adequate return on the money invested.

With regard to the confining of chain stores to certain localities, leaving the great body of retailers to conduct individual enterprises, it seems to me that this condition will always prevail, because chain stores would have to do a large business in order to pay dividends sufficiently large to attract capital.

Not many businesses in the strictly residential districts pay more than a comfortable rate to the owner. When it is considered that such a store would have to pay, in addition to the salary of the manager, interest on the capital invested, it would certainly be doubtful whether many localities would bear so heavy a charge.

I think that the personality of the typical, highly educated, successful pharmacist of today will enable him to "hold his own" in the residential neighborhoods where such qualities play an important part. It is therefore probable that chain stores will be confined to the central parts of certain of the larger cities.

The protection of the professional side of pharmacy is very dear to a large number of pharmacists, and the tendency of chain stores to operate against the professional side would certainly be considered as opposed to the best interests of the drug trade. The best men in the profession, however, will probably prefer to continue independent, and I think that their advice and skill will continue to draw to them a large proportion of the retail drug business.

NOT LIKELY TO AFFECT SMALLER COMMUNITIES

Mr. Voegeli Thinks Chains Will be Confined to the Large Trade Centers of the Country.

By THOMAS VOEGELI.

former president of the N.A.R.D. and president Voegeli Bros. Drug Co., Minneapolis, Minn.

Concerning the prospective organization of chains of drug stores throughout the country: Personally I do not believe that these chain drug stores will affect materially the retail drug stores of the smaller communities and that they will be in evidence only in the large trade centers of the country where the operation of such stores is more likely to be successful than in the smaller communities.

Personally I have given but very little thought to these stores as it is of little material consequence to us, believing as we do, that we shall continue to do business as successfully as we have in the past, even though these chain stores might extend their operations into this Western country.

MRS. DOW PREFERS WATCHING DEVELOPMENTS

Operates Ten Stores Herself, but Merely a Spectator Where Other Chains are Subject of Comment.

By MRS. M. CORA DOW.

Cincinnati, Ohio.

We are not sure that we have an opinion on the chain store matter. What we do want is to find a good seat in the grand stand and witness the fight, procession, love feast, or whatever the show is going to be. In our opinion the drug business will contain very little monotony during the next few years. We hope we see as much and feel as little of the battle, as may be.

(Additional views will be printed in future issues.

New Officers of Two Pennsylvania Branches of the American Ph. A.

JOHN C. WALLACE,
elected president of Pittsburg Branch
American Pharm. Association.

LOUIS SAALBACH, Pharm.D.,
new vice-president of Pittsburg Branch
American Pharm. Association.

FRANK E. MORGAN,
elected president Philadelphia Branch
American Pharm. Association.

SHOULDN'T DELETE N.F. PRELIMINARY NOTES.

J. C. Wallace New President Pittsburg A.Ph.A. Branch. Prof. J. H. Beal Recommends Joint Meetings.

Pittsburg, March 20.—At the February meeting of the local branch of the American Pharmaceutical Association the following recommendations were made by Prof. James H. Beal: That the branch should meet jointly at an early date with the Allegheny County Medical Society on which occasion a special programme should be provided; that a ladies' night be arranged for, and that a dosage card of the official alkaloids and their salts be published and distributed suitable for posting at the prescription desk, the same to contain announcement of the dates of meetings of the branch and an invitation to druggists to attend these meetings in company with their physician friends.

The regular programme of the evening consisted of a comprehensive paper on "Window Display," read by J. H. Wurdack; report of committee on N.F. recommendations, by Chairman Louis Saalbach, and a debate: "Resolved, That the U. S. Government should revise and publish the U.S. Pharmacopœia." The affirmative in the latter was taken by George W. Kutscher, negative by Louis Saalbach. In his report relative to the N.F. committee, Mr. Saalbach introduced resolutions to the effect that this branch not only disapproved of dropping from the N.F. the preliminary notes prefacing various classes of preparations, such as emulsions, fluid-extracts, pills, etc., but that it favored the introduction of more preliminary notes rather than their deletion. Also, that it further recommended the deletion of the formula for elixir pepsin and bismuth in subsequent revisions.

Considerable discussion followed the motion of Dr. Beal to adopt this report, Dr. A. F. Judd contending that if elixir pepsin and bismuth was objectionable, why not on the same grounds recommend that rennin be deleted from essence pepsin, N.F.? Dr. Beal and Dr. Saalbach agreed to the propriety of this, but were of the opinion that the question could not be decided at the present time. Louis Saalbach, F. J. Blumenschien and J. H. Wurdach were named as a committee of investigation of all N.F. formulas containing the digestive ferments. The first two recommendations were adopted.

The following officers were elected for the ensuing year: President, John C. Wallace, New Castle; first vice-president, Louis Saalbach, Pittsburg; second vice-president, Richard Mierzwa, Pittsburg; secretary, B. E. Pritchard, Pittsburg; treasurer, P. Henry Utech, Meadville; committee chairmen: Membership, Charles E. Willetts, Mars; practice, Louis Emanuel, Pittsburg; medical relations, George W. Kutscher, Braddock; education and legislation, James H. Beal, Scio, Ohio; publicity, William R. Bell, Pittsburg. In his inaugural address, the new president informed the members that although compelled to travel fifty miles each way to attend the meetings, he had missed only two during the past year, once due to sickness and once due to being stalled en route.

Secretary Pritchard reported that a check for $33 had been forwarded to the branch to cover amount due from the National body for securing 33 new A.Ph.A. members. As a committee to take up questions of membership dues, J. A. Koch, A. F. Judd and Andrew Campbell were named. The programme committee for the March meeting consisted of George O. Stech, W. R. Bell and P. P. Knapp.

DOCTORS SEND INVITATION TO PHILA. BRANCH.

Interesting Developments in Getting Two Professions Together—Prof. Remington Criticises the N.F.

Philadelphia, March 20.—In the opinion of those who favored the withdrawal of the P.A.R.D. from the N.A.R.D., an invitation extended recently by the Philadelphia County Medical Society to the members of the Philadelphia Branch of the American Pharmaceutical Association and pharmacists generally to attend and participate in the meeting, April 27, of the society, was regarded as strong evidence of the closer relations between the representatives of the two professions that has followed the severing of relations between the P.A.R.D. and the parent organization.

At the next meeting of the medical society, it is believed, official recognition will be given this decisive move on the part of the druggists, which, it is admitted, was hastened by a letter from the society to the P.A.R.D. asking it in view of the charges made by the *Journal of the American Medical Association*, to define its position.

This invitation, which was promptly accepted, was issued at the March meeting of the Philadelphia Branch of the A.Ph.A., at the College of Physicians, by Dr. M. C. Thrush. When the latter explained that the discussion would be a symposium upon suggestions for the next Pharmacopœia and that pharmacy should be represented among the speakers, Prof. Joseph P. Remington and George M. Beringer were appointed to be pharmacy's representatives.

Doctors' Interest in National Formulary.

A general but interesting discussion followed an address by Dr. Thrush. In speaking of the subject, "Changes in the U.S.P. and N.F. From the Doctor's Standpoint," he declared that there were plenty of physicians who never see the Na-

physicians, claiming that its popularity with the profession would be greatly increased thereby. In most interesting manner, Dr. Thrush referred to various formulæ and discussed their therapeutic values.

The speaker's straightforward declarations brought replies from members all over the room, some of whom agreed with the speaker, while others expressed the belief that the conditions to which Dr. Thrush referred were exceptions rather than the rule.

Dr. Lyman F. Kebler, of the Bureau of Chemistry, mentioned [illegible] in the N.F. and U.S.P. He admitted that in some of its uses the department used [illegible] standards were not existent. He also referred to the [illegible] pursued by some [illegible] who applied to drugs certain names of their own coining in their efforts to evade the law.

Declares Nostrum Formulae Are in N.F.

Professor Remington declared that the greatest fault of the National Formulary today was that it had copied a lot of formulæ for nostrums. He also declared in reply to Dr. Thrush that there were plenty of handbooks and epitomes on the N.F. in circulation and that this fact removed the excuse for the physician's lack of familiarity with this book.

Owing to the lateness of the hour, it was found impossible to take up a series of suggestions on the National Formulary which had been read at a previous meeting by Joseph W. England. They had been introduced in the form of a resolution for adoption by the branch and then to be forwarded to the N.F. Revision Committee as expressing the sentiment of the Philadelphia Branch toward the changes to be made in the Formulary.

The suggestions over the character and scope of the subject matter, the shifting of the appendix to the body of the book, the time and frequency of issue, lapse of time between issue and becoming effective, supplements, numbering copies, make-up and subdivision of the Revision Committee, the method of selling, frequency and defraying expenses of meetings, employment of experts and the disposition of the profits from the sale of the book; they will be acted upon finally, it is expected, at the April meeting of the branch.

Officers Chosen for the Ensuing Year.

The principal feature of the business session was the election of officers, as this was the annual meeting. Prof. Henry Kraemer, for the committee on nominations, reported as follows: President, Frank E. Morgan; first vice-president, R. W. Cuthbert; second vice-president, Dr. F. E. Stewart; secretary and treasurer, Franklin M. Apple; committee on practical pharmacy, George M. Beringer, chairman; Otto W. Osterlund and E. Fullerton Cook; committee on professional relations, Dr. H. C. Wood, Jr., chairman; Christopher Koch and John K. Thum; committee on membership, William McIntyre, chairman; Henry C. Blair and Otto Kraus; committee on programme, the officers and the chairmen of the other three

With the exception of Mr. Apple, who declared it impossible for him to serve, owing to the press of other work, this ticket was elected. Ambrose Hunsberger, the present incumbent, agreed to fill the respective offices temporarily.

HYDROGEN DIOXIDE UNDER SEVERE SCRUTINY.

U.S.P. Melting Points, Colorless Liquids and Several Other Subjects Discussed by Washington Branch.

[illegible] Washington Branch of the A.Ph.A., held at the National Col- [illegible] the [illegible] of the U.S.P.

"U.S.P. Melting Points" were discussed by Dr. G. A. Menge, [illegible] spoke on melting all the [illegible] from 112 to 115 C., made [illegible] from 109° to 119 C. [illegible] for which a definite melting point is required by the Pharmacopœia.

Dr. Menge suggested that in place of determining the melting "point" the Pharmacopœia indicate the range of melting, as it is practicably impossible to accurately define any one point on which all observers would agree. This suggestion was acquiesced in by Dr. Kebler, who also agreed with Dr. Menge in the statement that accurate thermometers were not common.

No Such Thing as a "Colorless Liquid."

The U.S.P. definition for a "Colorless Liquid" was discussed by Dr. Norman Roberts, who declared that despite the fact that the U.S.P. requires some 54 of the official liquids to be "colorless," it is well known that such a thing as a "colorless liquid" does not exist in fact. He suggested restricting the use of the adjective and outlined a systematic method of comparing comparatively small quantities of liquids with certain arbitrarily selected standards for determining the desirable limitation of color.

On "U.S.P. Requirements for Hydrogen Dioxide," Dr. Lyman F. Kebler asserted that the points discussed by the previous speakers were important only from a theoretic point of view. The troubles that had been encountered by him were real, as the subject of hydrogen dioxide was one of immediate interest to every dispensing pharmacist. He discussed the subject in a practical way. He thought that the investigation had progressed sufficiently far to warrant the suggestion that hydrogen dioxide should be dated and should not be dispensed six months or at most one year after being made.

In the subsequent discussion it was suggested that light and agitation were the most potent factors in the decomposition of hydrogen dioxide.

Otto Raubenheimer submitted a communication reviewing some of the recommendations made by the branch committee on the National Formulary and expressed his personal views on a number of questions not endorsed at the February meeting.

GOOD PROPAGANDA WORK IN PHILADELPHIA.

Prof. LaWall Talks on March Specialty Before the Local Association—Get-together Meetings.

PHILADELPHIA, March 20.—The Philadelphia Association of Retail Druggists, at its March meeting, arranged to remit the dues of its members during 1910 to the extent of $4, or the amount they would have paid for membership in the N.A.R.D.

This action and the formation of preliminary plans for the holding of get-together meetings with physicians in the interest of the propaganda for the popularizing of U.S.P. and N.F. preparations, were the features of the business session.

An innovation which proved most popular was an address by Prof. Charles H. LaWall on cod liver oil and its emulsions. This feature had been arranged by Chairman F. M. Apple, of the ethical preparations committee, and as the booklet to be sent to the physicians during March is written on the same subject, it was for the purpose of acquainting the members with the pharmaceutical problems to be met with in the preparations of these emulsions that Professor LaWall's address was made a special order of business.

The report of the ethical preparations committee resulted in considerable discussion. The withdrawal of the P.A.R.D. from the N.A.R.D. was brought up again when Mr. Apple announced that during the past few days a folder had been sent out to the physicians which contained a copy of the letter sent by the Philadelphia County Medical Society, asking it to define its position in the light of the charges made in the [illegible] of the American Medical Association issue of January 8 last, and the reply to that letter, comprised in the resolution passed at the special meeting of the P.A.R.D., in which the determination to withdraw from the N.A.R.D. was stated.

When Mr. Apple declared that it was most necessary that the literature being sent to the physicians of the city by his committee be followed up with joint meetings between the doctors and the druggists, a motion to give this committee power to arrange such meetings in the various districts was passed unanimously. An appropriation of $150 was placed in the hands of this committee.

? QUESTION BOX ?

THE OBJECT of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc. Requests for information are not answered by mail, and ANONYMOUS COMMUNICATIONS WILL RECEIVE NO ATTENTION; neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of The Era, copies of which, if not out of print, may be obtained for 25 cents each.

Infusorial Earth Metal Polish.

(J. P. G.)—Try one of the following formulas:

(1)

Infusorial earth	10 pounds.
Kerosene	5 gallons.
Oleic acid	2 gallons.
Stearic acid	2 pounds.

(2)

Infusorial earth	1 pound.
Oleic acid	1 pint.
Benzole	2 pints.

Liquid Soap for Surgeons' Use.

(H. V. S.)—Various formulas for liquid soap for surgeons' use have been suggested. Here are:

(1)

White soap	1000 parts
Soft soap	1000 parts.
Poppy oil	500 parts.
Water	3000 parts.

The white soap is scraped, mixed with the other ingredients, and the whole heated to form a paste, to which is added:

Glycerin	50 parts.
Beta naphthol	50 parts.
Alcohol, 90 per cent	500 parts.
Oil of lemon	50 parts.
Water, enough to make	15,000 parts.

Recommended to replace the ordinary white soap used for washing the hands of surgeons and said to produce a saponaceous fluid which is very frothy and penetrable.

(2)

Oleic acid	36 cc.
Caustic potash solution (1 in 1) a sufficiency, about	7 cc.
Alcohol (90 per cent)	16 cc.
Methylated ether (0.720), to make	100 cc.

Mix the oleic acid with the alcohol in a flask, and drop in the potash solution until neutral to phenolphthalein; then add 1 cc. of potash solution, set aside to cool, and finally add the ether.

(3)

Another formula taken from St. Thomas' Hospital Pharmacopœia by "Pharmaceutical Formulas" is this one: Dissolve 7 ounces of oleic acid in 3 ounces of rectified spirit, add potash solution (1 in 1) to neutralize (about 1½ ounces), using phenolphthalein as indicator; cool and add 20 minims of lavender oil and enough methylated ether to make 20 ounces. This is known as "ether soap."

Sir Morell Mackenzie's Guaiac Lozenges.

(X. Y. Z.)—The following formula for "Trochisci Guaiaci," taken from the "Pharmacopœia of the Hospital for Diseases of the Throat," London, 1881, edited by Morell Mackenzie, M.D., is no doubt the one you are seeking:

Guaiacum resin, in powder	700 grains.
Tragacanth, in powder	70 grains.
Refined sugar, in powder	280 grains.
Black currant paste, as much as is sufficient.	

Mix the dry ingredients, then add the black currant paste until the whole mass weighs 1 pound; divide into 350 lozenges of 20 grains each, and dry them in a hot-air chamber at a moderate heat. Each lozenge contains 2 grains of guaiacum, and is marked "G." Dose, one lozenge every 2 hours in acute inflammation; 3 times a day in chronic affections. The Pharmacopœia states that the lozenges are "a specific for arresting crescent inflammation of the tonsils, and useful both in acute and sub-acute inflammation of the pharynx, and in acute follicular diseases of the tonsils.

Hand Paste for Mechanics.

(J. D. B.)—A "paste soap" recommended for the removal of grease, oil, dyes, etc., from the hands is the following:

(1)

Extract of quillaya	1 ounce.
Borax	½ ounce.
Fuller's earth	½ ounce.
Soft soap	½ ounce.
Perfume, q. s.	

Triturate the borax with the extract of quillaya and afterward with the fuller's earth; then incorporate with the soft soap, sufficient water to form a paste. Lastly perfume as desired.

(2)

Silica powder	60 parts.
Dried carbonate of soda	15 parts.
Oleic acid	13 parts.

Mix and add, all at once, the following solution:

Caustic soda	2 parts.
Water	22 parts.

Stir well until a granular powder is formed. Set on one side in shallow trays in a warm room, and reduce to about a 40 hole powder.

PUMICE SOAP.

Domestic soap, dried and rasped	750 parts.
Sodium carbonate, crystallized	20 parts.
Hot water	120 parts.

Heat upon the water-bath until soft; thoroughly mix. Then add:

Pulverized pumice stone	200 parts.
Pulverized talc	30 parts.
Perfume	q. s.

"After Shave."

(E. G. S.)—Try one of the following:

(1)

Bay rum	3 pints
Glycerin	½ pint.
Extract of violet	½ ounce.
Rose water	½ pint.

Mix and filter, if necessary.

(2)

Glycerin	6 fl. ounces.
Quince seed	½ dram.
Alcohol	5 fl. ounces.
Oil of rose	16 minims.
Hot water	21 fl. ounces.

Pour eight fluidounces of the water upon the quince seed, agitate well until a mucilage is formed, and strain through muslin. Pour the remainder of the hot water into a bottle, add the oil of rose, and shake well. Finally, add the alcohol. If desired the preparation may be tinted by the use of a little aniline.

(3)

The Era Formulary gives the following as a lotion to be applied after shaving: Stir 7 parts tragacanth in 700 parts of warm water, allow to stand two or three days with occasional stirring until completely dissolved, when 5 parts of menthol dissolved in 30 parts alcohol and 21 parts of glycerin are added.

Elixir of Gentian.

(S. E. M.)—"Please state through your columns if you know of a less troublesome process for making elixir of gentian than that given by the N.F."

Various modified formulas have been suggested to take the place of that now given in the National Formulary. The formula suggested by Professor Hallberg seems to be satis-

factory. [illegible] that the preparation is very readily darkened by ferric [illegible] or [illegible]. The color is made by dissolving 10 grains of extract of [illegible] in 50 cc. of boiling water and then adding enough aromatic elixir to make 1000 cc. Professor Hilton says that some other flavor can be used, if desired, although personally he prefers tincture of orange, U.S.P.

In the first issue of the National Formulary (1888) extract of gentian was also employed for the preparation of this elixir, the formula being as follows:

Extract of gentian, U.S.P.	70 grains.
Aromatic spirit	180 minims.
Tincture of vanilla	120 minims.
Syrup	[illegible]
Aromatic elixir, enough to make	16 fl. ounces.

Dissolve the extract of gentian in about 2 fl. ounces of aromatic elixir, next add the syrup, aromatic syrup and tincture of vanilla, and lastly, enough aromatic elixir to make 16 fl. ounces. Filter, if necessary. Each fluidram represents about 2 grains of gentian or the same strength as that of the present N.F. formula.

Hair Tonic.

(O. K.)—We cannot give the formula for the proprietary article. We do give, however, several formulas for preparations which have been recommended as "hair tonics":

(1)

Fluidextract of jaborandi	0.30
Tincture of cantharides	30.00
Quinine sulphate	4.00
Glycerin	60.00
Bay rum, enough to make	500.00

Rub into the scalp each night.

(2)

Ammonium carbonate	8.00
Tincture of cantharides	15.00
Castor oil	16.00
Alcohol	250.00
Bay rum	500.00

(3)

Quinine sulphate	1.33
Powdered borax	2.00
Aqua ammonia	8.00
Compound tincture of cinchona	16.00
Bay rum, enough to make	128.00

Antiseptic Oil Liniment.

(S. D. Co.)—A typical formula of the class indicated by the above title is "carbolized oil" of the N.F., which is made by mixing 5 parts of carbolic acid, previously melted with a gentle heat, with 95 parts of cottonseed oil. The so-called "carbolized oil" of the German Pharmacopœia is made by mixing 1 part of phenol with 49 parts of olive oil. A general household liniment, made in part with oil, is the following from "Pharmaceutical Formulas":

Oil of turpentine	1½ ounces.
Camphorated oil	2 ounces.
Acetic acid	1 ounce.
Yolk of one egg	
Water	6 ounces.

To the yolk of egg add the mixed oils gradually, so that a thorough emulsion may be made; then add 4 ounces of water carefully with constant stirring, and finally the acid diluted with 2 ounces of water. Other formulas may be found in previous volumes of the ERA.

Elixir of Chromium Sulphate.

(A. M.)—So far as we know no formula has been published under the above title. It was proposed to a committee of the Council of the American Medical Association, and said that most authorities do not mention the chromium salts or else state that they are not used in medicine. We quote: "Experimental evidence regarding the pharmacologic action appears to be lacking. [illegible] Hall, Syracuse, N.Y., to a patient taking the preparation, stated that the drug was discontinued by order of the physician in charge of the case because it caused nausea and vomiting and does no good in doses of small grains three times a day. He had discovered no therapeutic effects. He [illegible] affections, and makes the remarkable statement that locomotor ataxia is curable by the drug. In view of the actively poisonous character of the chromates it is advisable to use even chromium sulphate with caution."

Balsam of Peru in an Ointment.

(E. R. C.)—"Will you please state in the next issue of the ERA how the following formula should be compounded to produce a smooth ointment?"

Ointment of ammoniated mercury	½ ounce.
Oil of cade	2½ drams.
Balsam of peru	3 drams.
Powdered acetanilide	2 drams.
Ointment of zinc oxide, enough to make	2 ounces.

The difficulty here seems to be due to the balsam of peru and the oil of cade, both of which separate from the combined ointment bases, which are present in insufficient amount to produce a good ointment. This difficulty may be overcome by increasing the volume of the ointment by the incorporation of 5 or 6 drams of wool-fat, although no such addition should be made without the consent of the prescriber.

Compound Tincture of Gentian Incompatibles.

(J. P.)—Compound tincture of gentian is incompatible with iron preparations, tannin being present in the drugs combined with the gentian in the preparation of the tincture. Gentian is said to contain no tannin. For a very exhaustive report on the chemistry of gentian you should consult the paper read by Prof. E. L. Patch at the Kansas City, Mo., meeting of the A.Ph.A. in 1881 and which appears in the annual volume of Proceedings for that year. Of course, all other substances incompatible with alcohol, tannin, etc., would be, within certain limitations, incompatible with compound tincture of gentian. A list of these will be found in almost any of the works on dispensing pharmacy.

Potassium Citrate and Spirit of Nitrous Ether.

(R. L. T.)—Sends the following prescription:

Potassium citrate	½ ounce.
Spirit of nitrous ether	1½ ounces.
Water to make	8 ounces.

He asks how it should be compounded.

It makes but little difference what order of procedure may be followed for the result in every case is the same. Upon compounding the mixture almost immediately separates into two layers, the potassium citrate forming a solution with the water which is not miscible with the alcohol spirit. Potassium citrate is hygroscopic and nearly insoluble in alcohol.

Compound Elixir of Saw Palmetto.

(A. M.)—The formula for compound elixir of saw palmetto printed in the last issue of the ERA directs the use of various fluidextracts, although there is nothing to prohibit you from using the crude drugs instead of the extracts. A typical formula of this class was published in the April 26, 1906, ERA, page 391, which see.

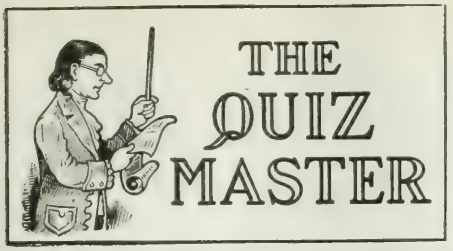
Origin and Significance of Show Globes.

(O. J. V. R.)—See May, 19, 1904, ERA, page 483. The question as to the origin of the use of show globes as druggists' signs cannot be definitely answered, but a resumé of the various facts bearing on the subject is given in the reference cited.

St. Louis Alumni's Ball a Success.

The Alumni Association of the St. Louis College of Pharmacy gave its annual entertainment and ball at Lemp Park Hall, March 5, and the committees were jubilant over the big crowd and the success of the affair. The men who made it go this year were:

[illegible]



A MONTHLY SERIES OF PRACTICAL AND EDUCATIONAL QUESTIONS FOR DRUG CLERKS AND STUDENTS, WITH THREE CASH PRIZES EACH MONTH FOR THE MOST CORRECT ANSWERS.

THREE PRIZES of $5.00, $3.00 and $2.00 respectively, will be paid each month to the three persons submitting the largest number of correct answers to each monthly series of questions. In the event of a tie for any one of the prizes offered, such prize will be equally divided among the successful contestants. This competition is open to all who may desire to compete.

ANSWER BY NUMBERS and write your answers upon letter size paper (8x10 in.), one side only, with your Name and Address at the top of each sheet. Also number your sheets.

ALL ANSWERS for each month's series of questions must be sent at one time, and must be with us not later than the 15th of the following month.

CORRECT ANSWERS to each series of questions and the names of the three contestants who have been awarded the prizes will be published in the Era, after the close of the respective contests.

WE INVITE our readers to send us their questions for publication in this department, particularly questions related to the practical work of drug clerks.

ALL COMMUNICATIONS relating to this department should be kept separate from other correspondence, and addressed to

The Quiz Master
Care The Pharmaceutical Era 90 William St., New York

QUESTIONS, APRIL SERIES, 1910.

1—What are four liquids used in pharmacy which on account of their volatile and penetrating properties should not be inhaled directly from the bottles?

2—Why should "hyd." be not used as an abbreviation to designate the name or part of the name of an ingredient employed in a prescription?

3—What is meant by the term "pipe" as applied to a pill mass?

4—What is an official drug which is a capsular fruit; a pith?

5—In the process of percolation, why is it advisable before putting the drug in the percolator to moisten with menstruum the pledget of cotton which is inserted into the neck of the percolator?

6—In physiology, what is meant by sensory nerves?

7—In fluidextract of senega, what change is prevented by potassium hydroxide?

8—How many grams of potassium permanganate in 100 grams of an aqueous saturated solution of potassium permanganate? Show work.

9—If iron wire is dissolved in sulphuric acid, what gas is generated and what chemical salt is formed?

10—Should ground colocynth contain more than a trace of the seeds?

11—What would be your method for sticking a label upon a tin box?

12—What are sialagogues?

13—What is the official average dose of oil of bitter almond; compound solution of sodium phosphate; elixir of ammonium bromide; mixture of sassafras and opium?

14—What U.S.P. preparations contain asafoetida?

15—Why is a small amount of water necessary in the menstruum used in making tincture of capsicum?

16—What root is sometimes mistaken for, or used as an adulterant for belladonna root?

17—The acidity of normal urine is due chiefly to the presence of what substance?

Nebraska Still in the Lead.

CHRIS HANSEN,
Minden, Nebraska.

In the December Contest of the Quiz Master's Department, Nebraska furnished the winner of the first prize, and now in the January Contest another Nebraskan, Chris Hansen, receives the highest honors.

Mr. Hansen graduated from the high school of Minden, Neb., in the spring of 1907, and, after teaching for one year, began the study of pharmacy in Creighton University at Omaha.

Last August he graduated from the institution and returned to Minden where he now holds a position in a drug store. Mr. Hansen had no drug store experience before entering college, but during the last two years has so closely applied himself to his studies that he has acquired an extended knowledge of the various branches of pharmacy, and that in a manner which speaks well for his ability as a student.

18—What are the three principal kinds of foods stored in seeds?

19—What would you do if you accidentally spilled concentrated sulphuric acid upon your hands?

20—What is the nature of the precipitate which collects on the inner sides of a lime water bottle?

21—How would you remove the precipitate which forms upon the inside of lime water containers?

22—What objection is sometimes made to putting drugs into capsules in the form of a soft mass?

23—What are four common names for spearmint?

24—In most cases, what simple tests will distinguish resins from gums?

25—What are two important classes of compounds which are carbohydrates?

26—How is potassium chlorate manufactured?

27—What is the objection to making infusions from fluidextracts?

28—Seven and one-half grams of bismuth subnitrate are divided into fifteen powders; what volume of water expressed in cubic centimeters will equal the weight of one of these powders?

29—What are the ingredients used in preparing compound solution of cresol?

30—What is meant by an alternate branching stem?

31—Why should buckthorn bark be collected at least one year before it is used?

32—What is the difference between a sulphate, a sulphite and a sulphide?

33—How would you detect the presence of free iodine in thymol iodide?

34—In selecting a cork for a bottle, why is it preferable to obtain one which is slightly larger than the mouth of the bottle?

35—Why is it advisable to seal a package containing a prescription before giving it to the customer?

36—What change in appearance does aromatic spirit of ammonia undergo after it has been prepared for some time?

37—How does sapo differ chemically from sapo mollis?

38—What is a retort?

39—What is meant by acute poisoning?

40—What is the objection to dispensing small quantities of hydrogen dioxide water from large containers?

41—How many fluidounces of infusion of digitalis can be made from one ounce (avoir.) of digitalis?

42—Why should care be exercised in opening a bottle of stronger ammonia water?

43—What change does phenyl salicylate undergo in the small intestines?

44—At what hours of the day should medicines be administered which are directed to be given "three times a day"?

45—What substance added to iodine will increase its solubility in water?

46—What is the principal pharmaceutical use for liquid petrolatum?

47—In preparing a pill mass in a mortar, should the mass be triturated or kneaded with the pestle?

48—What is the difficulty frequently encountered in preparing the official syrups which are made by simply mixing fluidextracts with syrups?

49—What is a good method for conducting the distillation of volatile liquids?

50—In physiological action the salts of gold closely resemble those of what other metal?

Competitors, Please Notice.

The above list of question is the complete series for April, and all who desire to compete for the prizes should see that their answers are received by the Quiz Master not later than May 15. Do not send your answers in parts, but mail them all at one time, and be sure to follow the instructions given at the head of this department.

The judges of the February contest of the Quiz Master's Department have awarded the prizes as follows:

First prize, $5, Cora Miller, Pana, Ill.

Second prize, $3, C. M. Morse, Lawrence, Mass.

Third prize, $2, Fred V. Alter, San Antonio, Texas.

Contestants wishing to know the grades which they have made in the February contest may obtain this information on request by sending two cents for postage to the Quiz Master.

THE QUIZ MASTER.

Questions and Answers, February Series, 1910.

1—What three fatty acids are commonly found in fixed oils?

Oleic, palmitic and stearic acids.

2—Why are jars made of china or queen's-ware not good containers for ointments?

The glazing of a china or queen's-ware jar frequently becomes filled with fissures through which the ointment will penetrate into the sides and bottom of the jar from which it is removed with great difficulty or not at all. If not removed, the fatty base may become rancid and contaminate other ointments which may be put into such containers.

3—Why do resinous tinctures precipitate upon the addition of water?

Resinous tinctures are precipitated upon the addition of water because resins are insoluble in water.

4—What are three U.S.P. drugs which are adapted for use as poultices?

Elm bark, flaxseed and black mustard.

5—Why should the measuring of potent medicines with spoons, glasses or cups be discouraged?

Such measures frequently vary in size, and therefore are not adapted for accurately measuring potent medicines.

6—What four elements are most usually found in organic matter?

Carbon, hydrogen, oxygen and nitrogen.

7—What advantages are claimed for formaldehyde as a disinfectant over chlorine or sulphur?

The advantages claimed for formaldehyde as a disinfectant over chlorine or sulphur are that it is more efficient and rapid in its action, is less injurious in its effects on household goods and is less toxic to the higher forms of animal life.

8—If benzoin costs 70 cents per pound (avoir.), what is the cost of the benzoin used in making one gallon of tincture of benzoin? Show work.

$1.1089+. Two hundred grams of benzoin are required to 1000 cubic centimeters of the official tincture of benzoin, and therefore 0.2 gm. would be necessary for 1 cc. of the tincture (200 ÷ 1000 = 0.2). Then one gallon or 3785.432 cc. would require 757.0864+ gm. of benzoin (0.2 × 3785.432 = 757.0864), which is equivalent to 1.66889+ lb. avoir. (757.0864 grams ÷ 453.592 [grams in 1 lb. avoir.] = 1.66889+), and at 70 cents a pound, would cost $1.1689 (1.70 × 1.66889 = 1.1689).

9—What is the physiological action of sarsaparilla?

The therapy of sarsaparilla is not well understood, and some good authorities state that it has no physiological action, while others equally competent ascribe to it alterative properties.

10—When [illegible] are prescribed in the same prescription and more of the latter is ordered than will dissolve in the quantity of water specified, why should heat not be used to increase the insolubility of the salt in water?

Heat [illegible] solubility of salts in water, but any additional amount of salt, so dissolved, will be precipitated, when such solutions again assume normal temperatures, carrying with it some salt which would have remained in solution, if heat had not been employed.

11—What precautions should be observed in protecting perfumes from deterioration?

Perfumes should be kept in tightly stoppered containers, protected from light and in a cool place. Bottles which have contained perfumes should be thoroughly washed and aired before they are again used for a similar purpose.

12—Why should silver nitrate be protected from light?

Because light easily decomposes silver nitrate, causing it to assume a grayish or black color, and forming silver oxide or metallic silver.

13—What occurs when soap is added to hard water?

Insoluble compounds are formed, due to a reaction between the fatty acids of the soap and the bases of the salts present in the water.

14—What acid is frequently employed in the manufacture of imitation vinegar?

Acetic acid.

15—What does the anatomist mean by the "permanent teeth"?

The permanent teeth are those which replace the first or temporary teeth. Under normal conditions there are sixteen of such teeth in each jaw, each side having two incisors, one canine, two bicuspids and three molars.

16—What is the chief objection to the use of iodoform?

The disagreeable odor of this drug.

17—What official drug does the Pharmacopœia specify shall be preserved in hermetically sealed glass tubes?

Ethyl chloride.

18—Sweet root is a common name for what two official drugs?

Calamus and glycyrrhiza.

19—What is meant by a corrosive poison?

A corrosive poison is one which exerts a direct chemical action upon contact with the tissues of the body.

20—What U.S.P. infusions are made by the cold process?

Infusion of wild cherry.

21—Aconite is sometimes mistaken for what common root?

Horseradish.

22—What is the difference between two samples of alum, one of which is marked "alum, dried and powdered," and the other "exsiccated alum"?

There is no difference, if properly prepared, but recently samples marked "alum, dried and powdered," have been found on the market, which contain more than the amount of moisture permissible in exsiccated alum.

23—What is the strength of (a) camphor liniment; (b) spirit of chloroform; (c) emulsion of cod liver oil; (d) syrup of hydriodic acid?

Camphor liniment contains 20 per cent of camphor; spirit of chloroform, 6 per cent by volume of chloroform; emulsion of cod liver oil, 50 per cent by volume of cod liver oil; syrup of hydriodic acid, 1 per cent of hydriodic acid.

24—What occurs when copaiba is mixed with about 1-16th of its weight of magnesium oxide?

The mixture gradually solidifies.

25—What are the two classes of manufactured emulsions?

First those in which the emulsifying agent is already present in the drug, and second, those in which it is necessary to add an emulsifying agent.

26—What is meant by pulverization by intervention?

Pulverization by intervention is the process whereby substances not easily powdered alone may be reduced to a powder by the addition of some foreign substance which is subsequently removed.

27—What are four U.S.P. barks which are obtained from native trees of the United States?

Elm, sassafras, wild cherry and xanthoxylum.

28—What agent would you employ to cover up the odor of phenol in an antiseptic solution?

A good agent is eucalyptol water which has been exposed to the air for about fifteen hours.

29—What is the official average dose of infusion of digitalis, syrup of ferrous iodide, sublimed sulphur, and colocynth?

Infusion of digitalis, 2 fluidrams; syrup of ferrous iodide, 15 minims; sublimed sulphur, 60 grains; colocynth, 1 grain.

30—What is the botanical name of the plant from which prunes are obtained? What part of the plant is official?

Prunus domestica. The partly dried ripe fruit.

Some of the Recent Successful Contestants in the Quiz Master's Competitions.

WELDON E. TIBBETTS, Calais (Milltown Sta.), Me.

E. M. HOLT, Pharm., Quarantine, La.

ELSWORTH W. LYNN, Philadelphia.

EDWIN R. MOHLER, P.D., Philadelphia.

31—What occurs when a steel spatula is dipped into a strong solution of copper sulphate?

Copper is precipitated upon the spatula, forming a plating, an equivalent amount of iron passing into solution. $CuSO_4 + Fe = FeSO_4 + Cu$.

32—What means would you employ to retard oils of orange and lemon from acquiring a terebinthinate odor and flavor?

They should be kept in small amber colored bottles, tightly stoppered, and should be stored in a cool place, protected from light. Alcohol and glycerin are sometimes added as preservatives, and are removed before the oils are dispensed. If not removed, under the terms of the Federal Food and Drugs Act, such additions would constitute adulterations, unless the oils are properly labeled.

33—What are two drugs commonly called wormseed, neither of which is a seed?

Chenopodium, which is a fruit, and santonica, which consists of dried unexpanded flower-heads.

34—What are three methods for mixing powders?

By trituration in a mortar, by stirring with a spatula on paper, and by sifting.

35—How many avoir. ounces of morphine would be contained in 1000 gms. of opium which just meets the U.S.P. requirements? Show work.

3.1746+ oz. (avoir.). Opium which meets the requirements of the Pharmacopœia must contain at least 9 per cent of morphine, and therefore in 1000 gms. of this opium there would be 90 gms. of morphine ($1000 \times .09 = 90$), which is equivalent to 3.1746+ oz. avoir. [$90 \div 28.35$ (grams in 1 oz. avoir.) $= 3.1746+$].

36—What effect does ammonia water have upon an aqueous solution of ferric citrate?

Ammonia water darkens an aqueous solution of ferric citrate, but does not cause precipitation.

37—What are the stomata of a leaf?

Stomata are small openings or pores in the epidermis of leaves, which intervene between the contiguous concave surfaces of pairs of crescent shaped cells called guard cells. Through these openings carbon dioxide enters the leaf and through them, also, the excess of moisture and oxygen is allowed to escape.

38—What are emollients?

Emollients are substances which soothe and protect tissues.

39—What are syrups as used to designate a class of official preparations?

Syrups are concentrated aqueous solutions of sugar, with or without the addition of flavoring or medicating ingredients.

40—What have been two important difficulties which have interfered with the successful commercial cultivation of opium in the United States?

The high price of labor and climatic conditions.

41—What U.S.P. pills contain soap?

Pills of aloes, pills of asafœtida, and pills of opium.

42—What incompatibility exists between syrup of garlic and ammonium carbonate?

The acetic acid contained in the syrup of garlic reacts with the ammonium carbonate and produces a copious liberation of carbon dioxide.

43—What are four elements, salts of which, are normal constituents of urine?

Potassium, sodium, calcium and magnesium.

44—What is meant by "breaking" of an emulsion?

The oils, resins or other insoluble matter contained in an emulsion are sometimes not properly suspended by the emulsifying agent, and therefore separate from the water; this phenomenon is known as the "breaking" of an emulsion.

45—What is the appearance of resin of jalap?

Resin of jalap occurs in two forms, either as yellow to brown masses or fragments which break with a resinous glossy fracture or as a yellow-gray to yellowish brown powder.

46—What is the weight of a piece of wood which, dropped into a graduated flask containing 50 cc. of water, causes the water to rise to the 55 cc. mark? Briefly explain answer.

Five grams. According to a rule in physics, a floating body displaces a volume of liquid which has a weight equivalent to that of the floating body. Since the water rose from the 50 cc. to the 55 cc. mark, the amount of water displaced is 5 cc. The weight of 5 cc. of water is 5 grams, therefore the weight of the piece of wood is 5 grams.

47—When poisons in the solid form are dispensed, other than on prescriptions, what is your method for marking and wrapping the package you hand to the customer?

Some State laws specify the methods for dispensing poisons, but when such information is not given, the poison should be carefully wrapped and labeled, and the package so obtained again wrapped and labeled. In addition to bearing the name of the poison, the label used should have the word "poison" printed upon it in prominent letters, and it is also well to state one or two antidotes. In many States the statutes require that the label shall be printed in red ink.

48—What are two metals which occur in nature chiefly in the form of sulphides?

Lead and mercury.

49—What are the ingredients in essence of pepsin, N.F.?

Pepsin, rennin, lactic acid, tincture of sweet orange peel, glycerin, alcohol, syrup, white wine and water. Purified talc is used as an aid to filtration.

50—What is meant in botany by plant organs?

They are cells or groups of cells which carry on the functions necessary to the life of the plant.

The Era Course in Pharmacy.

The ERA COURSE IN PHARMACY is a home study course in pharmacy which is divided into ten parts with recitations and examinations by mail. Thorough instruction is given in General Chemistry, Theoretical and Practical Pharmacy, Botany and Materia Medica. New classes are organized each month, and now is an excellent time for students to enroll. The cost of the Course is ten dollars, and each student, upon matriculation, is given gratis a year's subscription to the Monthly ERA. A Prospectus will be sent by the publishers of THE PHARMACEUTICAL ERA to any one who applies.

The druggist who knows nothing except what he has learned by experience has generally forgotten most of his experiences.

COURT UPHOLDS NEW YORK STATE BOARD OF PHARMACY AS A CONSTITUTIONAL BODY.

Every Question Raised by Assemblyman Robert Conklin Decided Adversely—Precedents for Alleged Illegal Election of Members and Misappropriation of Surplus Moneys Not Established.

A decidedly interesting opinion was rendered recently by Judge Sprague here in the New York City Municipal Court in an action brought by the New York State Board of Pharmacy, through its attorneys, Steiner & Petersen, against Charles K. Benjamin to recover a penalty of $25 incurred by the defendant in selling tincture of nux vomica of standard strength. All the questions raised by Assemblyman Robert Conklin, attorney for Mr. Benjamin, were decided adversely to him. The opinion is as follows:

The court found upon the trial that the defendant had committed the violation complained of, but reserved its decision on the question raised by defendant's counsel, attacking the constitutionality of the Act creating the State Board of Pharmacy, the pertinent parts of which is now contained in Article XI of the Public Health Law.

The Pharmacy Law has been on our statute books for many years, and innumerable cases have been brought by the plaintiff by virtue of the power conferred upon it by law, and only once, so far as I was able to find, has the constitutionality of the law been drawn into question. This was done in the recent case of the State Board of Pharmacy vs. Matthews, 197 N. Y. 353.

The court there held that the restrictions of the sale of not only poisons but of domestic remedies or perfectly harmless medicinal preparations were constitutional, as a proper exercise of the police power vested in the State.

The court also declared that the provisions of Section 237 of the Act, permitting merchants and traders in unincorporated villages, or villages of the fourth class, provided their place of business be more than three miles from a drug store, to sell poisons and domestic remedies, were neither arbitrary nor unreasonable.

Although the Court of Appeals did not pass upon any other provisions of the Act, in respect to their constitutionality, it would be improper, especially in a court of inferior jurisdiction, to declare a statute void and of no effect where such statute has remained unquestioned by the courts for many years, unless cogent reasons are adduced, compelling the court to the conviction of the unconstitutionality of the law.

I am, however, of the opinion that, notwithstanding certain extraordinary and astonishing features of the Act in question, the provisions thereof are not in violation of the constitution of the State. Having reached this conclusion, I do not deem it necessary to enter into any extended remarks, but will briefly advert to some of the objections raised by the defendant.

The principal point of attack is directed toward an alleged violation of Article X of the Constitution by the provisions of Section 230 of the Public Health Law. The pertinent portion of Article X, Section 2, of the Constitution, reads:

> "All other officers whose election or appointment is not provided for by this Constitution, and all officers whose offices may be hereafter created by law, shall be elected by the people, or appointed, as the Legislature may direct."

In constituting the State Board of Pharmacy, by Section 230 of the Public Health Law, the Legislature makes use of the term "election," and the various forms thereof, but the qualifications of the persons entitled to vote for the members of the State Board of Pharmacy are not in accordance with Article II of the Constitution. I think it is quite clear that it was not intended that the State Board of Pharmacy should be elected in the ordinary sense of the word, but that the mode of their tenure of office prescribed falls within the power of appointment vested in the Legislature. A similar question was presented in the case of Sturges vs. Spofford, 45 N. Y. 446. There an attack was made upon the constitutionality of Chapter 467 of the Laws of 1853, the first section of which reads:

> "There shall be in the City of New York a Board entitled 'The Board of Commissioners of Pilots,' consisting of five persons, to be elected as soon as convenient after the passage of this Act, and to hold their offices, respectively, for two years from the time of their election, and until others shall be elected."

The succeeding sections provide for the election of three of the commissioners by the Chamber of Commerce of the City of New York and of two by the Marine Insurance Companies of said city. The court held:

> "Although the word 'election' is used in the statute it should be supposed that the Legislature intended it in any such sense as that word is used in the Constitution, or as the result of a choice by the ordinary mode of voting by the people. The mode prescribed by the statute for selecting these officers, is in legal effect an appointment, and comes within the meaning of that word as used in the Constitution, and the misnomer of the Legislature cannot change the real character of the Act provided for."

In People ex rel Hilliard vs. Sturges, 27 App. Div. 387, an Act which provided that the Board of Trustees of a village shall elect the president thereof, was under consideration. Landon, J., writing for the court, said:

> "The officer in question is one whose election or appointment is not provided for by this (the Constitution,' and, therefore, he may be elected by the electors of the village or appointed by such authorities thereof as the Legislature shall designate for the purpose (Const. Art. X, Sec. 2). The appellant urges that Section 4 of the Act of 1895, in providing that the Board of Trustees 'shall proceed to elect' such officers, violates this section of the Constitution, conferring the power of election upon the electors of the village; but it is evident that in this case, as in Sturges vs. Spofford (45 N. Y. 446), the word 'elect' was used by the Legislature in the sense of 'appoint.'"

That case was affirmed in 156 N. Y. 580, and at page 585 the Court of Appeals adopted Judge Landon's views concerning the matter now under consideration. The case of Fox vs. Mohawk & Hudson River Humane Society, 165 N. Y. 517, has no application, for the reason that the Humane Society was a purely private corporation.

The learned counsel for the defendant strenuously attacks the validity of the Act, for the reason that Subdivision 5 of Section 239 prescribes that after the payment of expenses "any surplus remaining thereafter in the Eastern section, three-fifths shall be used for the benefit of the College of the City of New York, situated in the Borough of Manhattan, and two-fifths, for the benefit of the Brooklyn College of Pharmacy, situated in the Borough of Brooklyn." It would appear as if the turning over of moneys to these private associations comes perilously near a violation of Article VII of the Constitution; but following the reasoning of the Court of Appeals in People vs. Brooklyn Cooperage Co., 187 N. Y. 142, at page 157 et seq, I am of the opinion that the disposition of the surplus moneys above provided is not in violation of the Constitution.

The contention that this action is improperly brought in the name of the plaintiff instead of the names of the individual members composing the board, is not well taken, for the reason that Section 231, Subdivision 1, specifically provides that the plaintiff shall have power to "bring actions in the name of the State Board of Pharmacy." I fail to see how the objection, even if well taken, that the plaintiff herein appears by private counsel instead of by the Attorney-General of the State of New York, can be raised as a defense to this action. Assuming that the plaintiff had no right to employ private counsel, application should be made by the defendant or any citizen to the Attorney-General, or appropriate proceedings should be brought to prevent the board from employing private counsel.

The contention that the Consolidated Laws failed to provide for a continuance of the State Board of Pharmacy is disposed of by the decision of the Appellate Term in the recent case of State Board of Pharmacy vs. Mishking, reported in 120 N. Y. Supp. 753. The learned counsel for the defendant raises several other objections to the validity of the Act; but they do not seem to be of sufficient merit to require further comment.

Judgment is directed for the plaintiff for the sum of twenty-five dollars.

Courts Sustain the New York Prerequisite Law.

New York State Board of Pharmacy, upon advice of its attorneys, Steiner & Petersen, recently refused to examine for registration Dionisio Magaldi, Pasquale Principe, Salvatore Giorgianni, Francesco Trapani, Guiseppe Manssealco and Fredrico Siarcusa. The applicants, in accordance with the State Pharmacy Law as it read in 1904, have had four years of practical experience, one of which was secured in this State, but contrary to the present law do not possess the necessary regents' certificates. They applied to the Supreme Court for a writ of mandamus and upon this being denied, appealed to the Appellate Division, which has affirmed the decision of the lower judge.

ERA COURSE IN PHARMACY.

Graduates, February, 1910.

Matriculation Number.		*Examination Grade, P. Ct.*
5945.	Albert Fenne, Gilman, Iowa	96
6018.	Ernest E. Beauvais, Holyoke, Mass.	98
6024.	John Noah Rainville, Montreal, Canada	96
6090.	Jeremiah Trnka, New York City	98
6144.	Clarence M. Taylor, Grand Rock, Neb.	92
6176.	Clair E. Bell, Stamford, Conn.	98

Graduates, March 1 to 20, 1910.

6108.	Charles Wm. McNay, Boardstown, Ill.	98
6123.	H. B. Visscher, Rochelle, Ga.	98
6157.	Edwin Neale, Joplin, Mo.	98
6197.	Holice Estell, Gorin, Mo.	96
6223.	Wm. H. Aycock, M. D., Macon, Ga.	95
6254.	Earle C. White, Annapolis, Md.	92
6362.	Charles E. O'Donnell, Laconia, N. H.	98

The above graduates will receive diplomas within a short time. A large and very handsomely engraved diploma, printed on artificial parchment, with the graduate's name engrossed, especially suited for framing, will be furnished to all those who request it for $2. Those who desire the latter should forward the necessary fee to THE PHARMACEUTICAL ERA.

Recent Picture of Members of Present Wisconsin Board of Pharmacy.

H. B. ALLEN, Richland Center. H. G. RUENZEL, Milwaukee. O. J. S. BOBERG, Eau Claire. G. V. KRADWELL, Racine. EDW. WILLIAMS, Madison.

BOARD EXAMINATIONS

Ohio.

COLUMBUS, March 20.—The Ohio State Board of Pharmacy has made public the following list of successful applicants at the examination held January 11 to 13:

Pharmacists—Chester W. McClintock, Columbus; Robert V. Johnson, Columbus; Ray J. Barthlow, Columbus; Arthur W. Kispert, Cincinnati; Fred P. Weber, Cincinnati; Walter E. Segan, Toledo; Francis B. Drolet, Toledo; Leon R. Cooley, Toledo; C. R. Seyfert, Cleveland; Raymond R. Horn, Wapakoneta; Anthony Schrimp, Wapakoneta; Le Roy Cox, Dayton; John S. Rutledge; Akron; Ammon O. Unangst, Akron; John B. Sawtelle, Ottawa; Roland T. Newcomer, Gibsonburg; William R. Drury, Glouster; Glen A. Biglow, Continental; Harry L. Hoffman, Leipsic; Carl Jones, Springfield; Henry G. Metzger, Shelby; G. Q. Morgan, Hicksville; Perry Baker, Celina; Albert H. Hart, Vermillion; Gomer J. Morgan, Canal Dover; Herman A. Welker, Fremont; Ross H. Snyder, London; John A. Powell, Bowling Green; Oka P. Town, Allegan, Mich.

Assistant Pharmacists—Charles W. Anderson, Columbus; Mrs. E. W. Gaertner, Toledo; Virgil B. Lewis, Toledo; Leonard E. Liles, Bellefontaine; Homer C. Vorhies, Cambridge; C. S. Simpson, Arcanum; Etta F. Dew, Summerfield; George H. Kuhn, Shelby.

May accept certificates as assistants on their pharmacist's examination if they desire: Harold P. Barnes, Columbus; Nelson Martin, Cincinnati; Robert A. Woestmann, Cincinnati; Salvatore Belli, Cleveland; R. S. Lundgren, McKeesport, Pa.; C. C. Bechtel, Orrville; Grover D. Hart, Newark; Henry H. Reineke, Defiance; Otto M. Welsh, Parkman; John E. Stout, Bethel; Fred W. Galt, Verone, Pa.

A. W. Kiler, of Columbus, has been elected president of the board for the ensuing year. F. H. King, of Delphos, is vice-president, and Dr. Frank H. Frost secretary.

The board recommends that the Legislature amend the law so that only applicants for certificates who have been graduated from recognized pharmacy schools be eligible for examination. The Legislature is to be asked for $5000 for the prosecution of cocaine cases.

Missouri.

ST. LOUIS, March 20.—At the January meeting of the Missouri State Board of Pharmacy the matter of exchange of certificates was turned over to Mr. Mittlebach for a report which he was assured will become the rule of the board. It is expected that the resignation of H. W. Servant, of Sedalia, will soon be acted upon by Governor Hadley. Next examination at Kansas City, April 11. Thirty-two applicants of a class of 64 passed in January. The successful ones were:

Pharmacists—Duncan H. Christie, Louis J. Chamberlain, Wm. H. Hill, Edward Rosenbaner, all of St. Louis; Orin J. Bressie, Felix W. Church, Wayne C. Friday, Henry Fulkerson, Albert H. Herold, Godfrey Klentz, Clue Carr Payne, S. T. Fedroja, James Clark Walker, W. G. Zimmerman, Jacob Miller Strickler, Lawrence Walter Taylor, all of Kansas City; Henry W. Boward, Brookfield; C. C. Bush, New Hampson; James B. Clay Butler; Edward T. Dunkerson, Odessa; Heydon H. Dunkerson, Glasgow; Ned Golay, Warrensburg; Elston Gentry, Liberty; D. H. Galldy, Higginsville; H. E. Hamilton, St. Joseph; R. E. Jeffries, Salem; Fred Kerr, Eldorado Springs; Horace L. Mann, Brunswick; G. G. Murray, Gallatin; George McAdam, Maryville; M. R. Shotwell, Oak Grove; A. C. Werner, Edina.

Assistant Pharmacists—Samuel R. Osborn, Seligman; Emil H. Riske, Kansas City.

Massachusetts.

BOSTON, March 20.—Of the 72 applicants for registration in pharmacy during January and February, certificates were granted to the following 15 persons:

Pharmacists—Walter G. Collagan, West Newton; Frank C. Curley, Holyoke; Solomon J. Feldman, Worcester; Maurice Brody, Boston; Edwin B. Curtis, Boston; Hubert S. Kelleher, New Bedford; Andrew J. McIntyre, Jr., Fall River; Jeremiah M. Nash, Norwood; Walter Kruzyna, Adams; Henry Barone, Boston; Frederick T. Eubanks, Lowell; Edward J. Roxbury, Boston; John B. Sawtelle, Blackston.

Assistant Pharmacists—Alfred L. Ballard, Boston; Charles Brown, Boston; John J. Gilbride, Lowell; Martin M. Leibel, Boston; William G. Mack, Salem; Arthur L. Marcoux, New Bedford; Patrick Reardon, Jr., North Andover; Philander Robbins, Somerville; Michael P. Clancy, Holliston; Joseph F. McEvoy, Cambridge; Robert C. Peterson, Jamaica Plain; Robert O. Rockwell, Jr., Everett; Joseph O. Routhier, Lawrence; William C. Blois, Marlboro; Robert J. Carley, Holyoke; Emile L. Deslauriers, Newburyport; Frederick Lamb, Cambridge; William B. Stine, Williamsport, Pa.; James J. Crowley, Holliston; Fred T. Doerpholz, Dorchester; John R. Kinnler, East Boston; Harold E. Mills, Attleboro; James B. Young, Natick.

Wisconsin.

MADISON, March 20.—At the January examination of the Wisconsin State Board of Pharmacy of 51 applicants the following 13 were successful:

Registered Pharmacists—Elmer L. Hotvedt, Eau Claire; Ervin T. Bittner, Watertown; Otto Naffz, Madison; Louis F. Albrecht, Sheboygan; Albert J. Christi, Appleton, and Armand Rohr, Milwaukee.

Assistant Pharmacists—Nordahl Samdahl, Black River Falls; William C. Helb, Milwaukee; L. E. Martin, Lone Rock; Fred Knobloch, Milwaukee; John V. Collins, Lancaster; Joseph J. Winkel, Menominee, Mich., and Herman Roettgers, Milwaukee.

Pennsylvania.

WILLIAMSPORT, March 20.—At the February examinations of applicants for registration by the State Pharmaceutical Examining Board given in Harrisburg the following passed the examinations:

Registered Pharmacists—Miss Mollie Nichols and Robert F. Harper, Philadelphia; Frederick Riegner, Oliver F. Adams and

[illegible] Z. E. Bolin, [illegible] Harry A. [illegible], Pittsburg, and [illegible]

Assistant Pharmacists—Harry C. [illegible], Albert H. [illegible] [illegible] Reading.

Oklahoma.

[illegible] March 20.—At the January meeting of the Oklahoma State Board of Pharmacy a class of 44 was present for the examination. The following were successful:

Registered Pharmacists—C. R. Elvins, Amarillo, Texas; [illegible] man; O. G. Hampton, Alva; Wilford Harrison, Fort Worth, Texas; J. E. Kennelly, Newkirk; T. P. Parks, Hugo; C. E. [illegible]

Registered on [illegible] A. Earl Douglas, New Castle, Pa.; David J. Gemmell, Oak Park, [illegible] Freeman Malone, Jr., Heavener; Albert R. Prince, Clovis, N. M.; [illegible] Nowata; Joseph C. Wolf, Oklahoma City; Edgar Cun-[illegible]

Registered on Reciprocal Exchange—I. H. Gunning, Knobel, Ark.; John T. Carlton, Sulphur, Okla.; Hollis G. Watson, Pikeville, Tenn.

The next meeting will be held in Oklahoma City, April 12-13. Applications for registration should be filed with the secretary at least ten days before the date of meeting. Application blanks with all necessary information will be furnished on request by J. C. Burton, secretary, Stroud, Okla.

Virginia.

Richmond, March 20.—The Virginia State Board of Pharmacy has announced the following list of applicants who successfully passed the January examination:

Registered Pharmacists—J. F. Ewald, Richmond; S. L. Eversole, Richmond; L. L. Dickson, Newport News; E. B. Allen, Norfolk; W. W. Ashby, Remington; G. A. Montgomery, Richmond; S. D. Hope, Jr., Norfolk; J. A. Florence, Manassas; A. J. Borden, Norfolk; C. L. McDonald, Belair, Md.; Allen M. Bowles (colored), Richmond; H. J. Moseley (colored), Roanoke.

Registered Assistant Pharmacists—J. W. Smith, Belle Haven; Dr. J. P. Rex, Richmond; Frank A. Robey, Herndon; Peyton S. Lewis, Richmond; C. S. Bruce, Culpeper; W. Lawrence Grimes, Richmond; J. Felix Smith, Richmond; Joseph W. Smith, Richmond; Lewis H. Ivy (colored), Danville.

South Dakota.

Aberdeen, March 20.—The result of the recent examination by the Board of Pharmacy, held at Redfield, is as follows:

Pharmacists—Frank Jones, Big Stone; Simon W. Smith, M.D., Henry; Miss Magdeline Gernon, Westport; Guy Loupe, Lead; Arthur J. Christianson, Clark; C. M. Cochrane, Mitchell; W. I. Appel, Minneapolis; J. W. Mahoney, Tyndall; C. F. Hage, Toronto; A. R. Davies, Stickney; J. M. Ruhe, Woonsocket; N. T. Lund, Huron; F. N. Smith, Raymond; W. J. Rowland, Gary; [illegible]

Assistant Pharmacists—L. K. Vick, Bryant; Walter Ramsburg, Mobridge; L. L. Larson, Webster; William Tollefson, Webster; A. L. Rasvaldi, Northville; F. H. Zanke, Spencer; Robert H. Brand, Capa; M. P. Even, Humboldt.

Kansas.

[illegible]

[illegible] Winter, Webber; Frank B. Young, Kansas City.

Iowa.

Des Moines, March 20.—Of 56 applicants the following 11 were successful at the two last examinations of the Iowa State Pharmacy Commission:

C. L. Wyman, of Rose Hill; Karl E. Manz, of Independence; Ernest Anderson, of Sioux City; Carl W. Buls, of Tripoli; A. B. Cabolan, of Whiting; Carl Westphal, of West Union; Harry K. Corbett, of Melbourne; John Garrett, of Churdan; John C. Woestman, of Dyersville; Irvin G. Wright, of Callendar, and L. I. [illegible], of Dayton.

Warren B. Jerico, Mt. Pleasant; Fred A. Hushaw, Woodbine; Eugene Burnett, Colfax; Ardwood J. Rabb, Charles City; M. Paardekooper, Pella; W. George Hoover, Belle Plaine; C. Arthur Quinn, Meriden; B. F. Christensen, Alta, and P. H. English, Monona.

Tennessee.

Nashville, March 20.—The Tennessee Board of Pharmacy has elected these officers: President, F. W. Ward, of Memphis; vice-president, W. A. McBath, of Knoxville; secretary, Ira B. Clark, of Nashville. The next meeting of the board will be held in this city on April 19. Of the 52 applicants the following 12 were successful at the January examination:

D. C. McGinnis, of Carthage; G. V. Richardson, of Pulaski; D. I. Thomas, of Jackson; J. C. Webb, of Smithville; W. L. Walker, of Covington; H. N. Park, M. F. Hudson, C. E. Jamison, R. H. Lewis, Jr., J. W. Little and G. C. Kesller, of Nashville, and G. C. Fowlkes (colored), of Dyersburg.

New York—Western Branch.

Buffalo, March 20.—Secretary [illegible] announces the following list of candidates successful at the February examination of the Western New York Branch of the New York State Board of Pharmacy:

Pharmacist—Theodore Konzelman, Buffalo.

Druggists—H. P. Baker, Buffalo; W. H. Barr, Bath; J. A. Donovan, Buffalo; E. H. Gram, Buffalo; O. J. Keenan, Buffalo; E. L. Kingan, Westfield; D. C. McDougall, Buffalo; W. S. Root, Buffalo; L. F. Stevens, Buffalo; C. P. Wells, Buffalo, and A. R. Williams, Buffalo.

Louisiana.

New Orleans, March 20.—Of 36 applicants the following were successful at the February examination of the Louisiana Board of Pharmacy:

L. F. Birdsong, Richard Chargois, George G. d'Autry, Guster H. Taylor, John C. Stumpf, Patrick Harvey, James B. Aucoin, Jacob Hecker, Aurelia B. Kuhn, Arthur L. Landry, W. McNeil, Frank Muccio, Frank Stumpf and Maude Witherspoon.

North Carolina.

The next meeting of the North Carolina Board of Pharmacy for the examination of applicants to practice pharmacy will be held in Charlotte on Monday, June 6, at 9 a. m. (not June 13, as published in some journals).

Coming Examinations by Boards of Pharmacy.

New Jersey, Trenton, April 21-22; California, Los Angeles, April 4; San Francisco, April 11; Minnesota, Minneapolis, April 18; Kansas, Salina, May 26, 9 a. m.; Oklahoma, Oklahoma City, April 12-13; Tennessee, Nashville, April 19; North Carolina, Charlotte, June 6; Alabama, Mobile, April 18; Pennsylvania, Pittsburg and Philadelphia, May 19-20; Missouri, Marysville, June 13.

Drug Store Experience Must Be at Retail.

Harrisburg, Pa., March 20.—Two important rulings have just been announced by the Pennsylvania Pharmaceutical Examining Board. The first is that "drug store experience" as specified in the State Pharmacy Law, means actual experience behind the counters of a retail drug store and not the experience which the applicant secures in a wholesale or manufacturing establishment or in a hospital. For an R.P., this experience must be of four years' duration, while for a Q.A., it demands but two years.

The second ruling was that the presence of wood alcohol in [illegible]

[illegible] after July 1, 1909, must have attended at least 1100 hours [illegible]

The Soda Fountain and Candy Counter

Druggist Prefers Opposition Selling Good Soda, for He Believes it Increases Demand.

The accompanying illustration shows a portion of the handsome pharmacy of William A. Chamberlin, Phar.D., at Haddon and Irwin avenues, Collingswood, N. J. The picture was taken with a view to showing the location of the fine new iceless soda fountain which was installed in the pharmacy a few months ago. The young man at the dispenser's post of duty is Harry Erny, a qualified assistant. Next, in the center, is Dr. Chamberlin, while opposite to him, standing outside of the show case, is Dr. F. W. Allin. In the far corner is W. W. Miller, registered pharmacist.

"Our soda water trade has greatly increased since the installation of the iceless fountain," said Dr. Chamberlin recently to a representative of the Era. "I would much prefer to have opposition that sold good cold soda water, rather than be the only place at which the best quality can be obtained, for instead of hurting the trade I am sure it would further increase our sales. Poor soda water tends to prevent people from repeating, unless they are very thirsty, while good soda invariably means 'more' and fountains that are known to dispense the best always get the benefit of the greater demand."

Dr. Chamberlin, who has built up a nice business during the ten years almost that he has been in Collingswood, is a graduate of the Philadelphia College of Pharmacy, having also taken a three-year course in Hanover College, Indiana. He is a partner in the Philadelphia Wholesale Drug Company, director in the Collingswood National Bank, member of the Collingswood Board of Trade, is an elder in the Presbyterian Church and a teacher in the Sunday School.

Sunday observance is a feature of Dr. Chamberlin's creed, for his pharmacy remains open only during restricted hours on that day and sales are confined to actual necessities. He took an active part in securing the passage of an ordinance prohibiting the sale of soda water, candies, etc., on the Sabbath. He firmly believes in the principle of letting workers enjoy a day of rest and his clerks are given one day in the seven every week to rest.

Dr. Chamberlin features soda water on a page of attractive announcements of goods dealt in at his pharmacy. This page is headed in imitation newspaper style: *The Chamberlin Drug Store Bulletin.* This miniature store journal is issued frequently and is varied in contents. Cuts are used of an appropriate nature and artistic design. Under one of them appears the following legend:

DELICIOUSNESS RUN RIOT.

That just about describes our soda fountain service. Deliciousness fairly flows from it.

Our soda is designed to satisfy in every sense, as our beverages are far more than mere thirst quenchers. No one who knows our flavors ever admits there is anything quite so good in Philadelphia or Camden.

TRY OUR SPECIALS.

Another announcement declares that no other kind of ice cream soda except "the best you ever tasted" is to be had at Chamberlin's. This is reinforced by the assertion: "We use only Pure Fruit Syrups and use no preservatives, such as Benzoate, etc. It is not necessary when cleanliness is carried to such an extreme as it is at Chamberlin's Soda Fountain.

"We serve two sizes of Ice Cream Soda. One at 10 cents contains three times as much ice cream as regular size, larger than served at any Philadelphia fountain. The 5 cents size is equal in quantity and superior in quality to any served anywhere at the price."

Well selected specials are featured in each *Bulletin.*

Said Dr. Chamberlin: "I certainly enjoy reading your monthly journal, *The Soda Fountain,* and always look forward to its arrival with a great deal of pleasure."

FORMULAS

In this department will be found each month a number of [illegible] in addition to the [illegible] ; [illegible] These formulas will [illegible] such other information of [illegible] [illegible] confectionery.—Editor Era.

Oriental Sundae.

Place one large dessertful of strawberry and vanilla ice cream on a small platter and add some fresh strawberries. Slice up a banana in small pieces and place on the platter around the cream. Add whipped cream and top off with a whole maraschino cherry. Use crushed strawberries when whole ones are not in season. An appetizing dish and a winner at the fountain.

Sliced Fruit Sundae.

Into a sherbet glass place ½ ounce of cream and a spoonful of sliced bananas. Then place a cone of ice cream in the dish and over the cream put a ladleful of sliced peaches. Top off with whipped cream and a maraschino cherry.

Mint Sherbet.

Into a 12-ounce glass pour ½ ounce of raspberry and lemon syrups and 1 ounce of green mint syrup; add a dash of lime juice, some cracked ice and fill the glass with carbonated water, coarse stream.

Mintine.

Fill a 12-ounce glass one-third full of cracked ice, then place three mint leaves on the ice, bruising them with a bar spoon; add 1½ ounces of simple syrup and 3 dashes of solution of acid phosphate; fill the glass with carbonated water and top off with a slice of pineapple and a cherry. Serve with straws and a spoon. Price, 10 cents.

Pepsin Mint.

First make a syrup as follows: Glycerite of pepsin, 4 ounces; lemon juice, 4 ounces, spirit of peppermint, 4 drams; solution of citric acid, 1 dram; simple syrup, enough to make 32 fluidounces. Add foam, if desired, and color green. To dispense, place 1½ ounces of the syrup in an 8-ounce thin glass containing shaved ice and fill the glass with carbonated water.

Mint Syrup.

First prepare a syrup as follows: Strained honey, ½ pint; maple sugar, ½ pint; extract of vanilla, 2 drams; essence of peppermint, 5 drams; simple syrup, 2 quarts. Color green. To dispense, place 1½ ounces of the syrup in an 8-ounce thin glass containing shaved ice and fill the glass with carbonated water. Serve with straws and a spoon. Price, 10 cents.

Fosfertone.

Make the following syrup: Solution acid phosphates, N.F., ½ ounce; essence of sarsaparilla, 1 dram; essence of wintergreen, 1 dram; tincture of iron, 2 drams; burnt sugar coloring, 2 drams; simple syrup, enough to make 1 gallon. Dispense in a thin 12-ounce glass, using 1½ ounces of the syrup. Fill the glass with carbonated water, fine stream.

Coffee Cabinet.

Into a 14-ounce glass put 2 ounces coffee syrup, 2 ounces plain stream; break an egg into the glass, add a No. 16 scoopful of ice cream and a sufficient quantity of shaved ice. Shake well, fill the glass with carbonated water, fine stream, adding a little nutmeg on top.

White Velvet.

Into a mixing glass put ¾ ounce vanilla syrup, ½ ounce lemon syrup, ½ ounce sweet cream, a dash of solution of acid phosphate, 1 cone of ice cream, the white of 2 eggs and some cracked ice. Shake well and throw from shaker to glass. Serve in a 12-ounce glass, filling with carbonated water. The yolk of the eggs may be used for other drinks.

Vevay's Favorite (Chocolate Syrup).

Take 4 ounces of any good cocoa or powdered chocolate and form into a paste with 8 ounces of cold water. Add 32 ounces of water and bring to a boil, stirring almost constantly in the meanwhile. When the boiling point has been reached add 3 pounds of granulated sugar, stir well and again bring to a boil. Cool and use about 1½ ounces of the syrup to a 12-ounce glass. Makes a trade drawing ice cream soda.

Coffe a Blaz-za.

Into a 12-ounce glass put 7 ounces of cold infusion of coffee, 2 ounces of simple syrup and a small [illegible] of vanilla syrup. Then add a small disherful of ice cream on top to fill the glass. A cool and refreshing drink for the summer.

Don't Care Sundae.

Into a small dish put one scoopful of ice cream, chocolate preferred, in the shape of a cone with a hole in the center. Into the hole put crushed walnuts, topping off with a maraschino cherry. Around the side of the dish place three Nabisco wafers dipped in grape juice and over all pour some chocolate syrup.

Persian Pate.

Chopped dates, 4 ounces; chopped figs, 2 ounces; grape syrup, 2 ounces; rose syrup, 2 ounces. Mix. Into a warm cream puff casing place a ladleful of this mixture; on top put three cubes of Turkish rose paste and cover with a little whipped cream.

Sliced Orange Nut Sundae.

Place a cone of ice cream in a sherbet glass and pour over the cream ½ ounce of orange syrup. Place on each side of the cream slices of orange and over all pour a large spoonful of crushed walnuts. Top off with whipped cream and a maraschino cherry.

Cherry Lime.

Lime juice, ½ ounce; Allen's tame cherry, 1½ ounces; grape juice, 2 ounces; cracked ice, enough; put into a 12-ounce glass and fill with carbonated water; add 2 cherries. Price, 10 cents.

Lemon High Ball.

Into a 12-ounce glass place 1 egg, 2 ounces of ice cream and 1 ounce simple syrup. Shake well together, add the juice of 1 lemon and fill the glass with carbonated water. Serve with two straws.

Grape Juice Sherbet.

Sweeten to taste 1 quart of grape juice; add ½ pound sugar to the juice of 6 oranges and stir until the sugar dissolves; mix this with the sweetened grape juice, transfer to a freezer and slowly freeze. Beat the white of an egg, adding a tablespoonful of powdered sugar and stir into the sherbet; repack the mixture and set aside for two hours. Serve in sherbet cups.

Fruited Eclair.

Fill an eclair shell with ice cream, place in an oblong dish and pour over it any crushed fruit desired; top with whipped cream.

Boston Special.

Into a 12-ounce glass put 1½ ounces of chocolate syrup, 2 ounces of grape juice, 1 ounce sweet cream and a portion of malted milk; into the mixture break an egg and add a small quantity of fine ice; shake thoroughly, fill glass with carbonated water and strain.

Claret Cream.

Into a 12-ounce glass half full of cracked ice draw 1 ounce lemon syrup, 1 ounce claret syrup and 2 ounces of cream. Shake, strain and fill glass with carbonated water; toss, and serve with two straws stuck through a slice of lemon in the glass.

Frost Queen.

Raspberry syrup, 1 ounce; orange syrup, 1 ounce; pineapple syrup, 1 ounce; claret syrup, 1 ounce; place in a 12-ounce glass containing shaved ice, add the juice of half an orange and fill the glass with carbonated water.

Marshmallow Shake.

Marshmallow syrup, 1½ ounces (vanilla, catawba, almond or any desired flavor may be used); cream, 1 ounce; 1 egg, 1 dipperful of ice cream; shake, fill glass with carbonated water and strain.

Cream Cordial.

Rose syrup, ½ ounce; pineapple syrup, ½ ounce; vanilla syrup, ½ ounce; orange syrup, ½ ounce; plain cream, 1 ounce, shaved ice, ¾ glass. Fill the glass with carbonated water, shake, strain, toss and serve.

Guilty in Celery Cola Case.

Judge Charged That Ignorance of Presence of Cocaine or Caffeine Was No Defense.

Birmingham, Ala., March 20.—That caffeine in cola drinks is deleterious to health and that it is particularly dangerous to women and children was the sworn testimony of several experts in addition to well known and reputable physicians from Birmingham and Atlanta, given in the case before Judge Grubb here against the Celery Cola Company.

One physician, Dr. J. Ross Snyder, swore that two drinks containing the mixture of cocaine and caffeine shown to be in this drink might kill a child of five years of age.

Several physicians swore that caffeine should not be taken unless under the direction of a physician or trained nurse. They pointed out that when it was possible for people to indiscriminately buy this drug in a drink at soda fountains and consume it great injury to health is liable. It was stated under oath that the drinking of caffeine indiscriminately in cola drinks was liable to produce serious results on people afflicted with organic diseases for which caffeine was absolutely injurious. In other words, people having diseases needing drugs entirely different from caffeine, were liable to great injury by consuming this drug in cola drinks at soda fountains.

This feature of the trial came as a distinct surprise and produced a sensation.

That it was taken seriously by the Coca-Cola officials of Atlanta was shown by the fact that they sent a lawyer to the trial. He consulted with the attorney for the Celery Cola people and it was noticed that the defense here used part of the answer made by the Coca-Cola people to the Government libel against Coca-Cola in Chattanooga.

Judge Grubb charged the jury that ignorance on the part of the defendants of the presence in their drink of cocaine and caffeine was no excuse. After being out several hours the jury brought in a verdict of guilty.

Dr. H. C. Fuller, one of the pure food experts here from Washington, swore that there were over 100 drinks on the market which contained caffeine and that there were about 50 which contained cocaine.

The defense offered no evidence, expert or otherwise, to show that the effects of cocaine or caffeine were other than declared by the Government's witnesses.

Arkansas Merchants Buying Good Fountains.

St. Louis, March 20.—The Southwest is preparing for a big soda business this summer. This is evident from the number of fountains which have recently gone, say, into Kansas alone. While St. Louis stores, as a rule, are putting in fountains ranging around $1000, the Arkansas merchants find it profitable to go $2500 or stronger. Three recent sales by J. S. Merrell Drug Company illustrate. R. E. Hayes, for the company, has just placed a $2800 fountain with R. E. V. Bordeaux at Monticello, Ark.; a $2500 fountain with Dr. W. E. Hamil at Pocahontas, and a $2000 outfit with Dr. H. E. States at Mammoth Springs.

Illinois to Have Ice Cream Standards.

Chicago, March 20.—Among other things which have come before the State Food Commission of Illinois ice cream has at last found a place and the commission is sending out circulars to the ice cream dealers and makers all over the State notifying them that an opportunity will be given them to give their reasons either for or against the suggested standards. It is requested that all those opposed to or in favor of any provisions of any suggested standards submit briefs. Briefs submitted prior to April 1 will be considered and a public hearing will be given at the Great Northern Hotel in Chicago at 10 a. m. Wednesday, April 6, 1910, to all desiring to be heard.

New Fountain in New Indianapolis Pharmacy.

The latest retail drug store in Indianapolis is the one opened recently at 123 East 16th street in a fine residence district in which it will have a field of its own. The proprietor is Claude Wyttenbach, a wide-awake, enterprising young man who has good manners and winning ways. The building is entirely new, the fixtures, which are birch-mahogany, are new, in fact, everything in the store is new, including a new soda fountain. The store will be a favorite waiting place for street car passengers.

Druggists to Make Ice Cream.

High Prices in Cincinnati Start Talk of Establishing a Co-operative Plant.

Cincinnati, March 20.—Retail druggists here are preparing to organize a company for the manufacture of ice cream for use at the soda fountains and for the regular drug store trade in ice cream, which represents a majority of the trade in that commodity.

It is said that the action is taken on account of the receipt by these druggists within the last few days of a new rate card from the French Bros.-Bauer Co., the new combination of wholesalers which was effected recently. The new card raises the price of ice cream to 90 cents a gallon, at which it sold when the French Brothers had no competitor of any importance. When the Bauer company entered the field the price of ice cream was reduced to 75 cents a gallon to the druggists or those who used it in any quantity. Both companies sold their product at this figure.

Notification that the price had been put up again was accompanied by a rebate card, showing how much of a drawback would be allowed the different dealers. Those who used 300 gallons in a year would be given a rebate of $5 in cash at the end of the year. Those who used 1000 gallons a year would be allowed a rebate of $75. This meant a discount of less than 2 per cent for the small dealer and a discount of more than 8 per cent for the large dealer. The little dealer gets a rebate of a little over 1½ cents a gallon, while the large dealer gets a rebate of 7½ cents a gallon.

The small retailers declare that the discrimination is unfair, and while none of them will talk about the proposed independent ice cream company that is said to be forming to supply the ice cream at cost, each of them admits that he is not satisfied with the new ice cream prices.

Soda Fountain Notes.

—Three new fountains have been installed in New Bedford, Mass. Henry T. Corson, one of the best known druggists in Bristol County, has installed a nine-foot fountain at 639 County street. William Higham, who owns two drug stores in New Bedford, has put in a new 10-foot counter service fountain at 212 Cross street. S. A. Lamoureau, of 1598 Acushnet avenue, New Bedford, has just completed remodelling his store in which he installed a nine-foot apparatus.

—R. B. Golden, formerly clerk with F. P. Porter, druggist, at 1 Main street, Leominster, Mass., has started in business for himself, and is opening a new store at 38 Main street, in the same town. He has ordered an Innovation fountain. His former employer quite simultaneously has ordered a handsome fountain of all onyx with a 12-foot counter.

—Old Jackson Drug Store, Beatrice, Neb., under the new management of O. F. Harlan, who has gone there from Auburn, will have new fixtures and a new fountain. The owners of the building are going to put in new floors, ceilings and a more modern front.

—Minot Drug Company, Minot, N. D., has installed a 20-foot iceless fountain, one of the finest in the State. The store has been enlarged and otherwise improved. The company has made rapid increases in business under the management of Oscar Veach.

—Herbert N. Henckell, of Commercial avenue, Cairo, Ill., has replaced his old apparatus, which was a fine-looking one, with a new style counter soda fountain and otherwise is preparing for a heavy increase in business.

—M. D. Hendon, formerly with Crabtree's Pharmacy, and who lately acquired the North Durham Drug Store, in Mangum street, Durham, N. C., has purchased a neat and conveniently arranged soda fountain.

—Lowenthal & Dyer, owners of the Illinois Central Drug Store, at Kankakee, contemplate changes which will cause considerable expense. There may be a new fountain.

—B. F. Tripp & Co., druggists, of Middleboro, Mass., have changed over their entire store, and have installed a larger fountain.

—Martin & Moore drug store, Kankakee, Ill., is being enlarged and an iceless soda fountain, costing $2000, installed.

—Alfred J. H. Paquette has installed an iceless fountain in his drug store at 1 Federal street, Lynn, Mass.

Fountain Advertising.

Some Seasonable Hints in the Use of Brush and Paper to Attract New Patrons.

With Brush and Paper.

WINDOW [illegible] any particular idea, they fail to excite any interest. We all know that fountain patrons are divided into classes. There are those who consume only sweet beverages and others who invariably choose acid drinks, egg drinks, or dished delicacies. [illegible] unusually sweet tooth merely because the patron has called for it by taking a fancy to the name, is risky business.

A number of very progressive dispensers make it a rule to add a descriptive line to the name, when placed upon window strips, thus:

ORIENTAL SUNDAE

It's a Chocolate and Malted Milk dish.
Try it for a dime.

As a general thing an adequate description may be given in even a less number of words than the above, as—

CUBAN NECTAR

A Pineapple and Strawberry blend.

By a little study and the use of a few words one may turn an otherwise bald announcement into a reason-why-you-should-buy advertisement. As suggestions the following phrases may be helpful to those who would make their strips descriptive: "For lovers of chocolate and egg. A fruit sour without phosphate. A sweet and solid drink. A fizz and phosphate beverage. A solid egg and syrup phosphate. A fancy ice cream soda. A chocolate and fruit syrup mix. Served on a dish like a sundae. Fruit, syrup and ice cream—any flavor. Nuts, cream and chocolate. A snow-ice sherbet. A very cold fruit frappe. A semi-sundae—eaten from a glass with a spoon. Much like a mint julep. Chocolate, ice cream and solid fruit. A nourishing food drink. A sweet drink of several syrups—fizzy. A harmless appetizer. A mild and harmless bracer. Vanilla with a piece of pineapple—not very cold."

Don't Get Gay.

Do not misunderstand art, as applied to window strips. Whether you use brush, pastel or shading pen, do not indulge in whirligigs and flourishes—and, above all, do not use half the colors of the rainbow. Window strips should be on the read-as-you-run order. Plain block or simple script is best. Leave plenty of space between the letters and make them large enough to show the white or colored background within the angles and curves. On a white field, black, violet, green or cardinal colors are best. Use paper of such quality that the colors will not run nor show saturation stains at the letter edges. Do not paste strips to glass but fasten with small gum tags, as few as possible, and make them as nearly invisible as you can.

Don't Be Cross-eyed.

As near as may be possible, [illegible] your strips on the level of the vision of the ordinary observer, and adjust them horizontally. Do not form the strips into wheels, circles and squares. The passer-by will not stand on his head or rubber his neck out of joint to read them.

Listing Known Drinks.

Window strips are not, and should not be confined to announcing novelties. The sight of the name of a favorite beverage or sundae will oftentimes create a desire for it and effect a sale. At the same time a little addition to the mere name may multiply the advertising value by hundreds. Though the announcement itself may not be a novelty, the method of announcing it may be made novel. A good method of adding novelty is by connecting the name with some strong phrase of the day, with some comment upon a bit of news of the period, or even a terse reference to the drink itself. As a suggestion, one may announce chocolate ice cream soda in this way:

[illegible] away with a Chocolate Ice Cream Soda—ours is the right sort.

Don't be afraid of the comet. It's as harmless as our Walnut Sundae—but the sundae looks prettier and has THE taste.

[illegible]
Come in and initiate yourself with a Frozen Fruit Sherbet.

For a heap-much thirst there is nothing like our solid liquid, ice-cold Lemon Phosphate—real lemon in it, too.

No cold-storage eggs used in our Egg Phosphate. We are acquainted with the hens that lay our eggs.

For the conservation of National resources you'd better conserve your natural resources with one of our appetite satisfying Fruit Sundaes.

Don't swear at "the good old summer time." Cool your temper and yourself with one of our Mint Juleps—non-alcoholic.

Straws to show which way the wind blows: Five hundred paper "straws" are used at our fountain every day. Blow in and get a Cherry Bounce.

If you don't feel gay let us fit your hat with a Lemon-Seltzer Flip—no dope in it.

A good thing that is the same in all languages—our Chocolate, Egg and Malted Milk.

Don't Be Sloppy.

This line of advice does not refer to direct fountain service. It has reference to sloppy methods of displaying fountain announcements within the store. Suspending fine cards with rough hempen strings, sticking strips to the fountain mirror with "gobs" of yellow paste or dirty dextrin, fastening strips to canopy pillars as though they were bandages and fastening signs so that they warp into bow-knots or swing their faces to the wall, are a few of the things we refer to as "sloppy."

The beauty of any fountain is marred when it is plastered with strips of cheap white paper lettered with barn paint. Have a few long, narrow, light frames with removable backs and use them for fountain announcements. Hang them at the sides of the fountain or suspend them from the ceiling or place upon easels on the fountain. Cards that are to be placed against the fountain mirror should be fastened with suction hooks or tiny bits of gummed paper. When unframed cards are to be suspended cleats of card or thin pieces of wood should be glued to the backs, to keep the cards from curling. Have at least one metal sign standard for the end of the soda slab. Into this slip cards upon which are made your most important announcements. Do not restrict soda announcements to the fountain and its immediate surroundings. A sign holder placed upon the rubber goods show case will be the means of selling more ginger flips than one placed on the fountain.

In the February SODA FOUNTAIN (page 120) was printed an article upon "Bulletin and Other Menus." Some of the ideas given therein are readily adaptable to the display of special announcements. Do not be a mere copyist. Strive to improve upon every idea you receive. "Adapt! Adapt!" is the slogan of the successful advertiser in every field.

No Changes in Tea Standards Expected.

The Board of Tea Experts which fixes the tea standards under the pure tea law recently began its annual meeting. The different grades of tea are all being examined, but it is not likely that any changes in the standards will be made. The present standards, which have been in effect for some years, have been satisfactory, it is said, to the Treasury Department and to most of the importers.

MOSTLY PERSONAL

William S. Flint, of Massachusetts.

William S. Flint, of Worcester, who was recently appointed a member of the Massachusetts State Board of Registration in Pharmacy, was unanimously confirmed by the executive council and has assumed his place on the board in succession to Lucian A. Lamson, of Hopedale. Mr. Flint is one of the best known men in pharmacy in central Massachusetts. He was born in Canaan, N. Y., October 2, 1859, on a farm of several hundred acres, his grandfather having kept a tavern on the old stage line between Pittsfield and Albany before the Western Railroad was built, an uncle being conductor on the railroad mentioned. The farm was left to two brothers, one being his father. He went to school winters in the little red school house until ten years of age. His father having died when William was four years old, at ten he was sent to Pittsfield to live with an aunt and attended the public schools five years. The youth entered the store of M. S. Manning & Son, 51 North street, in July, 1874, and remained four years as apprentice and clerk in charge, at a salary ranging from $3 to $8 a week. The son of this firm was John H. Manning, who was at one time president of the Massachusetts State Pharmaceutical Association and State highway commissioner at the time of his death last year.

WILLIAM S. FLINT, Ph.G.,
Worcester, Mass.

Mr. Flint went to Boston in October, 1879, with $100 in his inside pocket to attend the College of Pharmacy. In matriculating at the college, he met Thomas Doliber, of the firm of Theodore Metcalf & Co., now president of the Mellin's Food Company, who offered him a position at $8 per week, which he accepted, with the privilege of sleeping in the store to answer night calls of emergency, and time to attend the college evenings, at that time in the Old Franklin School Building, the professors being Drs. Bolles, Davenport, Patch and Markoe, Henry Canning being president. He was graduated with the class of 1883 and was registered as a pharmacist by the State board on December 2, 1885, H. M. Whitney being president of the board.

Mr. Flint remained with the Metcalf company eight years, having charge of the prescription department, then the largest in New England, the last three years. In January, 1888, he resigned his position on account of ill-health and located in Worcester, forming a partnership with David L. Bradt under the firm name of Bradt & Flint, with two stores, one located in Main street, at the corner of Foster, known as the Shattuck Pharmacy; the other at the corner of Park and Portland streets, known as the George Dinsmore store. The Main street store was sold in 1890 to Sadler, of Springfield, and the interest of Mr. Bradt at Park street was purchased in 1898. The present store was established in 1870 by Tilton Brothers in the Thomas H. Dodge block.

J. Arthur Bean, the new president of the Boston Druggists' Association, whose picture was printed on page 243, March Era, is one of the youngest men that has ever filled that office in this now venerable organization. He was born in 1872 in Panacook, N. H., and entered the drug business twenty years ago. He attended the Massachusetts College of Pharmacy for two years and has been in business for himself for fourteen years. Six years ago he opened a second drug store in Somerville, which he still conducts. He is the treasurer and manager of a co-operative association of twenty Somerville druggists which has been maintained with a singularly high degree of success. In the U.S.P. and N.F. propaganda work, under the auspices of the Boston A.R.D. he has been one of the most active workers. He is a vice-president both of the Boston Association of Retail Druggists and of the Massachusetts State Pharmaceutical Association and for six years he has been the president of the Somerville division of the B.A.R.D. Last year he was one of Boston's delegates to the Louisville convention of the N.A.R.D. Mr. Bean has been quite as active in the civic affairs of Somerville as in the professional and trade matters of pharmacy. He is a director of the Somerville Board of Trade and a member of several fraternal organizations, including the Masons, in which he has attained the 32d degree, as well as having entered the Mystic Shrine.

Frank F. Ernst, the new president of the B.A.R.D., whose picture was printed in the March Era, page 243, is one of the most active men in the Boston association. Ever since the association was organized, seven years ago, he had been chairman of the executive committee, and when the N.A.R.D. met in Boston in 1904, he was chairman of the local committee which had charge of all of the arrangements for the convention, and which made such a magnificent success of the event. Mr. Ernst is also active in the Massachusetts State Pharmaceutical Association, in the Alumni Association of the Massachusetts College of Pharmacy, and in the Boston Druggists' Association. For two years he was a member of the executive committee of the N.A.R.D.

He was born in Davenport, Iowa, 40 years ago, went to work in a drug store at the age of 15, graduated from the Massachusetts College of Pharmacy in 1890, and started in business for himself in Jamaica Plain 12 years ago. In the meantime he had worked in some of the best drug stores in Boston, including those of William F. Sawyer in Roxbury, and Kelley & Durkee in the Back Bay, while other experience was gained in college. When Mr. Ernst decided to engage in business for himself he selected one of the best and most rapidly growing suburbs of Boston. His success was so great that a few years later he opened another store at Boylston Station, and he maintains both stores now. Mr. Ernst is a man of much executive ability, a great worker, an enthusiast in whatever he undertakes, and he also possesses that other very desirable trait of perseverance, so that when the hard rubs come he is able to successfully overcome them.

Albert Bond Lambert has been elected president of the Aero Club of St. Louis. Mr. Lambert is an enthusiastic leader in aviation in St. Louis and has gained a National fame among the followers of flying and balloon sailing by his stand which united the various aero clubs of the country in a demand that the Aero Club of America, in New York, abandon its pretensions to being master of the sky. Mr. Lambert is giving much of his time to making the coming season the greatest yet known in America in heavier-than-air flying. He has been asked to take the captaincy of the new balloon squad of the signal corps of the First Regiment of Missouri.

—Miss Kitty W. Harbord, of Salem, Ore., is spending some time with friends and relatives in Philadelphia and vicinity in the course of a prolonged vacation trip which also includes a visit to Europe. Miss Harbord, who is an alumnus of the Philadelphia College of Pharmacy, class of '01, has the distinction of being a member of Oregon State Board of Pharmacy and is probably the only woman in the country to occupy such an important position. She is the manager of the busy pharmacy of her brother-in-law, Daniel J. Fry, at Salem, Ore.

—Franklin M. Apple, the new chairman of the ethical preparations committee of the Philadelphia Association of Retail Druggists, has taken hold of the duties of that office with an enthusiasm which is already producing results in the way of increasing the popularity with physicians of the preparations of the Pharmacopœia and National Formulary. His fellow-members of this committee, who are Frank W. Fluck, Paul L. McConomy, William L. Cliffe and William H. Ricker, are displaying the same interest.

—Judge W. T. Bland, vice-president of the McPike Drug

Company, wholesale druggists, Kansas City, Mo., is a busy man these days. In addition to his regular duties he has been actively engaged as president of the Commercial Club of Kansas City in a campaign which has for its object the raising of $3,000,000 to establish a line of modern boats to ply on the Missouri River between Kansas City and St. Louis. During the month Judge Bland has delivered a large number of addresses on this subject.

—S. S. ELLIOTT, who has resigned as manager of the Harle-Hess Drug Company, Council Bluffs, Iowa, and gone to Los Angeles for his health, has been succeeded in that position by F. H. Garrett, for 13 years salesman for the company and president of the Western Travelers' Accident Association. T. J. Leary was elected secretary and A. J. Faul treasurer. The employees presented Mr. Elliott with a splendid gold watch.

—GEORGE K. MERRELL, vice-president of the J. S. Merrell Drug Company, St. Louis, has moved into his new home in Park View, an exclusive residence district, near Forest Park, the Washington University, and near enough and not too near the several summer theaters at Delmar Garden. Mr. Merrell is delighted with the change, although his former location was in one of the most exclusive residence sections of St. Louis.

—E. J. HAINES, president and treasurer of the Duroy & Haines Co., manufacturers of wines, soda specialties, etc., Sandusky, Ohio, who has been a great sufferer from locomotor ataxia for nearly 20 years, is now on the road to recovery and expects soon to be around again. Mr. Haines has many friends in the trade who will be glad to learn of his return to health.

—JOHN J. TOBIN, of South Boston, former secretary of the B.A.R.D., and who as a member of the entertainment committee of the local committee during the N.A.R.D. convention in Boston a few years ago came to be known to druggists from all over the country, has been elected vice-commodore of the South Boston Yacht Club.

—WILLIAM B. STRONG, vice-president and treasurer of the Milwaukee Drug Company, has been re-elected vice-president of the Milwaukee Merchants' and Manufacturers' Association, the leading public and commercial organization of that city. Mr. Strong is one of Milwaukee's best known and most enterprising public men.

—HAVING just celebrated his 88th birthday, Dr. Enno Sander, honorary president of the A.Ph.A. and emeritus professor of the St. Louis College of Pharmacy, is attending board and faculty meetings of the college regularly and, in fact, is usually the first at the board meetings and the last to leave.

—C. P. WALBRIDGE, president of the J. S. Merrell Drug Company, St. Louis, is taking a rest of several weeks at Hot Springs, Ark. He writes that the rest is doing him good. He is expected to return from his trip ready for a vigorous spring go in the free-for-all race for business.

—FRED A. HUBBARD, of Newton, former secretary of the Massachusetts Board of Registration in Pharmacy, was the victim of burglars on March 11. During his absence his fine residence in Hollis street was entered and valuables to the amount of several hundred dollars removed.

—ALBERT W. FISCHER, formerly with Schulz Drug Store at Vandeventer and Laclede streets, St. Louis, is now to be the drug store man at Kingshighway and Page street. After eight years of clerking in the Laclede store his friends predict success in his new venture as proprietor.

—F. F. INGHAM, Jr., senior at University of Michigan School of Pharmacy, recently represented Alpha Chapter of the Phi Delta Chi fraternity at the annual meeting of the Grand Council, which took place this year in New York City. Mr. Ingram, Jr., is W.C.C. of his chapter.

—G. H. BOYSON, ex-'07, with his wife and little daughter, were callers at the College of Pharmacy of the University of Iowa recently. Mr. Boyson was president of the Iowa Ph.A. for 1908-1909 and is owner of a prosperous pharmacy at Cedar Rapids.

—DR. H. W. WILEY was recently elected president of the Cosmos Club, the membership of which is composed of scientists and literary men of the National capital. Herbert Putnam, the librarian of Congress, was chosen vice-president.

—DR. G. C. KILGORE is now doing detail work for the Henry C. Blair Company, of Philadelphia. He succeeds Dr. W. S. Bell, who has returned to his former position as a member of the sales force of Seabury & Johnson.

—W. D. STEARNS, who has had supervision for more than 20 years of the manufacturing end of Frederick Stearns & Co., Detroit, has been promoted to be general manager. W. G. Rucker succeeds him as superintendent.

—MRS. CORNELIA MERCK, wife of the New York wholesale druggist, was recently elected member of the board of education of West Orange, N. J., after a spirited campaign. Mrs. Merck was on three of the four tickets.

—WILLIAM E. LEE and wife, of Philadelphia, spent a few days in mid-March in Washington, D. C. The object of the trip was primarily to aid Mr. Lee in recovering from his recent severe illness.

—W. A. CHERRY, manager of the traveling service of Eli Lilly & Co., has returned to his desk after a visit to Lilly salesmen and the jobbing trade of Ohio and Michigan.

—DR. E. R. LARNED, head of the department of experimental medicine of Parke, Davis & Co., Detroit, recently visited the New York office for a day or so on business.

—R. A. KUEVER, assistant in pharmacy at the College of Pharmacy, University of Iowa, has been appointed consulting chemist of the Boerner-Fry Company at Iowa City.

—DEAN WILBER J. TEETERS, of the College of Pharmacy of the University of Iowa, has been chosen to represent that institution at the U.S.P. Convention next month.

—HARRY B. MASON, of Detroit, will deliver an address in behalf of the faculty of the St. Louis College of Pharmacy at the commencement April 27 in Memorial Hall.

—I. A. ANDERSON, '09, University of Iowa, and who has been traveling for the Boerner-Fry Company, Iowa City, has purchased a store at Dow City, Iowa.

—D. KOGAN, who conducts a drug store at 1 First avenue, this city, contemplates moving from his present location to First avenue and Houston street.

—S. A. ECKSTEIN, head of the Wright Drug Company, of Milwaukee, has been re-elected collector of the Royal Arcanum for the 27th time.

—EDWIN L. WAGNER, secretary of the Alumni of the St. Louis College of Pharmacy, is now with H. O. A. Huegel at Park and Grand.

—HARRY HACKBARTH of Wausau, Wis., a registered pharmacist, is now associated with the Jewett Drug Company at Rice Lake, Wis.

—JOHN F. A. C. WARTMAN, president of the Wartman Drug Company, of Milwaukee, is recovering from a serious attack of typhoid fever.

—G. A. LARSON, formerly engaged in the drug business in Michigan, is now a traveling salesman for Olney & Jerman, of Chicago.

—HARRY T. CARVER, of Farrand, Williams & Clark, Detroit, was a recent visitor at the New York Drug and Chemical Club.

—CHARLES J. LYNN, secretary and general manager of Eli Lilly & Co., recently spent a few days at the New York office.

—A. F. MENGES, druggist, of Madison, Wis., has been re-elected president of the Commercial National Bank of Madison.

—CHARLES HOFFMAN has returned from New Mexico to Missouri and will open a drug store in St. Louis.

—A. PETRAGLIA will open a new drug store at 116th street and First avenue, New York City.

KAMPORI & CO are about to open a new drug store in Westchester avenue, this city.

Pharmacist's Wedding Romance Began in College.

ST. LOUIS, March 20.—Earl Ellis, who conducts the Belt Avenue Pharmacy in St. Louis, and Miss Aida Blackburn, daughter of E. J. Blackburn, were married recently by Rev. Dr. M. H. Lichliter and departed for Chicago on their honeymoon. They will make their home at 5508 Cabanne avenue. The romance began during Ellis' senior year at the St. Louis College of Pharmacy in 1904, from which he was graduated with high honors. The bride is first violinist in the orchestra in the Kingshighway Presbyterian Church.

Marriage Mentions.

—DR. GEORGE H. KRUG, of Spetzler & Krug, Baltimore, is engaged to marry Miss Mary A. Frederick, daughter of M. J. Frederick, 613 West Franklin street. The date has not been fixed.

A. F. LONGWELL, '02, State University of Iowa, was married recently to Miss Sophia Baker, of Iowa City. They will live in Wellman, where Mr. Longwell and his father, ex-'87, are engaged in the drug business.

Professor Chandler Reminiscent at Annual Meeting of New York C.P.

Would Not Permit His Remarks to be Called a Farewell Address Although He Retires From Active Duties—Recalls Forty-four Years of Service as a Teacher.

The election of officers was the first act on the programme at the annual meeting of the New York College of Pharmacy held on March 15, the entire ticket presented by the nominating committee at the previous meeting being elected, as follows: President, Nicholas Murray Butler; first vice-president, Charles F. Chandler; second vice-president, Herbert D. Robbins; third vice-president, William Jay Schieffelin; treasurer, Clarence O. Bigelow; secretary, Thomas F. Main; assistant secretary, Edward W. Runyon; trustees to serve three years, Otto P. Amend, Adolph Henning, Caswell A. Mayo, Reuben R. Smith and Dr. Henry C. Lovis.

Following the election, Prof. Charles F. Chandler, who had recently resigned from active work as a member of the faculty, gave some very interesting reminiscences of his 44 years' service on the teaching staff of the college. He began by saying that he would not consider his remarks in the nature of a farewell address, for he wanted the privilege of "browsing around the college as long as he was able to get about," a sentiment that was roundly applauded by all present.

Professor Chandler referred to the progress that the college had made from its establishment in 1829, particularly commenting upon the advantages that had been gained by its affiliation with Columbia University. He used the word "apothecary" to designate the modern compounder of medicines which, he said, he liked a great deal better than the term "pharmacist." All of the early chemists were apothecaries, Paracelsus, Liebig, Sir Humphry Davy and others.

Professor Chandler said he well remembered his first introduction to the college in 1865. Prof. P. W. Bedford went to him and asked him to deliver a course of

CHARLES FREDERIC CHANDLER, of New York City.

lectures to the students. The college was then located in a room of a building on Washington Square. He was asked to lecture three times a week and to furnish his own apparatus and to provide such other assistance as he might need. He was told that the college had no money, but after thinking the proposition over he decided to accept the invitation and he had never regretted his action.

There were but 32 students in attendance the first winter in both junior and senior classes, and five graduates in 1866. In 1878 the college moved its quarters from Washington Square to a church which it had purchased in East 23d street. In 1893 the college acquired its present building in 68th street.

Of the members of the faculty who had been connected with the college, Professor Chandler spoke of Prof. F. F. Mayer, the discoverer of the reagent which bears his name; Prof. P. W. Bedford, Dr. E. R. Squibb, Prof. Walter Day and other famous names on the roll of early lecturers. He particularly referred to the late Dr. Charles Rice, who was chairman of the committee of Pharmacopœial Revision for many years and who was identified with the college from 1873 until his death in 1901.

During Professor Chandler's connection with the college he was appointed president of the Metropolitan Board of Health by Mayor Havemeyer, a position he held until 1884. In 1873 the cholera was raging in the South and was making its way northward. In the "scare" which developed, it devolved upon him to start the machinery for cleaning up the city. In this work Professor Day was his associate and Professor Chandler told of some interesting experiences they had in "cleaning" up Washington Market. In 1874 a smallpox epidemic visited New York, which also caused the authorities considerable trouble, but its ravages were quelled by the establishment of hospital facilities under able and competent management.

Professor Chandler's remarks were interspersed with frequent cries of "go on," but they were finally brought to a close by the statement that he would not consider his talk as a "farewell" for he wanted to hang around as long as he could "creep out of the house."

MANY TESTIMONIALS FOR PROF. CHANDLER.

Pharmacists in Manhattan and Brooklyn Vie in Doing Honor to Distinguished Chemist and Teacher.

Vying with each other in doing honor to Prof. Charles F. Chandler on his retirement from the active duties of teaching, various pharmaceutical and scientific bodies have under way a number of testimonials, dinners, etc. Among those which have been announced is the decision of the trustees of the Brooklyn College of Pharmacy to present Dr. Chandler with a set of engrossed resolutions in recognition of his work for pharmacy; a testimonial dinner on March 28 by the officers, trustees, faculty and members of the New York College of Pharmacy and its Alumni Association at the Hotel Astor, and a banquet at the Waldorf-Astoria on April 30, to be given by the Chemists' Club, Society of Chemical Industry, American Chemical Society, American Electrochemical Society, Institute of Chemical Engineers, and the Verein Deutscher Chemiker. At this banquet arrangements have been made to present the honored guest with a bronze bust of himself in heroic size by the sculptor J. Scott Hartley and a replica of the same to Mrs. Chandler. Subscriptions are also being solicited by the same organizations for the creation of a Chandler Testimonial Fund with which to purchase books for the library of the Chemists' Club. The chairman of the committee of arrangements for the testimonial of the united societies is L. F. Stone, 100 William street; contributions for the same should be sent to Dr. Morris Loeb, treasurer, 273 Madison avenue, New York. Thos. P. Cook is chairman of the committee in charge of the College of Pharmacy banquet at the Hotel Astor.

J. ARTHUR BEAN HEADS PIONEER ASSOCIATION.

Prominent Druggists and Statesmen Attend Annual Meeting of Boston's Oldest Drug Society.

Boston, March 20.—The Boston Druggists' Association, the oldest drug association in this part of the country, held its annual meeting and dinner at Young's Hotel. The election of officers resulted as follows: J. Arthur Bean, of Somerville, president; George H. Ingraham, of Newton, treasurer; Harry C. Wiggin, of Boston, secretary; Chas. F. Ripley (chairman), James F. Finneran, Fred A. Hubbard, Fred L. Carter, R. A. Newton, P. C. Klein, H. A. Estabrook, executive committee; C. E. Harrington (chairman), J. A. Gilman, P. J. McCormick, Henry Thornton, Elie H. LaPierre, membership committee.

The reports were encouraging, the association's reserve fund showing a satisfactory growth during the year. Charles F. Ripley, of Taunton, the retiring president, presided at the dinner. The special guests were Hon. Allen T. Treadway, president of the State Senate, and Representative Thomas W. White, of Newton, a registered pharmacist. An orchestra furnished music.

A wide variety of topics was discussed. President Treadway spoke of commercial questions confronting the State which the present Legislature would be required to attempt to solve, and he called for the hearty co-operation of just such men as composed the Boston Druggists' Association. Representative White discussed the legislation relating to pharmacy which is pending, laws relating to the conduct of pharmacies, the sale of liquor, the license fee, the powers of the State Board of

Pharmacy and the [illegible] John A. Gr[illegible] spoke for the [illegible] Prof. C. E. Nyce for the Massachusetts College of Pharmacy, Joseph L. Lascoff for the Massachusetts State Pharmaceutical Association, and Frank J. Ernst for the B.A.R.D.

A [illegible] of the new president will be found on page 377 of this issue of the ERA. His portrait is printed on page 243 of the March ERA.

CHICAGO VETERANS ELECT NEW MEMBERS.

No February 29 This Year, But Jamieson's Birthday is Celebrated With the Usual Ceremonies.

CHICAGO, March 20.—At the recent quarterly meeting of the Chicago Veteran Druggists' Association there were present: C. W. Grassly, president; John Blocki, W. K. Forsyth, C. H. Sempill, W. F. Baxter, T. N. Jamieson, T. H. Potts, Charles A. Storer, E. H. Woltersdorf, A. Scherer, F. J. Schroetter, W. [illegible].

Mr. Jamieson's birthday being on February 29, it was resolved to celebrate it on this occasion, and the usual ceremonies were put into operation. Prof. C. Lewis Diehl, of Louisville, and H. S. Wellcome, of London, Eng., were elected associate members. Louis Lehmann, E. von Hermann and Charles E. Matthews were elected active members.

Biographies of C. E. Dohme and Dr. Murray Galt Motter were read. Charles A. Storer was appointed a committee of one on C.V.D.A. medal or button to report at next quarterly meeting.

A telegram was read from ex-President O. F. Fuller, who was at Atlantic City, and on motion of T. H. Potts, the secretary was deputized to promulgate a "round robin" letter to be sent to Mr. Fuller, honorary president, during his sojourn at Atlantic City. John Blocki was appointed a committee of one to explore Aurora, Ill., as the next place for the Jamieson day anniversary.

B.A.R.D. Inspects Stamp-Selling Machine.

BOSTON, March 20.—The feature of the March meeting of the B.A.R.D. was again the committee on commercial interests which presented two interesting topics. The Automatic Service Company, of Albany, through its representative, exhibited a postage stamp vending machine, and demonstrated its workings. For a nickel two 2-cent stamps are given, allowing a margin of 20 per cent on the transaction for a profit to be divided between the lessor and the lessee of the machine, as well as avoiding what has often proved to be more than a mere labor of love in the matter of handling postage stamps. Dr. Blandford, of the Sheldon School of Salesmanship, of Chicago, gave a talk on the science of salesmanship.

Three new members were elected: I. Alexander, who recently succeeded to the Vargas Pharmacy at 809 Beacon street; Staples & Towse, of Brighton, and the Sherbert Drug Company, of Allston.

Ladies Attend Druggists' Banquet for First Time.

KANSAS CITY, Mo., March 20.—The members of the Retail Druggists' Association of this city held their seventh annual banquet recently at the Coates House. This occasion was the first of its kind which the ladies of members have attended, but the opinion was unanimous that the precedent thus established was a good one. D. V. Whitney acted as toastmaster and among those who responded to toasts were: Virginius W. Gayle, "Revision of the Pharmacopœia"; C. E. Corcoran, "Reminiscences"; J. T. Marshall, "Selections"; Emmet O'Malley, "Young Old-Timers."

Druggists and Doctors of Atlanta to Meet Jointly.

ATLANTA, Ga., March 20.—At the recent meeting of the local Retail Druggists' Association, W. S. Elkin, Jr., was appointed chairman of a committee which will confer with the officers of the Fulton County Medical Society and arrange for a joint meeting to be held in the near future. The following officers were elected: President, E. H. Cone; vice-president, R. G. Dunwoody, and secretary-treasurer, Albert Greenberg.

Grady County Pharmacists Get Together at Banquet.

[illegible], March 20.—[illegible] druggists [illegible] the county attended the banquet given by the Grady County Druggists' Association [illegible] at the Grady County Drug Co. The meeting was presided over by Mr. C. W. [illegible], president of the association.

ADVERTISING JOINTLY TO FIGHT COMPETITORS.

Co-operation Resorted to by Washington Druggists to Offset What They Call Unfair Opposition.

WASHINGTON, March 20.—The continuance of aggressive advertising by several of the centrally located druggists has prompted the owners of nine outlying stores to enter into an active campaign for co-operative advertising. Under the caption of "The Nine Best Drug Stores," Walter H. Hill, Augustus C. Taylor, Taylor & Lamb, W. S. Richardson (two stores), Hutton & Hilton, George W. Hurlebaus, Alfred T. Bronaugh and Richard L. Quigley, have been using half pages in the Washington *Evening Times*. It is understood that they have made a contract for this or more space for a long time ahead.

The advertisement features bargains, such as: Ivory soap, 3 cakes for 10 cents; bromo seltzer at half regular price; Packer's tar soap, 15 cents, and so on. Cut prices in stationery, candy, rubber goods and other staples are announced.

The druggists named are prominently connected with the D.C.R.D.A., A.Ph.A., Board of Pharmacy and College of Pharmacy. They claim to have been forced to this action by unfair competition and express the intention of carrying the war into the enemy's country until somebody shouts "enough!" Thus far the arrangement does not go beyond the sharing in the cost of advertising. Future developments will be interesting.

N. J. Druggists Won't Have Names on Patent Ads.

PLAINFIELD, N. J., March 20.—The recent meeting of the Union County Retail Druggists' Association was attended by 35 or more druggists. It was unanimously decided that no member should place his name on a patent medicine advertisement as recommending its use. An able report of the N.A.R.D. meeting at Louisville was presented by T. S. Armstrong. The officers of the association are: President, Joseph G. Smith, Rahway; vice-president, H. O. Schreiner, Plainfield; secretary, William R. Richart, Elizabeth; treasurer, L. P. Langheinz, Elizabeth. The following committee was appointed to solicit members and secure the co-operation of all druggists in the county: G. H. Horning, Roselle Park; T. S. Armstrong, Plainfield; George W. Frutchey, Westfield; L. P. Langheinz, Elizabeth; Joseph G. Smith, Rahway.

Michigan Pharmacists Organize New Association.

BAY CITY, March 20.—Local pharmacists have organized as an association and agreed to close their stores every Sunday evening at 9, and to strictly enforce the law relative to the sale of liquor and poison. Officers were elected as follows: President, E. T. Boden; secretary, D. B. Perry.

MARQUETTE, March 20.—At the annual meeting of the Marquette County Druggists' Association the following officers were elected: President, S. B. Jones; vice-president, Louis Pendill; secretary and treasurer, J. H. O'Donohue.

Collin County (Texas) Druggists Organize R.D.A.

MCKINNEY, March 20.—Druggists of Collin County recently organized as the Retail Druggists' Association. Officers elected are: President, J. H. Webb, Plano; vice-president, J. Wesley Young, Allen; secretary-treasurer, W. B. Mitchell, McKinney; committee on resolutions and by-laws, E. C. Allen, Plano; J. Wesley Young, W. B. Mitchell. E. G. Eberle, of Dallas, president-elect of the A.Ph.A., was present at the initial meeting.

Adams County (Ind.) R.D.A. Elects New Officers.

DECATUR, March 20.—At the recent semi-annual meeting of the Adams County Retail Druggists' Association, which was well attended by the druggists of this city and Berne, the following officers were elected: President, Andrew Gottschalk, Berne; vice-president, Louis Falk, Decatur; secretary, Louis Rice, Decatur; treasurer, Horace Callow, Decatur. The next meeting will be held in Berne in October.

Three Honorary Members for St. Louis R.D.A.

ST. LOUIS, March 20.—At the monthly meeting of the St. Louis Retail Druggists' Association three honorary members were elected: Dr. Lyman Hauser, W. C. Bobbs and I. A. Simonson. The meeting was preceded by a dinner at the Southern Hotel. The [illegible] of the association made a considerable [illegible]

Druggists Honor Dead Senator, Who Aided Them in Getting Legislation.

Thomas C. Platt, Himself Originally an Active Pharmacist, Paved Way for Repeal of War Stamp Tax After Practically Last Hope of Success Had Vanished.

THOS. C. PLATT, former U. S. Senator, who died last month in New York, and who was a conspicuous figure for years in National and State affairs, was a druggist in early life and during his public career was a staunch friend of pharmacy and pharmacists. Throughout his life he lent a willing ear to the demands of the drug trade in the Empire State and used his influence to secure better pharmaceutical legislation. That his work in this direction was duly appreciated and not forgotten is attested by the fact that at the March meeting of the Kings County Pharmaceutical Society, a telegram signed by the officers and expressing the sympathy of that body was ordered sent to Frank H. Platt, one of his sons.

DRUG STORE KEPT BY SENATOR PLATT IN THE '60S.

This action was proposed by Dr. William Muir and brought to the minds of several of the members reminiscences of occasions upon which Senator Platt had aided them in securing much-needed legislation. Dr. Muir himself quoted the ex-Senator as saying at one time, when pharmaceutical legislation was in an extremely critical condition, that he "had a great love for his old profession and always wished to advance it."

When the old cities of New York and Brooklyn were consolidated as the present city of New York the charter for the larger city failed to provide representation for Brooklyn on the new Board of Pharmacy. Previous to granting this charter there had been four boards, the Kings County, the New York County, the Erie County and the New York State, the former being the city of Brooklyn, Erie County including Buffalo and the State board covering the State outside of the three counties mentioned. At the time of consolidating New York and Brooklyn cities, two new boards were created, one for the new New York City and the other for the remainder of the State.

The omission to provide for Brooklyn representation in the city board caused much of the legislative agitation of the Kings County Ph.S. at that time. Nothing was accomplished, however, until Dr. Muir enlisted the good offices of Senator Platt. The latter wrote Dr. Muir a letter, one line of which ran, "You shall have relief." It was signed "T. C. P." Armed with this, Dr. Muir and others just as vitally interested in the needed legislation were enabled to secure the amendment. This, of course, all occurred prior to the passage of the All-State Pharmacy Law now in action.

Dr. William C. Anderson recounted how another letter signed by Senator Platt had secured him a 15 minute interview in which to present arguments in behalf of druggists to Senator Aldrich in Washington at the time Congress was reconsidering the removal of the stamp tax on proprietary medicines which had been in operation during the Spanish-American war. Dr. Anderson was thus enabled to tell that the measure was an injustice to pharmacists and that the tax should be removed. In the latter case, the committee having the measure in charge, headed by Senator Aldrich as chairman, had not only refused to remove the tax but refused even to give a hearing.

Dr. Anderson, after having been turned down by the committee, went to Senator Platt and as a pharmacist himself the latter freely offered his aid. He gave Dr. Anderson a letter, personally requesting that Senator Aldrich grant a hearing. Out of senatorial courtesy, the latter said to Dr. Anderson: "I will give you just 15 minutes." Dr. Anderson made the most of this meager opportunity to present his arguments, and, time up, started to go. Senator Aldrich stopped him: "Go on, go on, this is interesting. You're presenting a side of the question I never heard before." Following this lead others joined the discussion and the matter was thoroughly threshed out, resulting in the removal of the tax.

Adrian Paradis, who ably supported Dr. Muir's suggestion made at the meeting above mentioned, also touched on the late Senator's work in obtaining required legislation. He spoke in particular of Senator's Platt's connection with the Raines Law legislation and the manner in which he aided in alleviating the provisions regulating the sale of liquor by pharmacists in New York State.

Mr. Platt died of acute Bright's disease. He was 77. During the latter 50s and until 1872 he was engaged in the retail drug business at Owego, N. Y., under the firm name of Platt & Hull. In these twenty years, besides assisting in conducting the business, he wrote the firm's advertisements and it is said he mixed politics with the Pharmacopœia in an amazing fashion. On November 18, 1872, the business was sold to Ely & Co., of Owego, and Mr. Platt turned his attention to other affairs, becoming head of the United States Express Co. Walter B. Partridge, who now owns and manages the old Platt pharmacy, furnished the Era with the accompanying illustration of the store.

AUGUSTUS KIEFER, PIONEER DRUGGIST, DEAD.

President of Prominent Jobbing Firm and a Founder of National Wholesale Druggists' Association.

INDIANAPOLIS, March 20.—Augustus Kiefer, president of the A. Kiefer Drug Company, died March 5. He was 82 years old and while virtually an invalid for several years he was apparently in better physical condition during the past winter than for some time. He is survived by one daughter, Josephine Kiefer Mayer, wife of Charles Mayer; a sister, Phoebe Kiefer, and three grandsons, Charles Mayer, Jr., Augustus Kiefer Mayer and Edward Mayer.

The late AUGUSTUS KIEFER, pioneer of Indianapolis.

In the death of Mr. Kiefer, Indianapolis loses one of its best known and most honored pioneer citizens, the wholesale and retail drug trade one of its most respected members, and the officers and employees of the A. Kiefer Drug Company one of their most loyal and faithful friends, a wise counselor, a considerate, thoughtful and sympathetic employer. No one with whom he was associated felt any hesitancy in going to him for either counsel or advice and by his patience, courtesy and kindly feeling he endeared himself to those who were associated with him in his business. Next to his devotion to his family came his loyalty to his employees and his removal from their midst has created a void which cannot be filled.

He attributed his success in business very largely to his close application and his careful attention thereto. From a

very modest beginning in a retail way, he grew and expanded, building always upon a solid foundation, until he became one of the largest drug jobbers in the Central West. He had no outside financial interests, confining his entire efforts and capital to his jobbing drug business.

Mr. Kiefer foresaw years ago the coming of the time when he would be obliged to retire from active service and with characteristic foresight he prepared for the perpetuation of his extensive business by surrounding himself with a corps of efficient officers and employees who, through their long years of business association with him and being imbued with his progressive spirit, gave him the assurance this his business would be continued without interruption. The obligation which he felt to his employees can best be illustrated by his determination to resume business the day after his entire stock and building had been destroyed by fire, in February, 1905. He, least of all, considered discontinuing business, but stating "that he owed it to his boys and girls to stay in business," he immediately gave word to find a new location and purchase a new stock of goods.

Presented an Example of High Idealism.

Mr. Kiefer considered the profession of the druggist as one of high honor and he ever sought to inject into its conduct that spirit of honesty and high ideals, the emulation of which ever makes for that which is highest and best in the life of business. He was a friend not only to the successful merchant but as well to any who were struggling to gain a foothold in the commercial world and there are many successful druggists today who owe their success very largely to the fact that Mr. Kiefer befriended them when their only capital and basis for credit consisted of a good character and the ability to make a success of their business, and it was always a source of much gratification to him to give consideration to those whom he had befriended and to whom he had given a start on the highway to success. Nothwithstanding Mr. Kiefer's success in a business and financial way, he was in all things without ostentation and whenever he was confined to his home on account of illness no one was more at liberty to visit him than his most humble employee. When his death was announced the unanimous expression of all who had been associated with him in any capacity whatever was: "We have lost one of our very best friends."

Augustus Kiefer was born at Muenchweiler, Rheinpfolz, Bavaria, Germany, February 21, 1828, the son of Jacob Kiefer, who was engaged for years as a school teacher at Muenchweiler. Mr. Keifer attended his father's school at that place, and later a public school at Miamisburg, Ohio, finishing there at the age of about sixteen.

Began as Clerk—Helped Start the N.W.D.A.

After leaving Miamisburg, he clerked for a year in Dr. Koerner's drug store at Dayton, Ohio; from thence he went to Cincinnati, where he clerked in a confectionery for several months, returning to Miamisburg, and migrating in 1849 to Indiana, locating in Edinburg. Subsequently he purchased one-half interest in a small drug store owned by Dr. W. P. Rush, which he managed until 1863, moving then to Indianapolis, and organizing the wholesale drug firm of Dalley, Kiefer & Rush. This partnership continued for about three years, when Mr. Kiefer sold his interest to the other partners and retired from the firm. In 1866 he and Almos P. Vinton organized the firm of Kiefer & Vinton, locating their business in a storeroom situated on the space now occupied by the Commercial Club Building. Mr. Vinton died in 1872 and Mr. Kiefer bought the Vinton interest. From 1883 to 1893 he continued business under the style of A. Kiefer & Co., during which time William H. Schmidt was partner. In 1894 Mr. Schmidt retired from the firm, the business then being incorporated under the name of A. Kiefer Drug Company, with Mr. Kiefer as president, in which capacity he continued since that time.

Mr. Kiefer was one of the founders of the National Wholesale Druggists' Association. Mr. Kiefer discussed the matter with J. & C. Reakirt, with James S. Burdsall, with Allen & Co., Wm. S. Merrell & Co., Mr. Merriam and Mr. Potts and found them all ready to join in a conference looking toward the formation of such an organization. At this conference, which was held the following day, a call was issued for all the jobbing druggists west of the Alleghenies to meet at Indianapolis. Over 100 representatives of the jobbing drug trade attended the Indianapolis meeting, at which time the N.W.D.A. was perfected.

OBITUARY.

P. C. Candidus, Ex-Honorary President A.Ph.A.

Philip C. Candidus, a former honorary president of the American Pharmaceutical Association and one of its oldest members, died at his home in Mobile, Ala., on March 6. He was born in Germany and came to this country with his parents when a child, settling in Philadelphia. About 1856 he went to Aberdeen, Miss., where he established himself in the drug business and where he remained until the outbreak of the Civil War. During the war he served as medical purveyor for the Confederate Army under Gen. Albert Sydney Johnston, later enlisting and serving with the army under Forrest. In 1867 he established a pharmacy in Mobile, which he conducted until his death. Mr. Candidus was one of the organizers of the Alabama Pharmaceutical Association and president of the board of pharmacy from the date of its organization. He was a man of positive character and cultivated the highest ideals. Probably no pharmacist ever devoted so great a part of a long life to upbuilding the practice of pharmacy and the work that he did in connection with legislation in Alabama will long stand as a monument to his effort.

Albert H. Caulkins, of Chicago.

CHICAGO, March 20.—Albert H. Caulkins, manager of the Chicago branch of Eli Lilly & Co., died at the Columbus Hospital recently in his 39th year, of tuberculosis of the kidneys. He was reared in Lafayette and received his college education in Purdue. He had wide experience in the retail, wholesale and manufacturing drug trade and for about 11 years had been associated with Eli Lilly & Co. in the sales department. For seven years he represented his house as traveling salesman in Indiana, the latter part of the time having charge of the northern portion of the State. In 1908 he was promoted to the managership of the Chicago branch, which position he filled with characteristic ability. He is survived by a widow, who was also his college classmate, and two children.

Obituary Notes.

—GEORGE T. JACK, veteran salesman for the Michigan Drug Co., Detroit, Mich., is dead of apoplexy. Mr. Jack has been on the road for almost 50 years and enjoyed a very extensive acquaintance in southern Michigan, northern Ohio and Indiana. During the Civil War he served in the famous Loomis Battery and engaged in some hard-fought battles. He spent eight months in Chickamauga prison, having been taken prisoner by the enemy after his own comrades had left him on the field of battle as dead.

—WALTER RIMSNIDER, a graduate of the department of pharmacy of the University of Wisconsin and formerly a well known druggist of Madison, Wis., died recently at Roswell, N. M., where he had gone for his health. He is survived by a mother and a young bride.

—DEXTER I. WILLSON, president and general manager of the Willson Monarch Remedies Company, Edgerton, Wis., is dead, aged 45, following an operation for gall stones. He is survived by a wife, two daughters, a mother and two brothers.

—HEBMAN HEINEITZ, for 25 years a druggist in Holyoke, is dead, aged 48, leaving a widow and three children; he was a member of the Massachusetts Ph.A., a trustee of the Massachusetts College of Pharmacy and a Mystic Shriner.

—BENJAMIN LILLARD, until recently identified with various pharmaceutical publications, died last month in New York, aged 63. At one time he was professor of pharmacy in the Tennessee College of Pharmacy.

—WM. P. RODEMICH, druggist, of 2738 Chouteau avenue, St. Louis, who a short time ago refused to follow the lead of the other druggists and throw out the "free lunch" telephones, is dead at the age of 39.

—JOHN J. STRASSER, of Trenton, died recently in Philadelphia after an operation. He was 46 and leaves a widow and son. Mercer County R.D.A. passed appropriate resolutions.

—HENRY LAUTENSCHLAGER, of 100 Second avenue, Manhattan, in the employ of Schieffelin & Co., New York, since 1884, is dead. He was noted for his faithfulness to duty.

—EMILE J. LAROQUE, for 30 years a druggist at Pratt and Chester streets, Baltimore, is dead, aged 53. He left a widow and four children. He was a Knight of Columbus.

—CHAS. H. GALLAGHER, head of Tobias Liniment Co., New York, is dead at his home in Brooklyn; a daughter survives.

—EMMETT A. MAYNARD, 71, South Butler, N. Y.; was for

years a well-known traveler; a widow and three children, including Dr. H. A. Maynard, of Medina, survive.

—WM. GOODWIN, 68, for 45 years druggist in Washington street, Marblehead, Mass.; charter member Massachusetts State Ph.A.; a widow and three sons survive.

—JOHN M. ROHBOCK, 73, Civil War veteran, drug and sundries salesman for the Parker-Blake Co., New Orleans, is dead; a widow and three children survive.

—ALFRED BELEY, 66, veteran New York druggist, died recently in the German Hospital. He retired from business eight years ago after the death of his wife.

—JOHN M. BOGERT, with Schieffelin & Co., New York, since 1872, having charge of the proprietary goods department, died March 8 at his home in Jersey City.

—ROWLAND K. GORDON, Roxbury, Mass., dropped dead at his home in Dorchester, March 15, aged 66. He had been in the drug business for 35 years.

—FRANK H. EGGLESTON, of Laramie, secretary of the Wyoming State Pharmacy Board, died in Denver recently as the result of a surgical operation.

—DR. F. T. COOK, Taylor, Tex., pioneer citizen; druggist and physician for 33 years; leaves widow and two children.

—ARTHUR TESSIER, 54, Brookline, Mass.; member Boston A.R.D.; wife, daughter and brother, his partner, survive.

—GRANT P. ROBERTSON, 68, for 28 years with Doty & Humphrey, Poughkeepsie, N. Y. A son survives him.

—J. J. CLEMENS, former druggist, Chicago and Pottsville, died recently in Pennsylvania; he leaves a widow.

—GEO. K. WILSON, Stratford, Conn.; leaves a widow and three sons, one having been in business with him.

—CHAS F. MCDERMOTT, formerly of Chicago, died recently in Albuquerque, N. M. He was 26 years of age.

—WM. HARRISON, pioneer eastern Ohio druggist, died at St. Clairsville after celebrating his 69th birthday.

—DR. A. HARSCHER, proprietor of the Marine Avenue Pharmacy in South Broadway, St. Louis, is dead.

—MARTIN MCDERMOTT, 51, Cohoes, N. Y., was a prominent business man; he leaves a widow and son.

—LOUIS P. DUDLEY, 34, traveler for Loewy Drug Co., Baltimore, Md.; leaves a widow and son.

—PETER P. SUTTON, 79, oldest druggist in Louisville, Ky.; widow and two daughters survive.

—ANDREW F. GATLIN, Topeka, Kan., 47, is dead of cancer. A widow and six children survive.

—EMIL RHEINLANDER, Dallas, Tex.; widow, two children.

—VICTOR E. SILVERBURG, 41, Muncie, Ind.; widow and son.

—C. M. REINHARDT, 41, Baltimore; wife and three children.

—GEORGE H. BOONE, Avoca, Pa.; brother Charles survives.

—EDW. STENGER, Fairmount, Cincinnati, has passed away.

—LEONARD A. KURZ, 30, Kalk & Kurz, Oconomowoc, Wis.

—WM. F. DUNN, 49, Smyrna, Del.; a daughter survives.

—ALBERT F. HENDERSHOT, 65, retired, Washington, D. C.

—JAS. S. BLOCKSOM, 43, retired druggist, Zanesville, O.

—DR. HARRY J. BOYD, of Boyd & Fulford, Belair, Md.

—C. E. KING, 60, C. E. King & Sons, Durham, N. C.

—OSCAR EBBESEN, 49, Rockford, Ill., died recently.

—HENRY C. WELLS, 50, Elkton, Md.; left a widow.

—ROBT. SCHORSE, 73, Milwaukee pioneer, is dead.

—WM. HURLEY, Dedham, Mass., 57 years of age.

—D. H. NORTON, 88, retired, South Bend, Ind.

Filipinos Guests of Washington Drug People.

WASHINGTON, March 20.—In addition to the Philippine Commissioners to Congress, Messrs. Legarda and Quezon, there are a number of Filipino students attending the George Washington University. These young men, representing the best families of the islands, have made a number of friends in drug trade circles. Mr. and Mrs. Charles J. Fuhrmann, Mr. and Mrs. W. H. Bradbury, Dr. and Mrs. L. F. Kebler and Mr. and Mrs. J. Leyden White have frequently entertained the gentlemen from the antipodes. The residences of Mrs. Fuhrmann and Mrs. Bradbury were recently given over to receptions in honor of Commissioners Legarda and Quezon. As a mark of appreciation of courtesies extended, the students will entertain their Washington friends with a "Filipino Night" on April 6.

Charles Hackett New President Huntington Co. R.D.A.

HUNTINGTON, Ind., March 20.—At a recent meeting of the Huntington County Retail Druggists' Association the following officers were elected: President, Charles Hackett, of Roanoke; secretary, O. E. Bradley; treasurer, Jacob Heaston.

Wholesale Druggists Win.

New York Court of Appeals Decides Against Firm of John D. Park & Sons, of Cincinnati.

By a decision handed down recently by the Court of Appeals of New York the case of Park against Hubbard and others, which has, in its various phases, been before the courts of the State for thirteen years, was practically finished. The decision is regarded as of the utmost importance in its definition of the law, both to the drug trade, in which both plaintiffs and defendants are interested, particularly, and to the public generally.

It forbids the plaintiffs, John D. Park & Sons, to file a supplemental or amended complaint, wherein damages originally claimed by them at $500,000, may be increased to $3,500,000.

The original suit, which the Court of Appeals' decision does not affect, was commenced in 1897. John D. Park & Sons, of Cincinnati, druggists, instituted two suits in New York County, one in equity against the National Wholesale Druggists' Association, for injunctive relief from the selling system of the manufacturers, which was declared to be an alleged conspiracy in restraint of trade, and the other against the New York State jobbing houses, members of the association, for damages which were alleged to have been sustained by reason of the exclusion of John D. Park & Sons from the sale of proprietary goods sold on a rebate or contract basis.

Whether or not John D. Park & Sons will continue the prosecution of the original suit is not known, or whether the firm will commence other new actions, but it was generally believed that in view of the scope of the adverse decision by the Court of Appeals in the amended complaint, it was unlikely that the fight would be continued further.

CANADIAN PROPRIETORS HONOR BRENT GOOD.

Made Honorary President at Toronto Meeting When New Dominion Medicine Act is Reported Approved.

TORONTO, March 20.—At the recent annual meeting of the Proprietary Articles Association of Canada, advertising, distribution and transportation discounts to the wholesale trade and price cutting were the principal topics of discussion. The new Dominion Proprietary Medicine Act was reported as having received the approbation of Canadian, English and American manufacturing companies.

The following officers were elected: Honorary presidents, Henry Miles, Montreal and Brent Good, New York; president, David Watson, Montreal; vice-president, J. A. MacKenzie, Brockville; secretary-treasurer, L. S. Levee, Toronto; board of control, chairman, J. H. McKinnon, Toronto; W. G. Harson, Montreal; Thomas Brady, Montreal; W. J. Edmanson, Toronto; T. E. Milburn, Toronto, and J. A. McKee, Toronto. L. S. Levee, secretary for the past fourteen years, was presented with a diamond ring.

Ball of St. Louis Druggists a Success.

ST. LOUIS, March 20.—Recent annual ball of the Retail Druggists' Association at the handsome Union Club rooms was one of the best attended of the series and the entertainment feature was very successful. A number of professional singers varied the usual amateur programme, but the popularity of the amateurs was well demonstrated by the applause and flowers. Charles Wagner, the popular comedian, was the usual success with his recitations. Other amateurs were Miss Lucille Ludwig, Miss Estella Claus, Miss Marie Schneeweis, Miss A. Ruschaupt, Max Guenther, William Busch, Jr., Miss Elizabeth Arendes and Lorraine and Anita Rodemich. J. C. Thumser was stage manager and L. A. Seitz chairman of the entertainment committee. A dance followed the entertainment.

Drug Clerks' Organization to Hold Bazar and Ball.

The National Pharmaceutical Society will hold its first annual bazar, pure food and drug exhibition at Palm Garden, 150 East 58th street, New York City, May 9 to 11. Demonstrations in the manufacture of pills, capsules and other pharmaceutical preparations, and a glass-blowing exhibition will be features of the event. The proceeds will be used in establishing club rooms and a fund for the benefit of unemployed drug clerks. A ball occurs on the evening of the 11th.

THE DRUG MARKETS

GLYCERIN HIGHER AND DEMAND ACTIVE.

Prices on Mercurials Revised—Cubeb Berries Firmly Held in Consequence of Reports of Small Stocks.

C—Acetanilid	lb.	.33	— .39
D—Acid, Carbonic, liquefied	lb.	.28	— .32
D—Acid, Formic, 10%	lb.	1.00	— 1.10
D—Acid, Gallic	oz.	.60	— .65
D—Acid, Hydrochloric, C.P.	lb.	.65	— .71
D—Acid, Pyrogallic, resublimed	lb.	1.65	— 1.85
	oz.	.18	— .21
D—Acid, Pyroligneous, crude	gal.	.25	— .35
D—Acid, Tannic, purified	lb.	1.10	— 1.20
D—Acid, Trichloracetic	oz.	.20	— .27
D—Ammonium Acetate	oz.		— .14
D—Ammonium Iodid	lb.	3.75	— 3.90
A—Angelica Root	lb.	.30	— .35
D—Arrowroot, Bermuda	lb.	.65	— .75
A—Capsicum, African	lb.	.20	— .25
Powdered	lb.	.27	— .32
D—Capsicum, Para	lb.	.65	— .70
C—Cascara, Buckthorn	lb.	.90	— 1.50
D—Distillate, Ipeac	oz.	6.25	— 6.50
D—Eucalyptol, U.S.P.	oz.	.10	— .14
A—Glycerin	lb.	.25	— .30
A—Guaiacol, liquid	lb.	2.40	— 2.50
A—Guaiacol, Carbonate	lb.		— 3.10
	oz.	.23	— .27
D—Homatropine Hydrobromide	gr.	.20	— .21
C—Hydrastinum	oz.	.11	— .13
D—Lead Acetate	lb.	.15	— .18
A—Mercury, Ammoniated	lb.	1.34	— 1.41
A—Mercury, Bichloride	lb.	.92	— .96
Powdered	lb.	.95	— 1.00
A—Mercury, Bisulphate	lb.	.73	— .76
A—Mercury, Chloride (mild), Calomel	lb.	.96	— 1.06
A—Mercury, Oxide (Red Precip.)	lb.	1.11	— 1.31
A—Mercury with Chalk (by succussion)	lb.	.51	— .54
A—Oil Cubeb	lb.	4.15	— 4.40
A—Oil Gaultheria Leaf	lb.	5.00	— 5.25
A—Oil Haarlem, Dutch	gross	3.50	— 4.00
A—Oil Wintergreen	lb.	5.00	— 5.25
Sassafras	lb.	.50	— .55
A—Pepper, Black, clean sifted	lb.	.12	— .15
A—Prickly Ash Berries	lb.	1.50	— 1.75
D—Sodium Sulphocarbolate	lb.	.36	— .38

NOTE—*A, advanced; D, declined; C, correction; N, new.*

See page 396 for Price List Changes and page 398 and following pages for Prices Current.

NEW YORK, March 21.—Market conditions have continued uniformly satisfactory since our last report and at this writing the tone of the general market is steady. The demand for drugs and chemicals, while mainly of a seasonable character, has been chiefly for jobbing parcels, the aggregate volume of business reaching satisfactory proportions. Opium and quinine are unchanged and quotations on Haarlem oil have been advanced, owing to scarcity of stock available for prompt delivery. Cubebs, cod liver oil and buchu leaves are reported quiet but firm in sympathy with stronger advices from primary sources of supply. Glycerin is higher, due to an active demand, and prices on mercurials have been revised to conform with manufacturers' quotations. Oil of cubebs has suffered a slight advance and jobbers have marked up the quotations on oil of wintergreen leaf.

OILS.—Notwithstanding the newspaper reports that the market is dull and easy, regular dealers continue firm in their ideas regarding values, having received many inquiries from different sources. Primary markets are reported fairly active, and while the Smyrna market is fairly well stocked with low grade material, the higher grades are difficult to obtain and held at full figures. The arrivals in Smyrna to February 25 amount to 1918 cases, against 2023 cases last year. Jobbers continue to ask $5.75@$6.00 for natural, $6.75@$7.00 for granulated and $6.75@$7.00 for powdered, U.S.P.

QUININE SULPHATE—Continues to find a moderate routine consuming outlet, with the tone of the market steady. The sale of Amsterdam brand held in Amsterdam on March 14 went off at a slight decline. The quantity offered was 50,000 ounces, which realized 10.55 florins, against 11 florins at the previous sale. The slight decline, however, has not affected the market quotations of standard brands. The next bark sale in Amsterdam will be held on March 24. It is reported from London that the Dutch Government has refused to renew the contract for the supply of bark to the Bandong factory in Java, and that the factory will not hold any more auction sales of Java quinine. The full significance of the report is not yet apparent. However, manufacturers' prices are well sustained on the old basis of 14c. for bulk in 100-ounce tins.

COD LIVER OIL—The market here has quieted down somewhat since our last report, but cablegrams from Norway show a stronger position. The fishing in that country to some extent has been interfered with by storms, and although the catch has been large, the production of oil shows a leanness of livers. Cable reports give the result of the catch to March 14 as follows: In Lofoten, 7,500,000 fish, producing 6410 barrels of oil. For the previous year (1909), 6,000,000 fish produced 6720 barrels of oil. In 1910 all other districts reported a catch of 18,750,000 fish, yielding 14,350 barrels of oil, the production for the previous year (1909) being 16,500,000 fish, yielding 16,850 barrels of oil. The season in Norway closes earlier this year and the consensus of opinion seems to indicate that even with good fishing the production cannot possibly equal that of last year. Quotations remain unchanged at $28@$30 per barrel; per gallon, $1.00@$1.10.

GLYCERIN—The demand has been very active and the tendency is toward higher prices. Jobbers have advanced their quotations to 25@30c. per pound for the usual quantities, although barrel lots can be bought for 21c. Price's glycerin has also been advanced to 48c. per pound in cases of 50 1-lb. bottles.

OIL OF GAULTHERIA—The market is almost bare of stock and present quotations of $5.00@$5.25 per pound may be higher, as new oil cannot be made before May, as it is impossible to collect the leaves for distilling until the snow disappears from the woods.

CANADA BALSAM—Is easier owing to small demand, but no changes have been made in jobbing quotations. Oregon is slightly higher owing to the depleted stock in this market at the present time.

RHATANY ROOT—This article has been very scarce in this market, a sharp advance in price having taken place at the beginning of the month. Recent arrivals, however, have eased the situation somewhat and jobbers are quoting 45@50c. per pound for whole root and 50@55c. for powdered.

VALERIAN ROOT—A shipment of true English root has been received in this market which is held at 30c. per pound in bales of 112 pounds. Smaller quantities are quoted at a slight advance. Belgian valerin has advanced very sharply in primary markets and dealers have marked up their prices accordingly.

PRICKLY ASH BERRIES—Are higher and quotations have been advanced to $1.50@$1.75 per pound. Only small stocks are reported and the supplies in this market are well concentrated.

COPAIBA—The demand is still of fair proportions and some descriptions are moving better because of lower prices. Dealers are quoting 65@75c. per pound for Para.

MERCURIALS—A revision in the prices and terms of sales for hard mercurials was announced by manufacturers during the early part of the month and jobbers have altered their prices accordingly. The following are the quotations: Ammoniated (white precipitate), $1.34@$1.41 per pound; bichloride (corrosive sublimate), 92@98c.; chloride (calomel), 98c. @$1.06; oxide (red precipitate), $1.11@$1.31; with chalk, 51@54c.

HAARLEM OIL—Available supplies have been materially reduced since the limitation placed upon importation and quotations have been advanced owing to scarcity of stock available for prompt delivery. Present quotations are $3.50@$4.00 per gross, as to brand and seller.

Dealers In Diamond Dyes Protect Your Customers

Every dye imitation that is sold spoils a possible dye customer and undermines the confidence of women in the possibilities of home-dyeing.

Recommend Diamond Dyes to your customers. Explain the reason for the separate dyes for Wool and Cotton. See that they get the right dye for the fabric they intend to dye.

That's the only possible way to protect your customers and to build up a steady, good-paying dye trade.

And keep a complete assortment always on hand, so you don't have to turn customers away.

HERE IS THE TRUTH ABOUT DIAMOND DYES

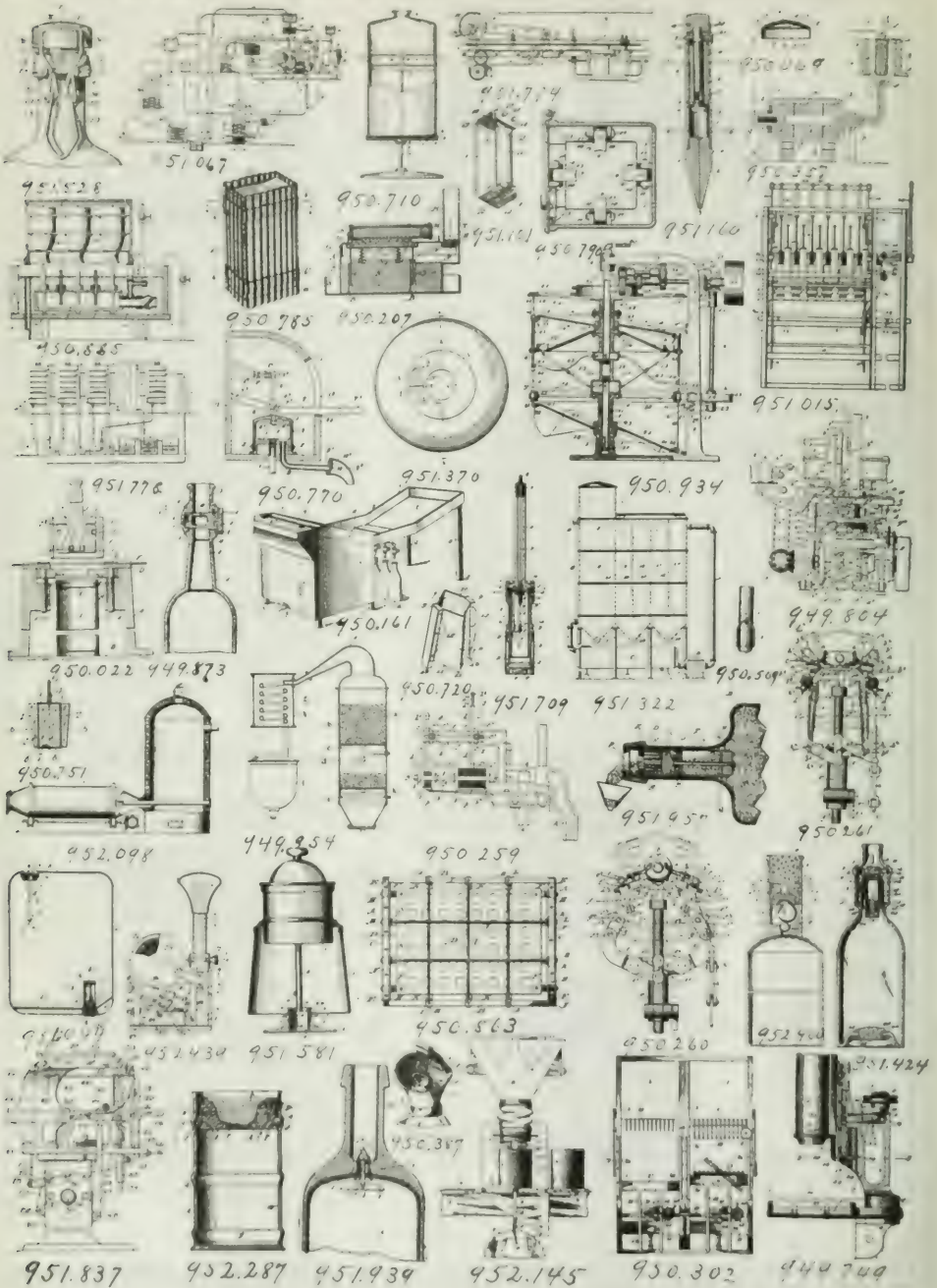
It is a chemical impossibility to color Silk and Wool (animal material) and Cotton and Linen (vegetable material) equally as well with the same dye.

Any DYE Chemist will tell you this fact. Of course it sounds easier to trust to luck and use one dye for both. But remember, an economy is not real economy unless it is successful. Do not be misled by imitations of Diamond Dyes.

Recommend Diamond Dyes to Your Customers
They Will Thank You for It

WELLS & RICHARDSON CO., BURLINGTON, VT.

PATENTS, TRADE MARKS, ETC.—(See Page 388.)



Serve this one week

at your soda fountain, and watch results.

Grape Juice with Whipped Cream

Have the grape juice thoroughly chilled by placing bottle on ice. Pour out into a dainty stem glass. Place a generous spoonful of sweetened whipped cream on the top. A sprinkling of chopped nuts will add to its richness. In serving, set the glass on a small linen or paper doily, and serve with spoon.

This is but one of the many attractive specialties described in our book of grape juice recipes for the soda fountain now in preparation. Write for a copy to be sent you as soon as off the press. It is filled with new ideas.

The Grape Juice that Everybody Likes—

Ask them to just *try* Walker's. It is clear, free from that "puckery" after-taste caused by sediment in other brands of grape juice.

No sediment in Walker's—no "pucker." It's clear and rich, and very wholesome.

Walker's GRAPE JUICE

"It's Clear Because It's Pure"

Made in the largest grape juice plant in the world. Made only from the very finest Concord grapes, by an improved process which makes it clear, pure and sweet to the taste.

In the "Ten Pin" Bottle

THE GRAPE PRODUCTS CO., North East, Pa.

Write for special offers on five and ten case orders.

PATENTS, TRADE MARKS, ETC.—(See Page 386.)

(See Page 386.)

PATENTS.

Granted February 22, 1910.

[illegible]

[illegible] B. Williamson and Alfred V. Oldham, Louisville, Ky. [illegible]

[illegible]

[illegible] phosphate with hydrated sodium carbonate.

[illegible]

[illegible] adhesive material to bottles, etc.

[illegible]

950,260—Edward Ermold, New York. Wiper mechanism for bottle-labeling machine.

[illegible]

950,302—Ronald J. Pfeifer, Callcoon, N. Y. Bottle-washer.

950,357—Heinrich Trillich, Munich, Germany. Process of ex- [illegible]

950,387—Albert E. Gordon, Trenton, assignor to Ajax-Grieb Rubber Co., New York. Stopper-retainer.

950,446—Gilbert Hall, Brooklyn. Bottle.

Granted March 1, 1910.

950,479—John F. Fitzgerald, Albany. Non-refillable bottle.

950,484—Lewis Inglee and Charles M. Hart, Amityville, N. Y. [illegible]

950,509—William R. Clough, Alton, N. H. Bottle-cap lifter.

[illegible] ointment.

950,677—Alexander S. Ramage, Buffalo, assignor to Chemical Development Co., Buffalo. Method of preparing pure lead sul- [illegible]

950,710—Harry D. Williams, Pittsburg. Nursing bottle.

[illegible]

950,749—William E. File, Paddock Wood, England. Bottle, jar and like cover.

950,751—Henry Kearney, Carbondale, Pa. Combined cork and cork-puller.

950,770—Matthias Ley, Grevenmacher, Luxemburg. Pump for wine and similar liquids.

950,785—Xavier Pene, Ozone Park, N. Y., assignor to Robeson [illegible]

950,790—Thomas W. Green, New York. Bottle-holder.

[illegible] se for milk and other bottles.

[illegible] nuel R. Wood, Cleveland. Bottle rinser and ster- [illegible]

[illegible] Brunner, Cleveland, assignors to the Loew Manufacturing Co., Cleveland. Bottle-washing apparatus.

950,936—Richard Luders, Hamburg, Germany. Process of making the n-propyl ester of p-aminobenzoic acid.

[illegible]

[illegible] rman L. Axford, Burlington, Kan. Combined hot- [illegible]

[illegible]

Granted March 8, 1910.

951,101—Charles [illegible] holder.

951,110—Joseph J. Gilchrist, Pittsburg. Apparatus for recovering alcohol from the lining of barrels, [illegible]

[illegible]

[illegible] TRADE-MARK [illegible] PATENT [illegible] TRADE-MARKS [illegible]

[illegible] cago. Process of evaporating solutions.

951,368—William F. Duncker, Washington Boro, Pa. Phosphate mill.

[illegible]

951,561—Max P. Hermann and Charles H. Wolff, Philadelphia, assignors to Philadelphia Surgical Specialty Co. Surgeon's and [illegible]

951,581—George E. Savage, Meriden, Conn., assignor to Manning, Bowman & Co. Percolating device.

951,582—Conrad Schroeder, Louis E. Levi and Alfred J. M. Lasche, Milwaukee. Coating for the tips of cigars.

[illegible]

951,709—Arthur H. Walrath, Davenport, Iowa. Calorimeter.

951,774—Frederick W. Wild, Jr., Baltimore. Labeling-machine.

951,778—Walther Feld, Honnigen-on-the-Rhine, Germany. Treatment of coal-tar and analogous gases for obtaining tar and ammonia.

Granted March 15, 1910.

951,837—Mayhew E. Noyes, Hyde Park, Mass., assignor to Wm. F. Pinkham, Wolfboro, N. H. Bottle-labeling machine.

951,843—James E. W. Richards and Charles E. Richards, Arapahoe, Neb. Funnel.

951,939—Henry S. Cronk, New York. Non-refillable bottle.

951,957—Samuel O. Martin, Denver. Non-refillable bottle.

952,006—Ernest Fourneau, Paris, France. Preparation of esters of oxyamino acids.

952,085—A. W. Stephens, Waltham, Mass. Stopper extractor.

952,098—Charles B. Clark, Bangor, Me. Process of obtaining sulphur dioxide.

[illegible]

952,287—Andrew T. Wannenwetsch, Buffalo. Bottle and stopper.

[illegible]

952,400—Francis Adams, Pawtucket. Non-refillable bottle.

952,439—Charles J. Fancher, Thompsonville, Conn., and James H. Burt, Brooklyn, assignors to The Simplex Manufacturing Co., [illegible]

TRADE MARKS.

Published February 22, 1910.

[illegible] diseases of poultry.

41,820—Barrell & Barrell, Fleetwood, Pa. Remedy for chicken- [illegible]

42,164—Edward P. Miller, Chicago. A remedy for hay-fever.

[illegible]

45,596—Chemische Werke vorm. Dr. Heinrich Byk, Berlin, Ger- [illegible]

45,920—Combs Liniment Firm, Little Rock, Ark. A remedy for pains, cuts, sores, rheumatism, sprains, etc.

46,012—Oscar Reiffarth, Brooklyn. Talcum powder.

46,253—Arthur E. Felch, Natick, Mass. An alkaline antiseptic.

46,421—D. Fahrney & Son, Hagerstown, Md. Teething-syrup.

46,424—Flavius Lafayette Wiggins, Nashville. A disinfectant [illegible]

46,450—American Apothecaries Co., New York. Preparations for antiseptic, astringent, disinfecting, deodorizing and prophylactic purposes.

Published March 1, 1910.

34,781—Charles P. Gieraltowski, Chicago. A laxative, purgative, intestinal tonic, and antiseptic.

40,281—J. J. Georges & Sons, Inc., Washington, D. C. A preparation for eradicating warts.

41,003—Victor Halper, New York. Tooth-powder, tooth-paste, [illegible]

41,201—Jones Dry Goods Co., Kansas City, Mo. Cold-cream, complexion-powder, rouge, talcum powder, etc.

[illegible]

46,727—Richard Neubauer, Portland, Ore. An ointment.

46,785—Mead Johnson & Co., Jersey City. Ferment.

[illegible]

46,787—As above.

[illegible]

46,880—Frederick Stearns & Co., Detroit. Perfumes.

46,916—Sapa Chemical Co., St. Louis. Medicinal preparation for external use in the treatment of skin diseases.

[illegible]

(Continued on Page [illegible])

The Physician's Guarantee of Pure Olive Oil

Behind the physician's prescription for olive oil should be a definite knowledge of the purity and cleanliness of the oil to be used— for many so-called "pure" olive oils are produced in unsanitary surroundings, and are frequently lacking in the very properties the case demands.

Heinz Olive Oil is widely chosen by the medical profession as a really dependable, high-grade oil—one whose purity and therapeutic efficiency are beyond question.

HEINZ Pure Olive Oil

is produced in Seville, Spain. Here the finest olives in the world are grown. We select certain varieties of fruit noted for their high-grade oil content. They are picked by hand, carefully washed and pressed in our establishment, where cleanliness and purity are the first consideration. We bottle only the first pressing, for this is the finest flavored—the very essence of the olive.

Heinz Olive Oil has the rich, golden color and the exquisite flavor that at once proclaim its purity. It is widely used as a table oil, but unusual quality has also proved its rare value for physicians' and druggists' use.

H. J. HEINZ COMPANY

BUSINESS RECORD

Changes in Ownership, New Drug Stores, Incorporations, Fires and Other Commercial Matters of Interest to Wholesale and Retail Merchants.

Supplement to The Era Druggists' Directory.

ALABAMA—Dothan—J. R. Young has been succeeded by W. L. Brown.
Gadsden—Gr[illegible] & Ra[illegible] have dissolved partnership; new firm name Reids Drug Co. C. E. Reid & Son proprietors.
Moulton—W. D. Irwin & Co. have been succeeded by J. M. Sandlin.
ARIZONA—Flagstaff—Ruffa Drug Co. have been succeeded by the Hastings Drug Co.; W. Y. Hunter, manager.
ARKANSAS—Des Arc—Des Arc Drug Co. have been succeeded by Henry Nobles.
CALIFORNIA—Sacramento—Catlett & James, 400 K street, have been succeeded by Frank Gray.
Santa Barbara—Crane & Fairbanks have been succeeded by The Starr Drug Co.
COLORADO—Salida—G. W. Armstrong has been succeeded by the Upper R. Pharmacy, Inc.
DISTRICT OF COLUMBIA—Washington—C. L. Krause, Sixth and K streets, has been succeeded by M. A. Laddon.
FLORIDA—Jacksonville—I. M. Delgado, 405 Riverside avenue, has been succeeded by Sam Delgado.
GEORGIA—Cuthbert—E. Moody & Son has been succeeded by T. F. Moody.
Dalton—S. J. M. Knight has been succeeded by Griffin Bros.
IDAHO—Rathdrum—J. P. Tracy has been succeeded by the Rathdrum Drug Co.; C. E. Getchel, proprietor.
ILLINOIS—Bowen—Chas. C. Marsh & Son have been succeeded by Henry E. Marsh.
IOWA—Des Moines—J. E. Graff, East Locust street, has been succeeded by E. W. Scott.
Hubbard—H. W. Swallum has been succeeded by Olmer E. Olesen.
Marion—Benesh Drug Co. have been succeeded by L. L. Fullerton.
KANSAS—Kiowa—H. D. Records has been succeeded by the City Drug Store; Dr. O. E. Harmon, proprietor.
Long Island—J. N. Scott & Co. have been succeeded by W. S. Foster & Co.
White City—Otto Strodl has been succeeded by R. J. Herhold.
LOUISIANA—Arcadia—Arcadia Drug Co. have been succeeded by the Palace Drug Store.
MASSACHUSETTS—Boston—Coleman & Donovan, 474 Columbus avenue, have been succeeded by the Deehan Drug Co.—A. T. Luscomb, 449 Tremont street, has been succeeded by The Appleton Pharmacy.
Watertown—Coes Pharmacy, Mt. Auburn street, have been succeeded by Daniel Hirth.
MICHIGAN—Gwinn—Gwinn Pharmacy; new store; A. D. Bohrer, proprietor.
MINNESOTA—Glenwood—O. J. Johnson has been succeeded by E. E. Kissinger.
MISSISSIPPI—Marks—Cox & Dorris have been succeeded by the Marks Drug Co.
Water Valley—W. S. Metcalf has been succeeded by S. C. Metcalf & Co.—S. S. Spencer has been succeeded by Spencer-Pinke Drug Co.—Turnage-Clark Drug Co. have been succeeded by Turnage-Atkinson Drug Co., Inc.
MISSOURI—Morehouse—Harmon & Evans have been succeeded by the City Drug Store; Stacy & Taylor, proprietors.
NEBRASKA—Lexington—F. E. Bax & Co. have been succeeded by Mrs. E. J. Baker.
NEW HAMPSHIRE—North Conway—Lycurgus Pitman has been succeeded by E. L. Warren.
NEW JERSEY—Newark—The Branch Brook Pharmacy, 556 Orange street; new store.
NEW YORK—Bolivar—Louis Seibert has been succeeded by Frank J. Parker.
Buffalo—[illegible] Drug Co., 549 Elmwood avenue; new store.—Mrs. H. Frost, 142 Broadway, has been succeeded by E. J. Dempsey.—W. A. Kreidler, 720 Elmwood avenue, has been succeeded by Bingham-Dambach Co.—S. K. Klukszdat, 1481 Genesee street, has been succeeded by J. M. Frost.—Ruder & Wright, 224 Front avenue, have been succeeded by F. R. Belliotti.
Lockport—[illegible] W. Emerson, 9 Main street, has been succeeded by the Emerson Drug Co.—H. E. Downer and W. J. March [illegible].
Niagara Falls—August Vorwerk, 1152 Main street, has been succeeded by Gamble Shea.
Warsaw—[illegible] Bateman, new store.
Syracuse—[illegible] Butternut street has been succeeded by W. H. Hempstead.
OHIO—Cincinnati—Wm. E. Wurtz, Fort Ancient and Chapel streets, has been succeeded by W. A. Wurtz.
Lynchburg—J. F. Lee has been succeeded by Lee Chappell.
Toledo—[illegible] Rubber Drug Co., Washington street, has been succeeded by W. Rubber.
OKLAHOMA—Apache—C. W. McVicker has been succeeded by [illegible] Pharmacy; J. A. Bass, proprietor.
PENNSYLVANIA—Philadelphia—[illegible] Lowenstein, 3700 Allegheny avenue, has been succeeded by Geo. H. Lorenz.
Sugar Grove—W. H. McClure has been succeeded by Abbott Bros.
Uniontown—[illegible]
VIRGINIA—Bridgewater—J. A. Riddell has been succeeded by the Wightman Drug Co.
WASHINGTON—Seattle—L. F. Swift, 3837 14th avenue, N. E., has been succeeded by Kinzie & Son.

TRADE MARKS.

(Continued from Page 388.)

Published March 8, 1910.

40,612—Lactina & Kemp, New York. Lithiated.
41,079—W. L. White, Detroit. Tonics and dyspepsia-tablets.
41,297—Allen & Hanburys, Ltd., London. Lactic-acid-bacilli tablets.
45,199—C. C. C. Company, Evansville, Ind. Medicinal remedies for coughs, chills, and corns.
45,608—The Mange Remedy Co., Little Rock, Ark. Mange remedy.
45,687—D. Fahrney & Son, Hagerstown, Md. Liniment, worm-syrup, cough-syrup, and teething-syrup.
45,931—Sharp & Dohme, Baltimore. A remedy for the treatment of malaria.
46,093—The Northwestern Chemical Co., Marietta, Ohio. Chemical powder for stopping leaks in cooling systems for automobiles.
46,094—United Drug Co., Boston. Shampoo preparations and hair-tonics.
46,772—Sharp & Dohme, Baltimore. A granular effervescent salt.
46,887—Frederick Stearns & Co., Detroit. Perfumes.
47,100—The Zymole Co., New York. Remedies for diseases of the eye.
47,139—The Morris Pharmacal Co. of New York. A cathartic and laxative tablet or pill composed of cascarin, aloin, podophyllin, etc.
47,243—Edgerton R. Jennings, Chicago. Insecticides.

Published March 15, 1910.

25,866—The Bonheur Co., Syracuse. A lotion for the head and face.
42,491—Charles F. Wagner, New York. Hair tonic.
42,965—Otto Kalmus, Cincinnati. A medicinal preparation for the relief of convulsions, fits, hysteria, St. Vitus' dance, etc.
45,520—Jake W. Lester, Indianapolis. Medicine and salves for cancers, chronic sores, neuralgia, etc.
46,705—Frank Wagner, Chicago. Salve, eye-tonic, and remedies for catarrh and diseases of the blood.
46,901—Frank K. Bowers, Baltimore. A remedy for corns and callouses.
47,425—F. H. Strong Co., New York. A combination of remedial agents intended for the amelioration and relief of gaseous fermentative intestinal indigestions, etc.
47,681—George Borgfeldt & Co., New York. Perfumery.

NEW INCORPORATIONS.

Royal Laboratories, Chicago, Ill. Preparing and dealing in toilet articles and preparations. Capital, $25,000. Incorporators: H. A. Bereman, John Mors and Jessie Louise Moulton.

J. T. Coulson Drug Co., Corsicana, Texas. Capital, $10,000. Incorporators: J. T. Coulson, L. C. Coulson, M. F. Mack and Allen W. Griffen.

Buckeye Drug Co., Columbus, Ohio. Capital, $25,000. Incorporators: A. W. Kiler, George B. Topping, M. W. Miller, T. C. Haney and Fred P. Shaufelt.

Beatty-Baum Chemical Co., Denver, Colo. Capital, $50,000. Incorporators: William A. Beatty, Michael J. Baum and Charles K. Phillips.

Hay Drug Co., Cornelius, N. C. Capital, $10,000. Incorporators: F. C. Sherrill, J. F. Sherrill and others.

The Sapresto Co., Camden, N. J. Manufacturers and dealers in medicines, chemicals etc. Capital, $50,000. Incorporators: John D. McMullin, Thomas O. Haydock, Jr., and L. F. Dodd.

Kelly-Jackson Drug Co., Bluefield, W. Va. Capital, $10,000. Incorporators: C. A. Mitchell, R. Clarence McClaugherty, R. A. Hale, J. G. Kelly and G. Y. Kelly.

Nelson Manufacturing Co., Inc., Richmond, Va. To manufacture and deal in drugs. Capital, $10,000 to $200,000. W. H. Nelson, president; J. C. Anderson, secretary and treasurer.

John C. Dunstan Drug Co., Monmouth, Ill. Capital, $10,000. Incorporators: John C. Dunbar, E. H. Sturtevant and C. W. Seeley.

Weaver Drug Co., Montgomery, W. Va. Capital, $10,000. Incorporators: T. K. Weaver, J. H. Weaver, of Montgomery; W. D. Weaver, Lois Weaver, of Pratt, and D. P. Weaver, of Thurmond.

Andrews Chemical Co., Davenport, Iowa. To manufacture alkalies, acids and distilling spirits, etc. Capital, $100,000. Incorporators: L. W. Andrews, A. L. Hagebock, J. E. Burmeister, E. S. Johnson and W. J. Doyle.

Devon Remedy Co., Spokane, Wash. Capital, $100,000. Incorporators: George J. Beeks, L. A. Beeks and J. S. Ziegler.

India Medicine Corporation, Seattle, Wash. Capital, $100,000. Incorporators: R. Thompson, E. E. Carstens and M. R. Davis.

Springville Drug Co., Springville, Utah. Capital, $10,000. Incorporators and officers: F. A. Sweet, president; C. T. Lemley, vice-president; W. H. Sweet, secretary-treasurer, and these, with L. H. Curtis, L. L. Legge, J. H. Riddle and F. W. Francis, directors.

R. Burkhardt, Brooklyn, N. Y. To deal in drugs. Capital, $75,000. Directors, first year: Rudolph Burkhardt, Elizabeth M. Burkhardt and Ralph Beste.

Sayford Company, New York. To deal in drugs and chemicals. Capital, $200,000. Incorporator: A. J. Grymes, East Orange.

(Continued on Page 392.)

SUPRACAPSULIN

Solution 1-1000

Permanency Guaranteed

A superior solution of the Active Principle of the SUPRARENAL GLAND. It is right in every respect—Absolutely Aseptic.

Reliable at all Times

When you use **Supracapsulin** you get the expected results. Specify "CUDAHY'S" on your prescription.

Samples and literature on request.

THE CUDAHY PACKING CO.

NEW YORK
BOSTON

PHARMACEUTICAL DEPT.
SOUTH OMAHA, NEB.

CHICAGO
SAN FRANCISCO

Hot Drinks at the Soda Fountain

ARE BECOMING MORE POPULAR EVERY DAY

ADD TO THAT POPULARITY BY USING

R.S.P. CO.'S Rockford Quality SILVER PLATED SERVICE WARE

We have a full line of appropriate service equipment especially suited to the needs of the better class of Soda Fountain Patronage.

All Jobbers carry and recommend our line

Perfect service guarantees satisfaction—"R. S. P. Co.'s" Silver Plated Ware guarantees perfect service.

ROCKFORD SILVER PLATE CO.
ROCKFORD, ILL.

ROCKFORD SILVER PLATE CO.,
Rockford, Ill.

Please send me complete Price List of the R. S. P. Co.'s Silver Plated Fountain Ware.

Signed.....

Address.....

My Jobber is.....

$50 A SHARE PROFIT IN CO-OPERATIVE CONCERN

300 Retailers in Philadelphia Treated to Agreeable Surprise in Reorganization of Wholesale Company.

PHILADELPHIA, March 19.—The 300 retail druggists who were members of the Philadelphia Wholesale Drug Company, Limited, which on December 20 ceased to be a partnership and is now a corporation under the name of the Philadelphia Wholesale Drug Company, were the surprised recipients of a windfall this week in the shape of an announcement that they were entitled to share in a surplus of $21,450, or $50 for every share in the former partnership that is entitled to participate in the distribution of profits.

This surplus was the undivided profit which was arrived at by the taking of the inventory of the stock at the termination of the partnership and covered the business for the last few years. It was due to the excellent management of the concern's affairs by Frank R. Rohrman, president and general manager. Other officers, who have had no small part in this success, are Henry C. Blair, vice-president; Otto Kraus, secretary; Harry Z. Krupp, treasurer.

The directors have decided to extend the privilege of taking additional stock, par value $100, each member so deciding paying $50 in addition to his bonus of a like amount, for every additional share that he may desire, in proportion to the present number he holds. These additional shares will entitle the holder to receive a bonus of 6 per cent. dating from January 1, 1910, payable semi-annually thereafter. Those who do not wish to take additional shares will receive cash without interest July 1 next. Acceptance of the stock offer must be made on or before April 1. It is expected that the majority of the members will take additional stock.

Base Ball: New York vs. Philadelphia.

PHILADELPHIA, March 20.—Extensive preparations are under way for the meeting of the representative base ball teams of the Philadelphia College of Pharmacy and the New York College of Pharmacy in this city on April 14. A big turnout of the local alumni is anticipated. Judging from reports, the interest in New York is equally strong. The game will take place on the grounds at 44th street and Parkside avenue, where the candidates for the local team are already at work.

No American Fair in Berlin This Year.

American Exposition, which was to have been held in Berlin this coming summer, has been postponed. The executive committee recently decided that in view of the apparent opposition that has developed in Germany and this country it was best to postpone the project for another year at least and then to endeavor to make the affair German-American in character. The honorary commission appointed by President Taft, and which includes J. P. Morgan, John Wanamaker and David H. Francis, will be continued.

Ray Chemical Company's Unique Calendar.

The Ray Chemical Company, Detroit, Mich., is sending out a calendar which is, in a way, quite original. It is decorated with a reproduction of one of a group of figures found painted on the walls of the House of Vettii and discovered within recent years in Pompeii, the city destroyed by Vesuvius in 79 A.D. The figures in this group are represented as compounding drugs in a primitive pharmacy. The subject is decidedly interesting to the student of historical pharmacy and medicine.

Proclamation for the Thirteenth Federal Census.

President Taft has issued a proclamation relating to the Thirteenth United States Census, work on which begins April 15. All persons are advised to answer the enumerators' questions fully and accurately. Only the total statistics gathered will be disclosed, all information given by individuals being protected from publicity by heavy penalties. The census has nothing to do with taxation, jury duty or similar matters.

New Quarters for the George Batten Company.

The George Batten Company, advertising experts, have moved into new and larger offices in the French Avenue Building, [illegible] and 27th street, Manhattan, New York City.

NEW INCORPORATIONS.

(Continued from Page 390.)

N. J. W. H. Wright and H. D. J. D. Jeffreys, New York City.

Medicine Drug Co., New York. To manufacture and deal in drugs, medicines, chemicals, supplies, etc. Capital, $1000. Incorporators: Gustav H. Hoether, Charles A. Strecker and Henry Koehler, New York City.

Capitol Brown Drug Co., Washington, Del. To own and manufacture patent medicines. Capital, $15,000. Incorporators: Henry L. Capitol, Harvey Pierce Brown and Frank H. Hetherington.

Lagor Chemical Works, New York. Chemists, druggists, etc. Capital, $150,000. Incorporators: Wm. B. Lamar, Jamaica, N. Y.; Samuel Trapp and Bertha Rosenberg, New York.

Greenwich Drug Co., New York. To deal in drugs, medicines, etc. Capital, $10,000. Incorporators: Frederick P. Schmidt, New York City; Mrs. Phillipine Stahl, Brooklyn, N. Y., and C. Souffetr.

Young's Specific Remedy Co., La Salle, Ill. Manufacturing and dealing in medicines. Capital, $20,000. Incorporators: John R. Young, Thomas N. Haskell, E. W. Hetherington.

Kolma Pharmaceutical Co., St. Louis, Mo. Capital, $25,000. Incorporators: W. H. Merrill, A. C. Wiedemeir, S. W. Wells.

Layton System Co., Chicago. Manufacturing and dealing in hair tonics, drugs, toilet articles, etc. Incorporators: Letha L. Layton, Albert W. Heal, Charles T. Love.

George Lorenz Association, New York. To deal in drugs, medicines, soaps, etc. Capital, $500,000. Incorporators: G. E. Lorenz, Toledo, Ohio; F. C. Schmidt, New York City, and A. M. Higgins, Montclair, N. J.

The Welch Distributing Co., Jersey City, N. J. Chemists, druggists, etc. Incorporators: C. H. Greene, L. M. Kimball, E. Welch.

Heather Co., New York. To manufacture and deal in ointments, creams, face and hair tonics. Capital, $10,000. Incorporators: Frances Hamilton, Georgia Hamilton and Vernice Hamilton.

Walter S. Pfister, Inc., Yonkers, N. Y. To manufacture and bottle mineral waters. Directors: Walter S. Gottlieb and Elizabeth Pfister.

P. R. Turner Drug Co., Marianna, Ark. Capital, $20,000. Incorporators: P. R. Turner, R. L. Mixon, W. S. McClintock, J. R. Simmons, D. S. Clark.

Meigen Chemical Co., Camden, N. J. To manufacture and deal in chemicals and drugs. Capital, $125,000. Incorporators: Frank R. Hansell, John A. MacPeak and George H. B. Martin.

American Druggists' Sundries Supply Co., New York. Druggists' sundries, glassware, rubber goods, etc. Capital, $5000. Incorporators: Morris Westeck, Isaac Slotnitsky, Rose Westeck.

Hegeman & Co., of New York, N. Y. Drugs and chemicals. Capital, $6,000,000. Incorporators: Stephen P. Anderton, Morton G. Bogue, Powell Crichton and six others.

Ankerson's Pharmacy, Mount Vernon, N. Y. Capital, $15,000. Incorporators: Bertha L. Ankerson, Gustav H. Ankerson, Elenor L. Morgan.

Phenosan Company, New York. To deal in drugs, medicines, toilet goods, etc. Capital, $5000. Incorporators: Sol. Friedenberg, Harry C. Scharre, John Blockhaus.

General Carbonic Co., Saratoga Springs, N. Y. To manufacture carbonic acid gas and develop mineral water lands. Capital, $250,000. Incorporators: John C. Milne, New York; Henry S. Ludlow, Troy; C. Irving Wood, Englewood, N. J.

Continental Chemical Co., New York, N. Y. Chemists, druggists, pharmacists, etc. Capital, $10,000. Incorporators: John A. Thompson John B. Newman, Sol Bresiln Sayles.

Goldman Drug Co., Elkhart, Ind. Capital, $10,000. Incorporators: Margaret Goldman, Rita Simonton, H. E. Goldman and R. F. Goldman.

G. C. Taylor Co., Fairport, Monroe County, N. Y. To manufacture and deal in drugs, medicines, etc. Capital, $20,000. Incorporators: George C. Hardiman, Adam C. Passage and Charles J. Mowe.

Christiana Drug Co., Alexandria, Va. Capital, $50,000. President, W. S. McClure; vice-president, J. M. Craig; secretary, C. F. Collins.

Thieman Drug Co., Sheboygan Falls, Wis. Capital, $10,000. Incorporators: Ferdinand W. Thieman, Alfred Groate and Caroline Thieman.

Aberdeen Drug Co., Aberdeen, Wash. Capital, $15,000. Incorporators: Jay D. Crary, Warren Egerer, Carl Beckenbauer and Lester Swan.

Bayway Chemical Co., Jersey City, N. J. To manufacture chemicals of all kinds. Capital, $30,000. Incorporators: G. R. Hough, Jersey City, and E. D. York and M. M. York, Flushing, N. Y.

Felsini Drug Co., New York. Capital, $5000. Incorporators: Gaetano Collina, Victor Guermandi and Samuel J. Mintz.

Lake Placid Pharmacy, Lake Placid, N. Y. Capital, $10,000. Directors: John A. Wilber, Noel Fieldstein, Samuel A. Pulford.

Northrop & Lyman Co., Inc., Toronto, Canada. To deal in drugs and proprietary medicines. Capital, $2000. Incorporators: John Hugh McKinnon, Ellen Dean Howe, George Van Nostrand, William J. Fraser and Herbert J. Howe.

Red Cross Pharmacy Co., Colorado Springs, Colo. Capital, $25,000. Incorporators: W. Jasper Musick, George L. Musick and M. L. Musick.

Brown Medicine Co., Morristown, Tenn. Capital, $110,000. Incorporators: O. R. Moore, E. C. Moore, G. P. Moore, E. F. Koger and D. L. Koger.

Gibson Drug Co., Rochester, N. Y. Application to increase capital stock from $150,000 to $200,000. Certificate signed by bonding stockholders, including Charles Gibson, Geo. P. Smith, James Lacy and others.

Eureka Chemical Co., Newark, N. J. Manufacturing insecticides, disinfectants, etc. Capital, $100,000. Incorporators: A. C. Piper, E. Q. Keasbey and C. M. Keasbey.

MARCHAND'S
MEDICINAL PREPARATIONS

If you, Mr. Pharmacist, had devoted over *a quarter of a century* to the manufacture of five high grade preparations with only one standard of purity and uniformity, wouldn't you feel they were better than those made by a newcomer?

Then, is it any wonder we are proud of *our* preparations?

We were the first to manufacture Peroxide of Hydrogen (Marchand's) for medicinal purposes—that was thirty-one years ago—we are the PIONEERS.

PHYSICIANS KNOW

That MARCHAND'S PEROXIDE OF HYDROGEN (medicinal, 15 Vol.) is superior, because it is 50% *stronger* than the ordinary U.S.P., 10 Vol., and because it contains *NO ACETANILID,* and is absolutely free from any impurities.

That HYDROZONE (30 Vol.) is *THREE TIMES AS STRONG* as the ordinary preparations, and that it is the *most powerful of all germicidal agents,* yet is *absolutely non-poisonous.*

That GLYCOZONE ($C_3H_6O_4+C_8H_8O_3$), because of its remarkable properties is of signal value when applied to inflamed mucous membranes or other tissues. It is especially serviceable in acute and chronic forms of gastritis, intestinal catarrh, gastric ulcer, etc.

HYDROZONE AND MARCHAND'S PEROXIDE OF HYDROGEN (Medicinal) are put up in the best quality of flint glass bottles, for the reason that flint glass is not so brittle as amber glass. This, in connection with Marchand's improved process of manufacture, reduces the risk of breakage to a minimum.

When a prescription or a request comes to you for MARCHAND'S PEROXIDE OF HYDROGEN (Medicinal), HYDROZONE, GLYCOZONE, MARCHAND'S EYE BALSAM or the DREVET MFG. CO.'S U.S.P. H_2O_2 Official, see that it is dispensed and no attempt made to urge anything else upon the customer.

Your profit is LARGER than it would be if you urged the sale of an inferior article.

DREVET MFG. COMPANY
MANUFACTURING CHEMISTS
SOLE PROPRIETORS OF
CHAS. MARCHAND'S MEDICINAL PREPARATIONS
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DeMiracle

Announcement Extraordinary To the Trade

The only real seller of its kind

Offers the dealer a chance to increase his profits

Reduced Prices

New Price List

DeMiracle	$1.00 size,	$8.10 per dozen
DeMiracle	2.00 size,	16.20 per dozen
DeMiracle Cream..	.25 size,	2.00 per dozen
DeMiracle Cream..	.50 size,	4.00 per dozen
DeMiracle Soap....	.15 size,	.80 per dozen

Your Jobber will sell you at the above prices. If he does not, tell us.

Dealers are warned against handling preparations similar in name to DeMiracle *our* trade marks are registered.

Special Advertising Offer to Dealers Write for information

De Miracle Chemical Co.

London NEW YORK Paris

Luyties Must Pay $722,060.

Ruthlessly Scuttled Sanitol's Assets and Sold Worthless Formulas. Company Solvent—Two Receivers Named.

ST. LOUIS, March 25.—Judge George Williams, of the Circuit Court, has handed down a decree ordering Herman C. G. Luyties to pay back to the stockholders of the Sanitol Chemical Laboratory Co. the sum of $722,060 and accusing him of "the ruthless scuttling of the assets of the corporation," of which he was former president.

By the same decree former Circuit Judge Jesse A. McDonald and Frank V. Dubrouillet, treasurer of the St. Louis Union Trust Co., are appointed receivers for the Sanitol company with a joint bond of $100,000.

The receivers are instructed to conduct the affairs of the company, which is declared to be solvent, for the benefit of the stockholders, who were represented in the suit by 28 plaintiffs, most of them being out-of-town druggists. They hold 1396 shares of Sanitol stock.

By the decree H. C. G. Luyties, Robert E. Desmond, former secretary, and George A. Bowman, former treasurer of the company, are prohibited from acting as directors under the receivership.

Among the allegations in the case was one that Luyties had caused $200,000 of the capital stock "to be issued to himself as fully paid" in payment for five formulas owned by him. The court holds that these five formulas "were of no value" and that "such transfer of stock to himself was fraudulent." Luyties is quoted as declaring that he expects to appeal from Judge Williams' decision and "fight the case to a bitter finish."

GOVERNMENT WINS THE COD LIVER OIL SUIT.

In Test Case the Court Decides That the Product Was Misbranded—An Appeal Likely to be Filed.

WASHINGTON, March 25.—The suit of the United States against the Waterbury Chemical Co., of Des Moines, Iowa, under the allegation of misbranding of "Waterbury's Metabolized Cod Liver Oil" was decided yesterday in favor of the prosecution.

Justice Stafford, in the District Criminal Court, ruled that the product was misbranded within the meaning of the Act. Upon several contentions of the Government the justice did not rule. The defense has 30 days in which to file an appeal, which will undoubtedly be taken, as this was started as a test case to restrain the Government officials from an alleged arbitrary enforcement of the Pure Food and Drugs Law.

Jungmann Creditors Expect Settlement in Near Future.

An offer of settlement is expected by the creditors from Julius Jungmann, president of the J. Jungmann Corporation, druggists, New York City, by April 1. Although the receivership has been vacated because the petitioning creditors refused to increase their bond from $250 to $100,000, bankruptcy proceedings have not been discontinued. Mr. Jungmann has been conducting his stores as previously. The creditors' committee has been holding meetings every other day at the offices of the Carnegie Trust Co. The committee consists of: H. S. Pattison, of Schieffelin & Co.; Wilber Titus, McKesson & Robbins; Robert L. Smith, Carnegie Trust Co.; Joseph Plaut, Lehn & Fink; H. T. Jarrett, Mallinckrodt Chemical Works, and Secretary C. A. Kalish, 60 Wall street, this city.

Rumors to the effect that the Hegeman Corporation are making extensive efforts to acquire the Jungmann chain of drug stores are declared unfounded by representatives of the creditors. It is understood, however, that attempts were made by the Hegeman people before the bankruptcy proceedings to absorb the five Jungmann stores.

Perfumers to Educate the Public.

The Manufacturing Perfumers' Association will hold its sixteenth annual meeting at the Drug Club, New York City, April 19-21. The keynotes of this convention will be the opportunity now offered to plan the serious work of educating the American people in the use of domestic perfumes.

MORE THAN 900 AT CHICAGO JOINT MEETING.

Doctors, Dentists and Druggists Have a Real Harmony Feast, at Which Prominent Men are Speakers.

CHICAGO, March 20.—One of the largest affairs of its kind ever held in Chicago was the 1910 "get-together" banquet and smoker of physicians, dentists and druggists, given under the auspices of the Chicago Retail Druggists' Association, the Chicago Medical Society and the Chicago Odontographic Society, on the evening of March 10, in the beautiful "gold room" of the Congress Hotel. The great propaganda was well attended there being over 900 present and the immense banquet hall proved inadequate.

President Larsen, of the C.R.D.A., as chairman of the evening, spoke highly of the position and influence of the National and Chicago associations as factors in drug reform and professional upbuilding, and also made reference in glowing terms to the active campaign of propaganda of U.S.P. and N.F. by the Chicago association.

Mr. Larsen complimented the doctors' and dentists' societies and referred to the "get-together" spirit and idea of harmony their presence typified as promising much good, not only to the three professions, but to humanity. After an able address, he introduced Dr. John A. Robinson, president of the Chicago Medical Society, as the toastmaster of the evening, a position he filled ideally.

Dr. Robinson said that the influence of the three organizations should be blended into a great educational and political power, which would not only secure what was right for these professions in a law-making way, but would confer inestimable blessings upon the people.

Among the speakers of the evening were E. H. Ladish, of the N.A.R.D. executive committee; O. L. Prohaska, chairman of the C.R.D.A.'s standard preparations committee; Dr. G. Frank Lydston, pioneer propaganda fighter and worker; Dr. W. H. G. Logan, president Chicago Odontographic Society; Dr. A. B. Black, and National Secretary Potts, who, in a short speech, delivered right from the shoulder, a red-hot exhortation for the three D's to stay together and continue the good work so auspiciously begun.

Dr. Lydston attacked the fake proprietaries, and declared that many of the medical schools in the country were inefficient in teaching. He also denounced the *Journal of the A.M.A.* as inconsistent and unfair.

A.D.S. "Practices" Condemned by Chicago Med. Society.

CHICAGO, March 20.—Committee on pharmacology of the Chicago Medical Society, in accusing the American Druggists' Syndicate of "securing the prescriptions of a large number of physicians and putting them up as patent medicine and selling them through retail druggists," has adopted the following resolution:

Resolved, That the Chicago Medical Society, in council assembled, condemns these practices of the American Druggists' Syndicate, and that it calls upon the National Association of Retail Druggists to secure their discontinuance in order that the Chicago Medical Society may, with self respect be able to continue to co-operate with the Chicago Retail Druggists' Association in the get-together" movement.

New York Drug Club Elects Governors and Officers.

The following new members of the board of governors of the New York Drug and Chemical Club were recently elected: Charles A. Loring, Edmund D. Congdon, Albert R. Hosford, James B. Bouck, Jr., William N. McIlravy, William S. Haskell and Harry Hall. The board elected as officers of the club: President, Christian B. Zabriskie, of Pacific Coast Borax Company; vice-president, Herbert B. Harding, of Humphries Homeopathic Medicine Company; treasurer, Edmund D. Congdon, Harshaw, Fuller & Goodwin Co., and secretary, Ernest Stauffen, Jr. The club now has 455 resident and 225 non-resident members.

Buying Club Made Party to Director's Suit.

The Brooklyn Consolidated Drug Company has been joined as a party defendant in the suit recently brought by C. F. Schoenherr, director in the buying club, against J. C. Wiscberth, former manager and treasurer. The court held that if the suit of one director was to be maintained the fourteen remaining directors might start similar actions. As claimed by one of the directors, Mr. Wiscberth owes the company about $20,000 and an accounting has not yet been rendered.

Ratsch Peerless

ATHLETIC GOODS and BASE BALL UNIFORMS

Send for our Complete Colored Catalogue

Chicago Sporting Goods Mfg. Co.

225 North May St., Chicago

YOUR LEGACY

—bequeathed by fifteen generations—is opportunity. To neglect it is to fritter away your inheritance. Why not start—modestly—to build up a perfume business of your own—under your own name—for yourself. Certainly the "non secrets" have been successful. We make finished perfume bases with which you can make extracts, toilet waters, creams, etc., equal to the best and on account of which you can earn a wide reputation. Try one—say Rose Petals @ $3.50 per oz., and our suggestions. Then "knock" if you *want* to—for others. Our success is built on reorders—and cheery acknowledgements of excellence.

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Finished Perfume Bases and Perfume Accessories

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THE ERA FORMULARY

CONTAINS OVER 5000 FORMULAS

Formulas for hundreds of articles which the druggist's customers want, and which the druggist can manufacture with profit. The book is the foundation for that profitable manufacturing department which should be a part of every drug store.

Enough formulas to supply every possible demand of the public for Medical, Toilet, Veterinary, Household, Domestic and Technical preparations and articles.

The Drug Store Laboratory is the best paying department of a retail Pharmacy, and increased profits are made on goods of your own manufacture.

Sample sheets will be sent on application, showing the scope and character of the book.

Sent anywhere in the United States, postpaid, on receipt of $5.00

D. O. HAYNES & CO., Publishers, 90 William Street, New York

TELEPHONES AGITATE KINGS COUNTY PH.S.

Cullom Bill is Denounced. Propaganda Continued and Other Timely Topics Discussed at Meeting.

Legislation was the principal topic of discussion at the March meeting of the Kings County Pharmaceutical Society, held at the Brooklyn College of Pharmacy. Dr. William Muir, chairman of the legislative committee, reported that the section relative to coal tar products and the word "therefrom" in that part referring to the Board of Pharmacy appropriation had been eliminated from the Hill Pharmacy Bill.

The Cullom Bill to impose an annual Federal tax of $10 on importers, exporters, producers, jobbers and manufacturers, and a similar tax of $1 on retailers or distributers at retail of opium, morphine, coca leaves, cocaine, eucaine, chloral, cannabis, etc., was strongly opposed by several of the members as "unnecessary taxation." Those who spoke against the bill characterized it as an attempt to make the pharmacist defray the expense of collecting statistics regarding the drugs named. It was unanimously decided that the chairman of the legislative committee should be present in Washington when the bill was brought up and should protest against the same. It was also agreed that the wholesalers be invited to join this opposition.

To Confer About Telephone Commissions.

Charles Heimerzheim, chairman of the trade matters committee, announced that, despite the difficulty of assembling representatives of the various pharmaceutical societies for the purpose of discussing the telephone question, a joint conference would be held within a week or so.

Relative to telephone commissions, a member said that the druggists of Philadelphia realized 33 1-3 per cent of their total receipts and no guarantee was required. In that city there are two companies, however, which fact accounted for the high commission. Notwithstanding the lack of competition in Chicago, where there is only one company, the druggists are allowed from 35 to 40 per cent.

Otto Raubenheimer brought up one of the humorous but irritating and costly phases of the 'phone question. He asked the members what they would do if the same girl came into the store night after night and used the 'phone from 7 until 8.30 o'clock, and meanwhile a half dozen or more prospective patrons, seeing the booth occupied, left the store dissatisfied. President Rehfuss said that on such an occasion he just inserted a key in the switch, thus creating a short-circuit and cutting off the 'phone.

Good Results From Propaganda Work.

From the general discussion it developed that various of the members were obtaining good results from the propaganda work, one writing for the society to "keep up the good work," another showing by figures that in January, 1906, 10 per cent of his prescriptions called for patent medicines, and in the same month this year 6 per cent were for patents.

To carry on the propaganda work for another month, $50 was voted. Mr. Heimerzheim reported that since the last meeting he had disbursed $80 in salaries, and now had on hand $33.85.

Dr. Joseph Kahn presented a very interesting and instructive lecture on "Solutions." He enlarged upon the effect of agitation, temperature and other physical forces on solution and asserted that from the chemical standpoint solution consisted in molecular change. He defined a saturated solution as that state in which the liquid and matter are balanced.

Dr. Kahn made several laboratory demonstrations with colored solutions. In comment on the U.S.P., he said he thought than more extemporaneous preparations should be required in order to obtain the full effect of the drugs used.

Otto Raubenheimer, chairman of the society's delegates to the U.S.P. Convention, solicited suggestions from the members so that he and his colleagues could go to Washington fully instructed and ready to accomplish something.

Charles F. Schleussner, retired pharmacist and one of the founders of the society, was elected an honorary member, and the resignation of Henry A. Muller was accepted. Applications for membership were received from [illegible] Avenues 642 Lorimer street; Louis Borker, 240 Court street, and Oscar John Ruzicka, 202 Smith street. A number of names of members [illegible] Committee [illegible] $200.76 and [illegible]

BANQUET GIVEN VETERAN BUFFALO TRAVELER

Friends and Associates of Burr Spencer Testify to Their Pleasure Over His Recovery of Health.

BUFFALO, N. Y., March 20.—The firm and employees of Pierpont, Corban & Co. enjoyed a very pleasant evening Saturday, March 5, on the occasion of tendering a banquet in honor of their representative, Burr Spencer, who was able, only a few weeks previous, to resume his work on the road, owing to a severe sickness which caused his confinement for several weeks. Only the wonderful skill of a local surgeon and his own nerve, brought him through three critical operations. The many expressions of concern of his friends whom Mr. Spencer has made in the drug trade of western New York and northern Pennsylvania, as to his welfare, showed the high esteem in which he is held in this territory, which he has traveled for many years.

BURR SPENCER.

His associates in business celebrated the occasion to show their joy on his recovery and restoration to health. Songs and speeches of a jovial nature and expressions of esteem for Mr Spencer made the occasion one long to be remembered by all those in attendance.

GERMAN APOTHECARIES TO CELEBRATE IN 1911.

Asked to Join Kings County Ph.S. in Acting Upon Grievances Against the Telephone Company.

Already the members of the German Apothecaries' Society are looking forward to the celebration of the organization's 60th anniversary next year and at the March meeting of the society, Chairman Gilbert of the entertainment committee proposed that the exercises should take the form of a banquet and ball to be held in Terrace Garden and to be followed two weeks later by a kommers in the hall of the society. The details remain to be worked out and to clear the way for further action it was decided to omit the annual ball customarily held early in the year. After President Kleinau had called the meeting to order Mr. Gilbert reported on the success of the annual ball held on February 24.

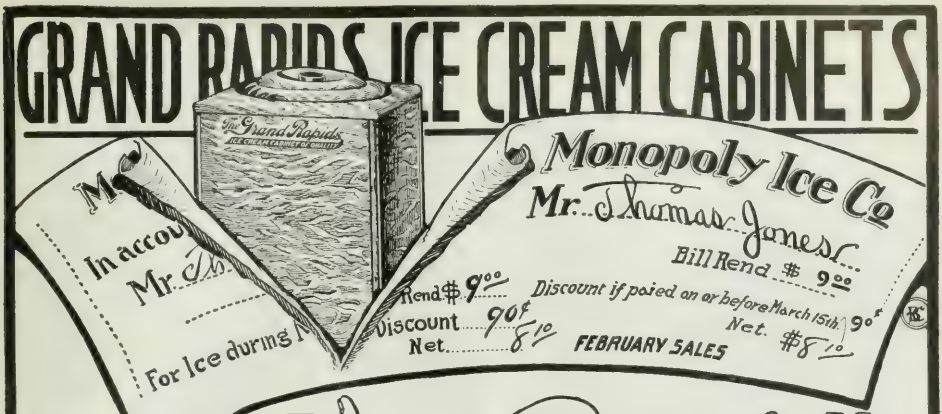
A communication from Charles Heimerzheim referred to a meeting of the Kings County Pharmaceutical Society at which grievances against the telephone company were aired and told of the effort being made to organize a joint committee composed of representatives of the various pharmaceutical societies. The writer asked for the co-operation of the G.A.S. The subject was referred to the trade committee after Emil P. Wendler had told of his experiences with one of the representatives of the telephone company who had offered to install in his store coin collection boxes for 10 and 25 cent messages on the basis of a rebate of 10 per cent. The representative also hinted at reducing the 20 per cent now received on local calls to 10 per cent. Mr. Wendler advised against any such arrangement.

Emil Roller, chairman of the scientific committee, introduced Fred. Fr. Angelo Haase, of Newark, N. J., one of the members of the society, who read a paper in German, translated by himself from the Danish, on "A Pure Culture System as Related to the Art of Brewing," written by Dr. Emil Chr. Hansen.

S. V. B. Swann, of the legislative committee, reported on the progress of the pharmacy bill now before the Legislature, and Charles F. Schleussner informed the members that the New York Consolidated Drug Company had formed the New York Consolidated Realty Company for the purpose of buying its own home in the [illegible] and that already a large [illegible] had been secured for this purpose.

E. C. Goetting reported as a delegate to the United German Societies and told of the effort that body was making to have a building erected. Mr. Roller announced that Dr. E. W. Dittrich, Pharm.G., would favor the society with an illustrated [illegible] at the meeting of the May meeting.

GRAND RAPIDS ICE CREAM CABINETS



SAVE 2 CTS. OF YOUR ICE BILL

THROUGH THEIR SUPERIOR INSULATION QUALITIES

An Ice Cream Cabinet is no better than its **INSULATION**. Grand Rapids Ice Cream Cabinets are well made in every particular, but Insulation comes first.

We use the **BEST QUALITY** of Waterproof Cork Board, Granulated Cork and Wool Felt for insulations, and wood being a **NON-CONDUCTOR** of heat affords even refrigeration, which cannot exist in Metal Cabinets, as steel is a conductor of heat, and hence a great impediment to perfect Insulation.

Grand Rapids Ice Cream Cabinets being made of wood, are **NOT** susceptible to the Corrosions of salt and Rusting as are Metal Cabinets, and therefore will **LAST** much longer.

They are Guaranteed not to Leak or Sweat, hence there will be no unsanitary surroundings.

Made in Porcelain, Wood and Galvanized Iron Linings, in 8 different styles, comprising 60 different sizes to answer every man's taste and requirements.

Our wood-lined Cabinets are coated with a waterproof asphaltum paint, which preserves the lining indefinitely and prevents water-logging.

Our galvanized lined Cabinets are so constructed that the linings can be easily removed when they are worn out, and replaced at a very small cost. Not so with others.

Another feature of importance is **FINISH**. We use a specially prepared varnish, which we have evolved after months of experimenting, which we guarantee is impervious to the attacks of salt water and lengthens the life of the Cabinet.

Our Cabinets are equipped with Self-Locking Hinges and Brass Faucets for drawing off water, which do not clog, and are up-to-date and dependable in every way.

Experience has demonstrated their **SUPERIORITY** over all others. Your Jobber knows, ask him.

Write us for prices and detailed information on our different styles, or ask your Jobber.

CHOCOLATE COOLER COMPANY

75 Alabama Street **Grand Rapids, Mich.**

BUSINESS NOTICES

McCalla-Ross Co.'s New Quarters.

As most of the ERA readers know the building occupied by the McCalla-Ross Co., 340 West Ohio street, Chicago, Ill., was badly damaged by a spectacular fire which destroyed the

adjoining building on January 13, and as a result the McCalla Company found it advisable to secure new quarters immediately in order to avoid delays in shipment. This they did, the building shown in the accompanying illustration being selected. This structure, which has been taken on a long term lease, is 80 x 100 feet and located on the Chicago & Northwestern Railway tracks and on one of the slips of the Chicago River with private dock for water shipments. With their improved facilities they now anticipate being able to offer more prompt and efficient service than ever before.

In addition to the line of Soda Fountain Fruits and Syrups which the McCalla-Ross Co. have been marketing for several years, they have within the last two years gone into the manufacture of Maraschino Cherries and are now among the largest producers of these goods in the world, turning them out in all of the packages used by the grocery, bar and soda fountain lines and also in barrels and bulk packages for confectioners and others.

New-Skin Instead of Court Plaster.

New-Skin Company, Dept. N, 66 Poplar street, Brooklyn, N. Y., state that New-Skin is the first and original court plaster in liquid form. It is well and favorably known in the trade and the advertising campaign which the manufacturers have just inaugurated will surely cause an increased demand for it. In their advertisement in this issue of the ERA they have something to say about window displays which you should read, then send for their plans for increasing your sales of New Skin.

Western Drug Company Adds More Stores to Its Chain.

PLACER, UTAH, March 20.—The Hedquist Drug Company has taken over the drug stores of the Smoot, Moore and Palace drug companies in this city, and the Pleasant Grove Drug Company's store in Pleasant Grove. The capital of the absorbing concern is $30,000, divided into shares of $10 each. The controlling interest in the business is owned by President Alexander Hedquist, Vice-President Charles A. Hedquist and Secretary-Treasurer Francis J. Hedquist, also directors. The other directors are Joseph Kirkwood and Fred J. Moore. Arthur Hall will be placed in charge of the Pleasant Grove store.

American Can Company's Earnings Increase.

The American Can Company's report for 1909 shows net earnings of $3,301,678, a gain of $189,780 over those of 1908. During the year in the purchase of factory sites and construction of new properties and the installation of new and additional equipment the sum of $747,945 was expended. This covers the cost of a new factory at San Francisco to replace the one destroyed by fire in the fall of 1907, the value of which had been previously written off; important extensions of plants at Montreal, Canada; Newcastle, Pa.; New Orleans, Savannah and many minor ones, and other factories, and the installation of sprinkling systems in a number of factories which had not previously been thus protected from fire loss.

Caloris Co. Asks for Pennsylvania Charter.

PHILADELPHIA, March 20.—Preliminary notice has been given that an application will be made on April 11 for a Pennsylvania charter for "The Caloris Company," the stated objects of which are "the manufacture of vacuum bottles and containers, surgical, chemical and scientific apparatus and supplies, from glass and other substances, and the sale of such articles when manufactured by it." The list of incorporators is: S. Wilson Heaton, William E. Chapman, Gustav A. Bisler, Louis S. Amonson, Milton Campbell, Lionel H. Wood, Ralston C. Ware, H. K. Mulford and Thomas K. Ober, Jr.

Paris Medicine Co.'s Successful Year.

The Paris Medicine Company, of St. Louis, Mo., which recently held its annual stockholders' meeting in Paris, Tenn., declared a quarterly dividend of 62½ per cent, the business for the year showing sales amounting to $123,000 more than the preceding year and the largest year's business in the history of the company. The gross business for the year 1909 was $1,223,045, and the net earnings $365,000. All of the officers of the company were re-elected as follows: E. W. Grove, president; A. H. Lankford and O. C. Barton, vice-presidents; F. L. Seeley, secretary and treasurer.

Missouri Pharmacists and Physicians Get Together.

ST. JOSEPH, March 20.—Physicians and pharmacists to the number of 150, attended a luncheon recently tendered the Buchanan County Medical Association by the St. Joseph R.D.A. at the Hotel Robidoux. Dr. C. R. Woodson, president of the former organization, responded to the address of welcome delivered by President W. C. Bender, of the R.D.A., and an address was also made by Thomas H. Potts, secretary of the N.A.R.D. Mr. Potts spoke of the relations which should exist between the two professions and deprecated the prescribing of proprietary remedies.

Sulpho-Napthol Co.'s Free Goods Offer.

In a new advertisement in this issue of the ERA the Sulpho-Napthol Company, 14 Medford street, Boston, Mass., announce a Free Goods Offer which they say should yield the druggist who takes advantage of it 45 per cent profit on his investment. The offer relates to a special assorted case of Cabot's Sulpho-Napthol which is highly recommended as an antiseptic, detergent, germicide, insecticide, and disinfectant. The advertisement gives full particulars. Order through your jobber.

Warning Against Drug Trade Swindlers.

Parke, Davis & Co. have issued a circular warning printers and stamp makers against making themselves the victims of swindlers. The circular gives two cases as illustrations, one in which a "Dr. Wood" ordered a quantity of cartons bearing the name of the company, and another in which Louis L. Potts ordered a stamp of manufacturers in St. Louis, the same to bear his name and the legend, "District Manager Parke-Davis Drug Co." Neither had any authority to use the company's name.

Bought Drug Store as It Was Being Evicted.

The Grand-Finney Pharmacy Company, at the avenues in the firm name, St. Louis, was ordered evicted a few days ago for the non-payment of $300 rent. W. C. Markham, assistant manager of the Odeon Building, across the street from the room in which the store was located, and R. T. Lewis, a clerk in the store, pooled interests and bought the store as it was being put out of the building and moved it to the Odeon.

You Make More on Zymole Tooth Paste

Why not make a better profit—and sell a better tooth paste?

Here is Zymole Tooth Paste—one of the famous Zymole line—at $1.50 the dozen with expeller key, quite the daintiest, most attractive tooth paste package you ever saw. And the paste itself you will agree is superior to the rest in flavor and cleansing qualities, when you try it once.

This is another money-doubling proposition like SHAC-- sell it for twice what you pay.

Seems as if every druggist would push Zymole Tooth Paste, in view of this. We predict that you will when you get acquainted with it.

THE ZYMOLE COMPANY
NEW YORK CITY
FREDERICK STEARNS & CO., SELLING AGENTS, DETROIT

CAREFULLY PREPARED PHARMACEUTICALS

PHARMACEUTICAL SPECIALTIES

ASK FOR OUR PRICES

HENRY K. WAMPOLE & COMPANY

——Incorporated——

Manufacturing Pharmacists, Philadelphia, U. S. A.

NOTE THE FINISH OF OUR GOODS

PRIVATE FORMULA WORK

BUYER'S LABEL PREPARATIONS

BUSINESS NOTICES

Pabst Extract Co.'s Advertising Campaign.

The Pabst Extract Company have issued their advertising calendar for 1910. Beginning this month and continuing through the year advertisements for Pabst Extract, The "Best" Tonic, will appear in a long list of popular magazines of National circulation, the most important local journals and the large outdoor advertising signs in all parts of the country. The entire country will be thoroughly covered and practically all the buying public in the United States will be told of the merits of this malt tonic. The policy of the Pabst people this year is concentrated upon the co-operative plan—the public is not only advised to "buy from their local druggist" but is told to buy in large quantities, in dozen bottle lots. This policy, it is thought, will not only create a greater demand, instilling the idea of buying in larger quantities, but will assure people taking a proper ten day or two weeks' treatment, which is necessary to get proper results from any such preparation.

The above campaign, which involves the expenditure of a vast sum, should be exceptionally interesting to the retail trade, meaning, as it does, increased sales for every druggist handling Pabst Extract, The "Best" Tonic. But a further matter of interest to many in the trade is the fact that the United States Government recognizes these goods as a medicinal preparation, payment of special tax not being demanded by the Internal Revenue Department for the sale of the same.

Benger's Food for Dietetic Difficulties.

Benger's Food is being actively and intelligently brought before the medical profession in this country and is proving here, as it has done for many years abroad, a happy solution to the many dietetic difficulties so continually met with, and in the treatment (dietetic) of marasmus, malnutrition, colitis, gastric ulcer, gastritis, catarrhal and other troubles of the intestinal tract. It contains the active proteolytic and amylolytic ferments or enzymes of the pancreas—Amylopsin and Trypsin, and is expressly designed to be used in conjunction with pure fresh milk or varying proportions of milk and water as may be ordered by the physician.

Benger's Food is well known in the United Kingdom and Abroad being used in the British Army and recommended by the members of many Societies. It has also recently been officially recommended for use in the U. S. Army hospital equipment. The manufacturers have an interesting proposition of co-operative advertising and will be pleased to hear from those interested. Write to Benger's Food, Ltd., 78 Hudson street, New York, for particulars.

Richmond & Backus Co.'s Time Saving System.

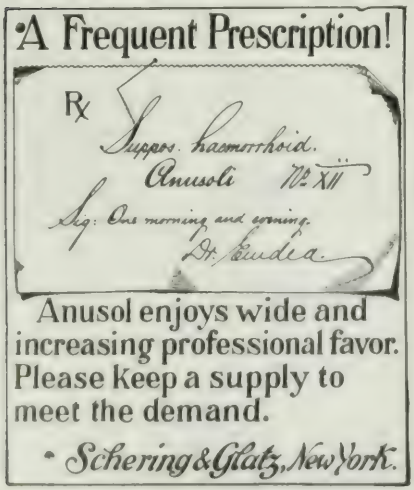
A time saving system of bookkeeping is exemplified in the combined Detachable Leaf Journal, Ledger and Monthly Statement Book, advertised by the Richmond & Backus Co., of Detroit, Mich. This system is already used by hundreds of druggists, and has the merit of simplicity and comprehensiveness. See the advertisement on another page for an illustration of the book and then write to the publishers for sample forms and general catalogue.

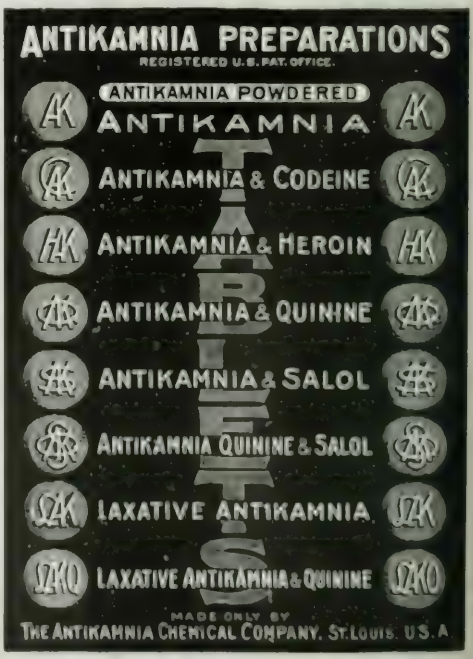
Security Remedy Co.'s Offer.

Security Remedy Company, Minneapolis, Minn., have a proposition by which they offer the exclusive sale of Security Gall Cure to only one dealer in a town and on terms which they say should pay him 110 per cent on the investment. See the Security Company's advertisement on page 413 for terms and full particulars.

Ray Brand of Digestive Ferments.

A new advertisement in this issue is that of the Ray Chemical Company, Detroit, Mich., which calls attention to the Ray Brand of Digestive Ferments, Pepsin, Pancreatin, Diastase, Rennet, Ox Gall and Thyroids. All of these products are favorably known to the medical profession and answer all requirements. Ask your jobber for prices.


A Frequent Prescription!
Rx
Suppos. haemorrhoid.
Anusoli No XII
Sig: One morning and evening.
Anusol enjoys wide and increasing professional favor. Please keep a supply to meet the demand.
Schering & Glatz, New York.



SPECIAL FREE GOODS OFFER for WINDOW DISPLAYS

Owing to the great success which has attended our Special Free Goods Offer for Window Displays, and the many requests which we are receiving from the thousands of retail druggists who wish to avail themselves of the opportunity, we have decided to extend the time for making the window displays and obtaining the free goods from January 1, 1910, to May 1, 1910.

For displaying our signs one week, or more and purchasing

6 Doz. SYRUP OF FIGS and ELIXIR OF SENNA @ $4.00, less 5%, ½ Dozen Free.
12 Doz. SYRUP OF FIGS and ELIXIR OF SENNA @ 4.00, less 8%, 1 Dozen Free.
24 Doz. SYRUP OF FIGS and ELIXIR OF SENNA @ 4.00, less 8%, 2 Dozen Free.

Freight prepaid on 24 dozen orders, but not on smaller lots.

To get the benefit of the above special offer please sign the special offer blanks to be had of us and of all wholesale druggists. Now is the time to get the benefit of the free goods in connection with this feature of our advertising campaign, and thanking the druggists generally for their cordial co-operation, we are

Yours very truly, CALIFORNIA FIG SYRUP CO.

7 Years of the
Miles Plan

Has Made the Retail Druggists Hundreds of Thousands of Dollars in Profits.

Did You Get Your Share?

PRICE PROTECTION

is after all the only live issue —the one that gives point to the druggists' motto:

"Live and Let Live."

The co-operation of the Druggist is especially due to those who help him.

THE DR. MILES MEDICAL CO.

ELKHART, IND.

Junket
Ice Cream Tablets

for Drug Stores, Confectioners and Soda Fountains

¶ *Junket* Ice Cream is easier to make and is more healthful, delightful and nutritious than ordinary ice cream.

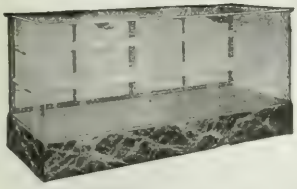
¶ It is unnecessary to use such rich and expensive material to make the finest frozen cream with *Junket.*

¶ Send for a free sample; also our book, "How It Is Made."

¶ *100 Tablets by registered mail, $2.00.*

Chr. Hansen's Laboratory

1200 Hansen Avenue Little Falls, N. Y.



To Bring A Customer Back Again

should be the constant aim of every druggist. The impression he secures of your store and your merchandise on his first call usually decides whether he returns or not.

If your store is attractive and equipped with up-to-date selling facilities the chances are the customer will return.

We make cases that are attractive, that wear, that possess individuality, and are reasonable in price. We claim, moreover, the same high grade of cabinet-making and finish that has given Grand Rapids its world-wide reputation. Write for Catalogue B-10.

GRAND RAPIDS SHOW CASE CO., Grand Rapids, Mich.

BRANCH FACTORY: LUTKE MFG. CO., PORTLAND, ORE.

New York Office and Showroom, 721 Broadway — Under our own Management — St. Louis Office and Showroom, 1329-1331 Washington Ave.
San Francisco Office and Showroom, 693 Mission — THE LARGEST SHOW CASE PLANT IN THE WORLD

BUSINESS NOTICES

Auction Sales of Rex Bitters.

The sale of Rex Bitters by auction is an original scheme adopted by the Rex Bitters Company, of Chicago, some time ago to introduce their remedy. It has proven successful, and in this issue of the ERA they again call attention to their weekly cash auction sales of 100 cases of Rex Bitters, the whole to go to the twenty highest bidders. The bidding is open to all druggists and none but druggists. The auction idea has created much favorable comment and the opportunity is given to druggists to secure a well advertised and good selling article at their own price. Rex Bitters are recognized by the U. S. Government as a medicine and no tax is required to sell them. Druggists should carefully note the advertisement of the Rex Bitters Company on page 327 and then send in their bids, using the coupon which forms part of the ad. or writing the same on a postal card.

Eureka Prescription Pads and Other Specialties.

The J. B. Burr Company, Hartford, Conn., have made a specialty of druggists' printing for more than half a century, and in a new advertisement in this issue of the ERA they call attention to the Eureka Prescription Pads, manufactured by them, which are sure to please the physicians. Among their other specialties are Prescription Blanks in every style, Prescription Checks, an article which no druggist should be without, and a full line of Powder Papers, put up neatly in boxes of 1000 each. The advertisement gives further particulars.

Little Giant Ice Crushers.

Schmidt Bros. Co., manufacturers of "Little Giant ice Crushers," Davenport, Iowa, say that you need this machine in your business and so sure are they that you will own one after you have tried it that they are making you an offer of ten days' free trial. If you are not then satisfied to the machine you do not have to pay for it. These machines are made on correct mechanical principles and are claimed to outlast two of any other make. In their advertisement they ask you to write right now for their complete catalogue and particulars regarding their trial offer. In writing please mention the ERA.

Prescription Products Co.'s Unique Plan.

The Prescription Products Company, Dayton, Ohio, in their advertisement in this issue, call the attention of live druggists to their special advertising feature which they say will greatly increase the prestige and sales of any druggist. Their products are Comp. Essence Cardiol, Comp. Fluid Balmwort, Tincture Cadomene Compound, Plain Yellow Minyol and Sulpherb Tablets, the demand for which, it is claimed, is steadily growing and you should be able to supply it. First read the Prescription Products Company's advertisement and then drop them a line.

I.X.L. Poison Fly Paper.

During the past year or so the country has been aroused as never before to the danger of permitting house flies to breed unchecked and to carry filth and disease through communities. There will be an increased demand for remedies to deal with this pest and for this purpose I.X.L. Poison Fly Paper is especially recommended by the manufacturers, the I.X.L. Fly Paper Company, of Rochester N. Y., whose advertisement appears on another page. Order through your jobber.

Corrugated Waterproof Fibre Boxes.

The Hinde & Dauch Paper Co., Sandusky, Ohio, and 165 Duane street, New York City, are manufacturers of Corrugated Waterproof Fibre Boxes which they state are suitable for every packing purpose. They offer to send an illustrated catalogue "How to Pack It," and a sample box for the asking.

Druggists find ERA's Price List to be invaluable.

WHEELING METAL CEILINGS

Wheeling Metal Ceilings erected Twenty years ago are as good today as when erected. No repairs have been necessary and they are good for a Century.

No Worry, Inconvenience, Expense—That is True Economy

Sanitary, Artistic, Fireproof. We want to figure on your requirements. Tell Dept. "P" about it.

Wheeling Corrugating Company

WHEELING, W. VA.

BRANCH OFFICES AND STORES

NEW YORK CHICAGO
PHILADELPHIA CHATTANOOGA
BOSTON ST. LOUIS
DETROIT

FREE

Walnutta Hair Stain

Cut this ad. out of **Pharmaceutical Era** and send to your jobber or to address below with an order for one-quarter dozen **"Walnutta" Hair Stain,** to be sent through the jobber you name, and we will send you, ABSOLUTELY FREE OF ALL COST in the United States, one 60-cent bottle of **"Walnutta" Hair Stain,** if you will agree to exhibit our handsome window display in the front window so you can sell **"Walnutta."**

WALNUTTA

Reg. U. S. Patent Office.

HOWARD E. NICHOLS,

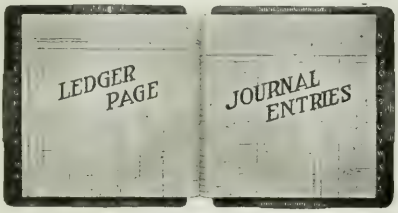
ST. LOUIS, - - - MISSOURI.

HEARN

WEST FOURTEENTH STREET
NEW YORK

NO DRUGS GROCERIES LIQUORS **BUT** EVERYTHING IN DRY GOODS

COMBINED DETACHABLE LEAF **Journal, Ledger and Monthly Statement Book**



A Time Saving System

FOR RETAIL MERCHANTS

HUNDREDS OF DRUGGISTS USE IT

Write for Sample Forms of This System and for Our General Catalogue F

The Richmond & Backus Company

DETROIT, MICHIGAN

There is Nothing "JUST AS GOOD"

A "Formula" introduced by the late Mr. Planten Over 70 Years Ago

POPULAR FOR GENERATIONS

PLANTEN'S (TRADE MARK) C & C OR BLACK CAPSULES

(REGISTERED IN U. S. PATENT OFFICE.

Beware of "NEAR GOODS," "NEAR NAMES," and Imitations

ONE OF THE OLDEST AND BEST REMEDIES FOR

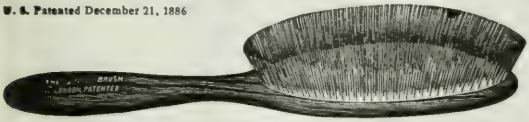
Chronic and Acute Gonorrhoea, Gleet, Urethritis

H. PLANTEN & SON Founded 1836 BROOKLYN, N. Y.

AIR CUSHION.

The Ideal Hair Brush.

U. S. Patented December 21, 1886



SIBERIAN BRISTLES.

Nothing Like it on the Market.

Do not confound this brush with the rubber back wire brushes. It is entirely different. The "Ideal" has an Air-Cushioned Back and Genuine Siberian Bristles. It is the best selling brush on the market. Order through your jobber, wholesale drug or dry goods.

HENRY L. HUGHES, Exclusive Licensee and Importer

Room 439, 78 Monroe St., American Express Bldg., CHICAGO, ILL.

BOYKIN FI-LEZY

PRESCRIPTION FILING CABINET

WRITE FOR INFORMATION.

E. B. READ & SON CO., - BALTIMORE, MD.

DRUG LABELS BOXES PRINTED LITHOGRAPHED

BUSINESS NOTICES

Dr. Paul Runge Visits P. D & Co.'s Laboratories.

Dr. Paul Runge, a chemist of Hamburg, contributes to a recent issue of the *Pharmaceutische Zeitung* (Berlin) a readable description of a visit to American detroiting largely to two objects of interest—the famous Falls of Niagara and "the great laboratories of Parke, Davis & Co." Dr. Runge appears to have been much impressed by what he saw at Detroit, several columns of his contribution being utilized in a description of manufacturing processes at the laboratories referred to. The closing paragraphs of his article, a summing up of his impressions of the great plant and its activities, are not without interest in this connection:

"Were one large volume of business which is done by this vast institution to be taken into consideration, it will not prove surprising when I state that the model-school, packing-glass works, printing office, book-binding department, machine-shop, paper-box factory and carpet shop. Most of these industries are to be found in separate buildings and occupy a large force of men and women. In the printing office there are several large cylinder presses and a dozen smaller ones all fully occupied. In addition to other necessary printed matter, 100,000 price lists were printed in this office during the past year. Those who are familiar with the catalogues of the firm will understand that this is an achievement. The machine-shop is really a model manufactory, since the various machines that are employed in the establishment are designed and completed here. Parke, Davis & Co. confine themselves almost exclusively to machinery of their own construction. Possibly this partly accounts for the importance and productivity of this factory.

In an establishment like this, which is conducted smoothly on account of its excellent organization, it is scarcely necessary to say that every precaution is taken against mistakes and defects. Crude drugs are not only examined from a botanical and pharmacological point of view, but also chemically, if possible, or physiologically, in regard to their active principles, and only such lots are purchased as conform to standard requirements.

I would advise every colleague who goes to America not to omit the short journey from New York to Detroit, especially as Niagara Falls may be visited en route. He will be able to see much that is new and interesting in the City of the Straits and be hospitably received and will carry away with him many new ideas."

Dr Miracle Products Now Sold Through Jobbers.

The Dr Miracle Chemical Company, New York, announce in a new advertisement in this issue that their products are now offered to the trade through jobbers. This arrangement has become very popular with customers in the retail trade who in the past has not felt warranted in purchasing large quantities direct from the manufacturers. The Dr Miracle Chemical Company have also reduced their wholesale prices to conform more with the prices at which articles of like character are sold. All of the products manufactured by this company are extensively advertised over the name of one dealer in each city and are pushed only through the retail trade. See their advertisement for new price list and then write to the De Miracle Chemical Company, New York, concerning their advertising proposition.

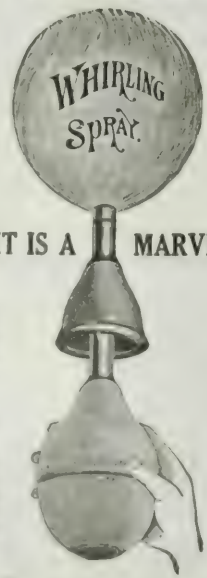
Hansen's Junket Ice Cream Tablets.

Junket Ice Cream Tablets, for the manufacture of "junket ice cream," a product which is claimed to be easier to make and more healthful and nutritious than ordinary ice cream, are manufactured by Chr. Hansen's Laboratory, Little Falls, N. Y. The process is simple and inexpensive, costing but $2 for 100 tablets, a quantity sufficient for many gallons of material. If you are not acquainted with these tablets, send for a free sample and a copy of the manufacturer's book, "How It Is Made." Read Chr. Hansen's advertisement and try Junket Ice Cream Tablets before the busy season opens.

Nailene Nail Shine Pleases Customers.

The state of the finger nails may be said to indicate either refinement or its absence, and any means which will contribute to the natural beauty of the hand is sure to be in demand. In this connection The Margo Company, Los Angeles, Cal., call attention to "Nailene" Nail Shine which, they explain, "comes in small book form on an attractive display card and sells on sight." Read their advertisement for prices, and order through your wholesale druggist.

THE MARVEL "WHIRLING SPRAY" SYRINGE



IT IS A MARVEL

WAS AWARDED THE GOLD MEDAL, DIPLOMA, AND CERTIFICATE OF APPROBATION, BY THE SOCIETE D'HYGIENE OF FRANCE, OCTOBER, 9, 1902,

as the latest and best improvement in Vaginal Syringes. Particular attention is called to the fact that by reason of the peculiar construction the Marvel Syringe allows and makes the vaginal walls assume a natural position, which prevents the fluid used from coming in contact with the cervix uteri, thereby avoiding irritation and tearing of the parts. Many other advantages

FULLY PROTECTED BY PATENTS
ALL JOBBERS SELL IT

THE MARVEL CO.

Sole Proprietors

44 E. 23rd St. NEW YORK

BRANCH OFFICES

Paris, France . . 42 Rue du Marche
London, England . . 11 Queen Victoria Street
Sydney, N. S. W. Australia 116-118 George St.
Montreal, Can., National Drug & Chemical Co

Spooners Delight

ROYAL
METAL FURNITURE
For the Soda Fountain and Ice Cream Parlor

Is the cheapest furniture you can buy because it has more value in it for the dollar than any other make. It is **strong,** will never wear out, **handsomely finished** and will make your store **attractive.** It is also guaranteed for ten years. **Insist** upon getting the furniture with **the double cross brace** connecting the legs.

If your Jobber won't sell you, write us. 1910 Catalogue Ready.

ROYAL METAL MANUFACTURING CO.
1820 **DEARBORN STREET** **CHICAGO, ILL.**

You Need This Machine in Your Business.

You wouldn't think of crushing your ice in the old fashioned way by hand machines do the work so much better and easier and in one-tenth of the time.

Ice Crushing Machines Are a Necessity. You Need Them in Your Business.

There are all kinds of Ice Crushers on the market, some good, some bad, and some indifferent, but

Users of "Little Giant Ice Crushers" Say They Are the Best

We know it, and have known it for years and we want you to know it by actual experience, too. that's why we are making you our

10 DAYS FREE TRIAL

We don't ask you to buy until you have used the machine 10 days. WRITE US TODAY for our Special Offer and Catalogue.

The largest users of crushed ice are using "Little Giant Machines," they bought them in competition with other makes and satisfied themselves it's the machine they want for they RUN SO EASILY AND SAVE MUCH ICE.

"Little Giant Machines" use a shearing cutting process to chip the ice. They do not break or smash the ice. That's why our machine will outlast two of any other make. We do the same work with less power and no breakage to machine.

FIRST COST ALL THE COST

If you've used Ice Crushers in the past you know what it means, to be sure of your machine during the busy season. YOU DON'T FIND THE "LITTLE GIANTS" LAID UP THEY WORK EVERY DAY WITHOUT EXPENSE FOR REPAIRS.

Write us right NOW for our complete catalogue and our 10 DAYS FREE TRIAL OFFER.

SCHMIDT BROS. COMPANY
Formerly Davenport Ice Chipping Machine Co.
1324 West 3d St., DAVENPORT, IOWA

GRAPE JUICE
ADMITTEDLY THE FINEST

FRUIT JUICES
SUPERIOR TO ANY OTHERS

Conc. Fruit Syrups
HIGHEST QUALITY

The Smith & Painter Brand of Natural Fruit Products—always reliable, satisfactory and most economical, because of greater strength and finer flavor. If you would be up-to-date supply your fountain with these goods.

Samples and Price List on Request

SMITH & PAINTER CO.
WILMINGTON, DELAWARE

PHOENIX
SURGICAL DRESSING
MILWAUKEE

QUIT PAYING Salesmen's Expenses and JOBBER'S PROFITS
BUY DIRECT from the MANUFACTURER

Surgical Dressings, Absorbent Cotton, Plasters, Suspensories, etc. A straight discount of 30% on any size order—for instance—

SALOME CORN PLASTERS

Retail at 10c. per package.....		$14.40 per gross
List price, per gross.....	$9.00	
Less 30% discount.....	2.70	6.30
Net profit per gross....		$8.10

Send for New Catalogue. *All Goods Guaranteed*

PHOENIX SURGICAL DRESSING CO., 430 Thomas St., MILWAUKEE, WIS.

PRICE LIST CHANGES

John Wyeth & Bro., Inc., Philadelphia, Pa., announce the following changes and additions to their price list effective March 10, 1910:

PART "A"

	Per 100	Per dozen pts.
Wine Cod Liver Oil Extract with Glycerophosphates	$8.25	$7.50
Compressed Tablet:	Per 1000	Per 100.
Migraine, No. 1	$15.00	$ 1.50
Chocolate-Coated Tablet:	Per 1000.	Per 100
Migraine, No. 1	$17.00	$ 2.00

PART "B"

	Per pint.
Fluid Extract Asafoetida	$4.00
Barbon Cloroge	4.00
Tincture Asafoetida U. S. P.	Per pint. $2.25

Subject to usual discounts.

PART "TWO"

	Price to Trade	Net List.
Glycerophosphates—Wyeth:		
In pint bottles, per dozen	$9.60	$12.00
In 5-pint bottles, per bottle	3.60	4.50
In gallon bottles, per gallon	5.40	7.00

Drug Athletes to Resume This Month.

PHILADELPHIA, March 20.—The Drug Athletic Association has elected the following officers: President, Edward T. Hahn; vice-president, William A. Johnson; secretary, John J. Kelley; treasurer, Dr. A. T. Pollard. It has been decided to again lease the beautiful grounds of the Stenton Athletic Association and to start the outdoor season early in April.

Prescribing Druggist From Detroit Jailed in Canada.

TORONTO, March 20.—W. Costello, claiming to be a Detroit druggist, has been sent to jail for three months in London, Ont., for representing himself as a physician and writing a prescription whereby B. A. Mitchell got a drink of liquor contrary to London's laws. Mitchell was fined $100.

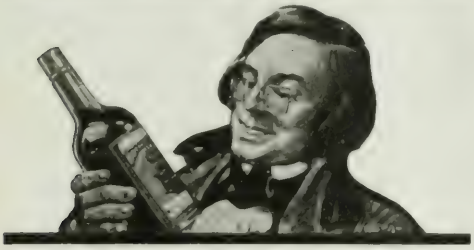
Chicago Sporting Goods Manufacturing Co.

The above illustration represents an attractive window display panorama which the Chicago Sporting Goods Manufacturing Company is supplying to its customers. The original is lithographed in 8 colors, and is 40 inches long, 30 inches high, and 12 inches deep. It makes a most attractive window, particularly for druggists who handle athletic and sporting goods.

This window display is supplied with 2 or 3 assortment orders, details of which will be furnished on application to the Chicago Sporting Goods Manufacturing Company, Fulton and May streets, Chicago, Ill. Please mention the ERA.

Druggist and Wife Have Narrow Escape.

MADISON, Wis., March 20.—H. R. Bird, Jr., druggist, of Bird & Quan, 1320 University avenue, recently had a narrow escape from death when a cutter in which he and his wife were riding was struck by a swiftly moving street car. Both Mr. and Mrs. Bird were cut and bruised when they were thrown out, but they miraculously escaped serious injury. Mr. Bird received deep scalp wounds.



Proven Chemically Pure

Liquor, when prescribed for the sick-room, should be ABSOLUTELY PURE and the best obtainable.

For this and other good reasons, druggists should dispense

Old Jas. E. Pepper Whisky

It costs no more than other whisky; is full 7 years old—Bottled in Bond—and there is no good reason why it should not be dispensed in preference to cheap and uncertain commodities.

Send any jobber an order for a trial case. The difference will be apparent in the satisfaction it gives your trade.

JAMES E. PEPPER DISTILLING COMPANY

Distilleries Lexington, Ky. General Offices Chicago, Ill.

BENGER'S FOOD

"Retained when all other foods are rejected"

Is a pancreatised cereal and is devised to be used with fresh milk. Can be adapted to suit the dietetic need of infants, invalids and the aged.

PRICES

Retail,	25c.,	$2.25 per doz.
	60c.,	5.40 "
	$1.75,	15.75 "

Samples, literature and show cards on application. Write for particulars of co-operative advertising.

BENGER'S FOOD, Ltd.

Lamont, Corliss & Co. Sole Importers

78 HUDSON ST. NEW YORK

READ
Free Goods Offer
with this
45% Net Profit
Deal

Antiseptic, Detergent
Germicide, Insecticide
Disinfectant

CABOT'S Sulpho-Napthol TRADE MARK
LIQUID CLEANLINESS. REG. U.S. PAT. OF.

FREE GOODS! FREE GOODS!

With this special assorted case we give you FREE 6 10c. bottles Sulpho-Napthol, 12 trial size cakes Sulpho-Napthol Soap and 75 Booklets.
GIVE AWAY the 6 bottles and 12 cakes of Soap with the Booklets.
IT WILL SELL ALL THE GOODS IN THE CASE.

Cut this out and paste it in your Order Book

SPECIAL ASSORTED CASE

12—1 oz. Bottles Sell for	$1.20
8—3 oz. Bottles Sell for	2.00
3—8 oz. Bottles Sell for	1.50
3—Cakes Sulpho-Napthol Toilet Soap Sells for	.75
Retails for	$5.45
Costs Retailer	3.75
Retailer's Profit Over 45%	$1.70

Order from your Jobber. Sold *only* in bottles with yellow labels and cartons

THE SULPHO-NAPTHOL CO., 14 Medford St., BOSTON, MASS.

You Live Druggists — Write Us!

In each City or Town in the United States

and we will explain our special advertising feature, which will greatly increase your prestige and sales

OUR PLAN IS UNIQUE

and the live, wide-awake druggist should get his name on our "Special List"

WE MARKET

Comp. Essence Cardiol	50c.—$4.00 per Doz.
Comp. Fluid Balmwort	50c.— 4.00 per Doz.
Tincture Cadomene Compound	90c.— 7.20 per Doz.
Plain Yellow Minyol	90c.— 7.20 per Doz.
Sulpherb Tablets	50c.— 4.00 per Doz.

We create the demand and guarantee our Specialties to all. The demand is steadily growing and you should be able to supply it.

We're behind the live ones. A post card will do. Write us NOW!

The Prescription Products Co.
DAYTON, OHIO

Serial No. 14,941

Prices Current *of* Drugs *and* Chemicals

TO SUBSCRIBERS—In comparing your invoice with the prices in this Price Current remember that the prices here given are those ruling in the New York market and are the average prices charged to retail druggists. For larger quantities and original packages lower prices should be secured. Quality should always be taken into consideration.

Acetic, glacial, 99%	lb.	.10	.15
Acetic, glacial, 99%	lb.	.15	.20
Acetic, glacial, 99%	lb.	.15	.20
Acetic, 28%	lb.	.22	.27
Acetic, 36%	lb.	.25	.30
Acetic, 56%	lb.	.25	.26
Acetic, 58%	lb.	.57	.58
Acetphenetidine, U.S.P.	lb.	1.05	1.07
Acetone, pure, C.P.	lb.		.37
Acid, Acetic, No. 8, sp. gr. 1.040	lb.	.08	.10
Acid, Acetic, No. 8, U.S.P.	lb.	.09	.10
Acid, Acetic, C.P.	lb.	.27	.28
Benzoic, Ext., true	oz.	.15	.17
Benzoic, Ext., German	lb.	.45	.50
Benzoic, Cryst.	lb.	.11	.13
Benzoic, Powdered	lb.	.12	.15
Benzoic, Impulp.	lb.	.17	.22
Boracic, 100 p. c.	oz.		.07
Carbolic, cryst., bulk	lb.	.10	.14
Carbolic, cryst., 10 and 5 lb. cans	lb.	.12½	.14
Carbolic, cryst., 1 lb. bottles	lb.	.15	.19
Carbolic, Crude, 1905 p. c.	gal.	.20	.60
Chloracetic, 1 oz. v.	oz.	.25	.17
Chromic, 1 oz. v.	oz.	.07	.11
Chromic, C.P.	oz.		.32
Chrysophanic, true, vials	oz.	.35	.40
Cinnamic, synthetic, v.	oz.	.28	.32
Cinnamic, Natural, 1 oz. v.	oz.		.40
Citric, cryst. (kegs)	lb.		.56½
Citric, cryst.	lb.	.37	.41
Citric, Granulated	lb.	.42	.47
Citric, Powdered	lb.	.44	.47
Formic, Conc. 1 lb. bot.	lb.	1.00	1.10
Formic, Conc.	oz.		.19
Gallic	lb.	.63	.65
Gallic, ¼, ½, 1 lb. cartons	lb.	.65	.71
Glycerinophosphoric	oz.		.40
Hypophosphorous	oz.	.65	.75
Hydriodic, sp. gr. 1.50..1 oz.	oz.	.40	.42
Hydriodic, Sealed Tube	oz.	.50	.52
Hydrobromic, conc., incl oz.	oz.		.17
Hydrocyanic, Dil., U.S.P., 1 oz. v. incl	oz.		.09
Acid, Hydrocyanic, 1 oz. v., U.S.P.	oz.	.10	.12
Hypophosphorous, sol., 30 per cent	oz.		.10
Lactic, U.S.P., 10 p. c.	oz.		.11
Lactic, conc., 1 oz. v.	oz.		.12
Dilute	oz.	.08	.09
Molybdic, C.P.	lb.		3.50
Nitric, 42 deg.	oz.		.14
Nitric, 36 deg., 95 p. c.	lb.	.05	.07
Nitric, C.P. Hydrochloric	lb.	.10	.15
Nitro-Muriatic	oz.		.10
Oleic, purified	lb.		.50
Oxalic	lb.	.12	.14
Oxalic, Powdered	lb.	.20	.22
Phosphoric, diluted	lb.		.10
Phosphoric, U.S.P., 1880, 50 p. c.	lb.	.30	.35
Phosphoric, Syrup, 85 per cent	lb.	.35	.40
Phosphoric, Glacial, stocks	lb.	.50	.55
Picric	lb.		.75
Pyrogallic, ¼, ½ and 1 lb. cans	lb.	1.65	1.85
Pyrogallic, 1 oz. v.	oz.	.18	.21
Pyroligneous, purified	lb.		.30
Resorcin, Crude	gal.	.25	.55
Salicylic, 1 lb. carton	lb.	.40	.42
Salicylic, Bulk	lb.	.38	.40
Salicylic, From Gaultheria, 1 oz. v.	oz.	.28	.32
Salicylic, Synthetic	lb.		.50
Sulphuric, aromatic	lb.		1.15
Sulphuric, Comm'l 66° (city) 160 lbs.	lb.		1.15
Sulphuric, C.P.	lb.	.05	.06
Sulphuric, C.P.	lb.	.10	.14
Sulphurous, U.S.P. solution	lb.		.16
Tannic, Phar., 1 lb. cart.	lb.	.70	.85
Tannic, Medicinal	lb.	1.10	1.20
Tartaric, cryst.	lb.	.27	.32
Tartaric, Powdered	lb.	.27	.32
Trichloracetic	oz.	.20	.27
Valerianic, 1 oz. v.	oz.		.20
Aconine	oz.		3.75
Aconin, 15 gr. v.	ea.		.25
Aconite leaves, Eng., 1 lb. b.	lb.		1.25
Aconite, German	lb.	.19	.24
Aconite, Powdered	lb.	.24	.29
Aconite Root, English	lb.		.75
Aconite, Powdered	lb.		.85
Aconite Root, German	lb.	.19	.24
Aconite, Powdered	lb.	.24	.29
Aconitine, Amorp., ¼ oz. v.	ea.		1.40
Aconitine, Nitrate, Amor., 15 gr. v.	ea.		.50
Aconitine, Cryst. 15 gr. v.	ea.		.50
Adeps Lanæ, Anhydrous	lb.	.27	.30
Adeps Lanæ, Hydrous	lb.	.22	.24
Agar-Agar	lb.	.15	.85
Agar-Agar	oz.		.10
Alcohol, Absolute	gal.		4.50
Alcohol, Cologne Sp., 95%, U.S.P., bbls	gal.		.70
Alcohol, Cologne Sp., 95%, U.S.P., Less	gal.	2.95	3.00
Alcohol, Comm'l, U.S.P. bbls	gal.		2.65
Alcohol, Comm'l, U.S.P. Less	gal.	2.80	2.95
Alcohol, Denatured, bbls & ½ bbl	gal.	.45	.50
Alcohol, Denatured, Less	gal.	.50	.60
Alcohol, Methyle (Wood), bbls	gal.	.55	.60
Alcohol, Methyle (Wood), Less	gal.	.65	.75
Alkanet Root	lb.	.12	.14
Alkannin, Powdered	oz.		.40
Allspice, Jamaica	lb.	.11	.14
Allspice, Powdered	lb.	.16	.20
Almonds, Bitter, shelled	lb.	.45	.50
Almonds, Sweet, Imported	lb.	.45	.50
Aloes, Barbadoes, true	lb.	.75	.80
Aloes, Barbadoes, Powdered	lb.	.85	.90
Aloes, Cape	lb.	.14	.18
Aloes, Cape, Powdered	lb.	.26	.31
Aloes, Curacoa gourds	lb.	.18	.22
Aloes, Socotrine, True	lb.	.35	.40
Aloes, Socotrine, Powdered	lb.	.40	.45
Aloes, Purified	lb.	.75	1.00
Aloin, 1 oz. v.	oz.	.14	.15
Althea Root, cut	lb.	.25	.30
Alum, Ammonia, bbls.	lb.	.02	.05
Alum, Dried, 1 lb. cartons	lb.		.14
Alum, Ground, bbls or less	lb.	.02½	.05
Alum, Powdered, bbls. or less	lb.	.03½	.06

HOME TREATMENT
VETERINARY MEDICINES
For Horses, Cattle, Sheep, Swine, Dogs and Cats
See Era Price List
Dr. A. C. DANIELS, Inc. BOSTON, MASS.

Dr. Agnew's German Eye Water

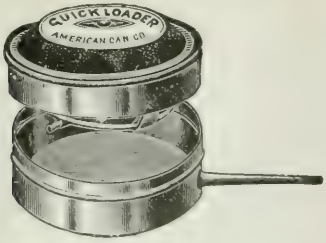
A harmless preparation with wonderful curative properties
WRITE FOR PRICES *Serial No. 11508*
W. F. Cushman, 711A Boylston St., Boston, Mass.

A GOOD SELLER
Write for Prices of CRUDOL
the new [illegible] CRUDOL ANTISEPTIC SHAMPOO, [illegible]
The Crudol Company, 1777 Broadway, New York

IMPORTING & WHOLESALE
DRUGGISTS
GUARANTY No. 680 FOOD AND DRUGS ACT
BRITT, LOEFFLER & WEIL
55 CANAL STREET NEW YORK CITY

"Purity the First Consideration"
Is What We Have Preached and Practiced for Years
We can supply everything pertaining to the Drug Business.
Goods bearing our label have always been guaranteed, and we will continue to do so under Guaranty No. 55, Food and Drugs Act.
"THE WORLD IS OUR FIELD"
WRITE FOR PRICE LIST
MEYER BROTHERS DRUG CO.
Importers, Exporters, Manufacturers and Wholesale Druggists
Fourth St. and Clark Ave. ST. LOUIS, MO.

AN ALKALINE, CHOLAGOGUE SALT
REGISTERED CHOLAX TRADE MARK
(KOLAX)
SOLD IN 8-OUNCE BOTTLES
$4.00 PER DOZEN
The Kelvan Company
50th and Arch Sts., Philadelphia



"Quick Loader"

INSECT POWDER GUN

LEADS THEM ALL

It Leads in Quick Sales
It Leads in Durability
It Leads in Construction
It Leads in Applying the Powder
It Leads in Price

There is as much profit and much more satisfaction in selling the "Quick Loader" than any other gun made.

If you buy in lots of 25 gross or more we will place your name on the top plate in place of ours, and in addition will furnish you with a reasonable quantity of attractive powder gun circulars, with your imprint.

Advise us the probable quantity of guns you will wish this coming season and we will make you an attractive price and help you to sell them.

American Can Company

New York Chicago San Francisco

Every Druggist in America

Should write at once for our most liberal offer ever made. We desire to introduce STAR rubber sundry goods immediately and we are ready to submit them a proposition wherein

We Take All the Risk

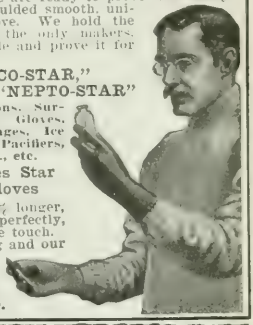
We do not ask you to take any responsibility. We have a new common sense selling plan that enables you to handle this line, and all **AT OUR RISK.** You show them, we'll sell them.

Star Seamless Water Bottles

are creating the greatest sale ever made on such goods, and dealers all over the land are praising the line thereon. THEY ARE THE ONLY POSITIVELY SEAMLESS BOTTLES EVER MADE and we are ready to prove it in every point of fact. They are moulded smooth, uniform, and even like a glove. We hold the exclusive patents and are the only makers. Write us for a sample bottle and prove it for yourself.

"VENO-STAR," "MARCO-STAR," "LUNA-STAR," "NEPTO-STAR"

Water Bottles, Combinations, Surgeon's Gloves, Household Gloves, Electricians' Gloves, Syringes, Ice Bags, Caps, Finger Cots, Pacifiers, Nipples, Nipple Shields, etc., etc.



Every Surgeon Praises Star Rubber Surgeon's Gloves

Because they will wear 100% longer, sterilize 100% oftener, fit perfectly, and yield a delicate life-like touch. Write for our new catalog and our Special Offer.

The Star Rubber Co.
265 Switzer Av., Akron, O.

Here's the Point:

You proclaim yourself a discriminating buyer—establish your business upon the highest level of professional confidence—by dispensing **'Roche' chemicals** and **alkaloids.** Why? Because physicians have learned, through their acquaintance with Digalen, Thiocol, and other widely used 'Roche' products, to **put their trust in anything bearing the 'Roche' symbol.** The other day one of New York's leading ophthalmologists said to us—**"Your Homatropine is the best I have ever used."** The fact is, we specialize in the production of **chemicals, alkaloids, and specialties of rare quality.**

Specify 'ROCHE' when ordering the following:

Aconitine	**Atropine**	**Eserine**	**Hyoscine**
Arecoline	**Colchicine**	**Homatropine**	**Pilocarpine**

(in vials of 1, 2, 5, 10, and 15 grains, and upward.)

Benzo-Naphthol	**Hexamethylenetetramine**
Benzoic Acid	**Iodides**
Bismuth Salts	**Kresapol**
Bromides	**Morphine**
Brucine	**Phenolphthalein**
Caffeine	**Salicylic Acid**
Carbolic Acid, U. S. P.	**Salol**
Cocaine	**Saponin**
Codeine	**Sodium Benzoate**
Creosote (Beechwood)	**Sparteine**
Cumarin	**Strychnine**
Guaiacol (Carbonate)	**Theobromine**
Guaiacol (Liquid)	**Veratrine**

The Hoffmann-La Roche Chemical Works
65 Fulton Street, New York

Prices Current *of* Drugs *and* Chemicals—(*Continued*)

Arrowroot, Jamaica	lb.	.20	.25
St. Vincent	lb.	.15	.20
Asafetida, in tin foil boxes, 12 lb.	lb.	.25	.35
Arsenic, Bromide, crystals	oz.	.25	.30
Iodide	oz.	.02	.04
White, powdered (commercial)	lb.	.08	.12
Powdered, pure	lb.	.11	.14
Yellow, Ointment	lb.	.16	.18
Powdered, Medic.	lb.	.20	.30
Asafetida, entire (selected)	lb.	1.00	1.00
Good, fair	lb.	.70	.80
Powdered	lb.	.85	.90
Atropine, ¼ oz. v.	oz.		6.50
Sulphate, ¼ oz. v.	oz.		5.25
Balmony Leaves, Pressed	lb.		.28
Balsam, Fir, Canada	lb.	.80	.90
Copaiba	lb.	.20	.25
Peru, true	lb.	2.10	2.25
Tolu	lb.	.25	.28
Barium Carbon, prec., pure	lb.	.28	.30
C. P.	lb.	.75	.85
Caustic Hydrate, C. P., 1 lb.	lb.		.75
Chloride, 1 lb. bots.	lb.		.17
Dioxide, Anhydrous	lb.		.90
Nitrate, 1 lb. bots.	lb.		.90
Nitrate, powdered	lb.	.065	.11
Pure, 1 lb. bots.	lb.		.7
Sulphate, Precipitated, C. P.	lb.	.07	.10
Pure Precip.	lb.	.05	.7
Basswood Bark, Pressed	lb.		.24
Powdered	lb.	.12	.16
Bay Laurel Leaves	lb.	.10	.15
Bay Rum, P. R. bbls.	gal.	1.60	1.75
bbls.	gal.	1.70	2.00
Beans, Tonka, Angostura	lb.	1.55	1.80
Vanilla, Mexican, long	lb.	8.25	7.50
Short	lb.	5.25	6.25
Cuts	lb.	3.75	5.25
Bourbon	lb.	4.00	5.00
Bearberry Leaves, Herbal	lb.		.25
Beeswax, 1 lb. bots.	lb.	.30	1.20
Crude	lb.	.30	.35
Cultivated, S. & C.	lb.		.50
German Root	lb.	.28	.32
Powdered	lb.	.33	.38
Benne	gal.	.20	.25
Benzoin, Siam	lb.	.50	.55
Powdered	lb.	.65	.70
Benzoinol	oz.		1.25
Benzonaphthol	oz.	.60	.75
Benzosol	oz.		.75
Berberis Aquifolium	lb.	.20	.25
Bismuth, Beta Naph. (Orphol)	oz.	1.45	1.50
Bismuth, Subnitrate	oz.		.30
Bromide	oz.	.1	.28
Citrate and Ammonium	lb.	2.20	2.25
Salicylate	oz.	.25	.25
Subcarbonate	oz.	1.80	1.85
Subgallate	oz.		4.15
Subnitrate	oz.		.32
Subchloride	oz.		.35
Subnitrate	lb.	3.00	3.90
Tannate	oz.	2.15	2.15
Valerianate	oz.		.75
Blue Mass (Blue Pill)	lb.	.55	.60
Powdered	lb.	.60	.65
Blue Vitriol (see Copper Sulphate)			
Bone, Cuttlefish	lb.	.20	.25
Powdered	lb.	.40	.45
Jewelers'	lb.	.60	.65
Boneset, Leaves and Tops	lb.	.20	.20
Buchu, Refined	oz.	.06	.08
Powdered	lb.	.18	.20
Buchu Leaves, Long	lb.	.15	.17
Powdered	lb.	.17	.20
Short	lb.	.15	.20
Powdered	lb.	.20	.25
Buckthorn Bark	lb.	.12	.15
Buds, Balm of Gilead	lb.	.55	.60
Cassia	lb.	.17	.40
Burdock Root, Crushed	lb.	.20	.25
Seed	lb.		.20
Cacao Butter, bulk	lb.	.50	.55
Baker's A and white	lb.	.40	.45
Dutch	lb.	.32	.35
Mexican, 1 lb. bots.	lb.		.50
Maillard's	lb.	.35	.40
Caffeine, pure	lb.	3.75	4.00
	oz.	.50	.52
Benzoate	oz.	.11	.15
Bromide	oz.	.1	.12
Citrated	lb.	2.75	2.85
Hydrochloride	oz.	.50	.55
Hydrochloride (true salt)	oz.	.75	.85

A PAIN-RELIEVING HEALING OIL

25 and 50 cents

M. R. ZAEGEL & CO.

SHEBOYGAN -:- WISCONSIN

Trade-Mark Registered

Druggists' and Dispensers' Coats

We have a large variety of styles and sizes in washable materials. Cut shows style No. 18 made to measure and shrunk from any material desired.

Write for our swatch card showing styles, materials and prices from which to select. We can fit you properly by mail. Free delivery to all parts of the world.

WEISSFELD BROS., 115 Nassau St., New York

Wholesale Drugs, Chemicals and Druggists Sundries

ALL GOODS GUARANTEED FOOD AND DRUGS ACT Serial No. 680

WALKER & GIBSON, Albany, N. Y.

SODA FOUNTAINS and STORE FIXTURES

MANUFACTURED BY

J. W. Storandt Mfg. Co., Rochester, N. Y.

YOU CANNOT AFFORD TO PLACE YOUR ORDER WITHOUT CONSULTING US

NEW-SKIN

INSTEAD OF COURT PLASTER

New-Skin is the first and original liquid plaster in liquid form. It is the best known, outsold its kind and a host of imitating companies which have come and imitated and broke it still leaves it the leader.

We have reduced the price of New-Skin to 25c. per bottle, and we are now ready to supply the trade at the old price. Let us show you our figures for increasing your sales of New-Skin.

10c. pkg. for those who want something for immediate use or for emergency.

25c. pkg. for the household and medicine chest. 50c. pkg. for surgeons and nurses.

NEW-SKIN COMPANY, Dept. N.

98 Grand Ave., BROOKLYN, N. Y.

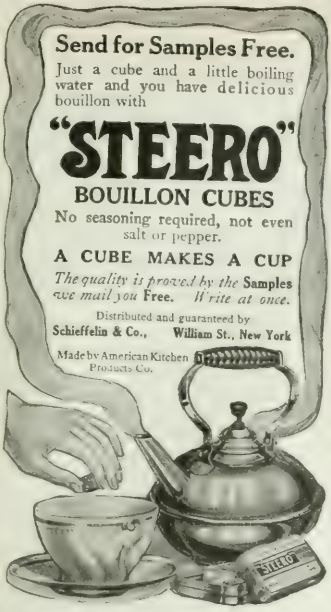
Ask Us How to Add to Your Profits

Here's the answer: Sell O-N Co.'s **Optical Goods,** also O-N Co.'s *Quick Moving* side lines in Jewelry.

Send **today** for our Complete Catalogue of **800 pages**—it's filled with profits. Write now—it costs you nothing.

The Oskamp-Nolting Co.

411-417 Elm Street, Cincinnati, Ohio


Send for Samples Free.
Just a cube and a little boiling water and you have delicious bouillon with
"STEERO"
BOUILLON CUBES
No seasoning required, not even salt or pepper.
A CUBE MAKES A CUP
The quality is proved by the Samples we mail you Free. Write at once.
Distributed and guaranteed by
Schieffelin & Co., William St., New York
Made by American Kitchen Products Co.
STEERO

"STEERO" BOUILLON CUBES

HAVE YOU STOCKED THEM?

¶This cut is one of a series of advertisements now appearing in the leading periodicals.

¶Write us for a sample and our "SPECIAL OFFER"

¶Try "STEERO" at home and at the Fountain.

¶The simplicity and quickness with which "Bouillon" or "Beef Tea" is prepared with "STEERO" Cubes will delight you.

Schieffelin & Co.

195 William Street New York City

NEW EDITION

The DISPENSER SODA WATER GUIDE

OVER 1300 PRACTICAL FORMULAS FOR THE SODA FOUNTAIN

IN THREE BINDINGS:

Flexible	$1.00 per copy
Cloth Board	1.50 "
Cloth Interleaved	2.00 "

ALL POSTPAID

D. O. HAYNES & CO.

Have You a Soda Fountain?

Do you wish to operate it on modern, up-to-date, money-making lines?

Then these 3 Publications are invaluable to you

For only $2 we will send you

The Soda Fountain (monthly) for 1 year.
1 Copy Dispenser Soda Water Guide.
1 Copy Money Making Hints.

ALL PREPAID NET CASH WITH ORDER

D. O. Haynes & Co.

Publishers New York

Prices Current *of* Drugs *and* Chemicals—(*Continued*)

Calamus Root, peeled .....lb.	.18	—	.20
White, peeled and split...lb.	.38	—	.40
Camphor, refined cubes, 48s.lb.	.48	—	.50
Powdered .....lb.	.54	—	.60
Japanese, ozs. .....lb.	.52	—	.55
Canella Bark, powdered....lb.	.30	—	.35
Capsicum, African .....lb.	.20	—	.25
Powdered .....lb.	.27	—	.30
Powdered .....lb.	.23	—	.25
Cardamom Seed, bleached..lb.	1.00	—	1.10
Decorticated .....lb.	.80	—	.90
Powdered .....lb.	.20	—	.25
Cascarilla Bark .....lb.	.30	—	.35
Cassia, China .....lb.	.20	—	.25
Powdered .....lb.	.20	—	.25
Saigon, thin, select .....lb.	.40	—	.50
Cinchona Bark, pale, select.lb.	.25	—	.30
Yellow .....lb.	.20	—	.25
Cinchonidine, Alkal., pure..oz.	.50	—	.60
Cinchonine, Sulphate .....oz.	.15	—	.17
Powdered, pure .....lb.	.25	—	.30
Cocaine, Alkaloid, ½ oz. v...oz.	4.50	—	4.70
Muriate, Crystl., ozs.....oz.	3.45	—	3.70
½ oz. vials .....oz.	3.65	—	.90
Cocoa Butter .....lb.	1.00	—	1.10
Cocoa Leaves .....lb.	.25	—	.30
Cocoanut (Cocos nucifera) .....lb.	.10	—	.12
Cochineal, Honduras .....lb.	.65	—	.75
Powdered .....lb.	.75	—	.85
Cod Liver Oil .....gal.	1.05	—	1.20
Plain .....gal.	1.20	—	1.45
Norwegian .....gal.	4.65	—	4.80
Colchicum Root .....lb.	.21	—	.26
Powdered .....lb.	.26	—	.31
Seed .....lb.	.70	—	.80
Colocynth, select .....lb.	.40	—	.50
Fair .....lb.	.15	—	.20
Colombo Root .....lb.			
Condurango Bark, true....lb.	.15	—	.20
Coriander .....lb.	.10	—	.12
Powdered .....lb.	.16	—	.20
Cream Tartar, powd. .....lb.	.30	—	.35
Creosote, Beech Wood .....lb.	.80	—	1.00
Cubeb Berries, sifted .....lb.	.45	—	.50
Powdered .....lb.	.50	—	.55
Damiana, leaves .....lb.	.25	—	.30
Dandelion Herb .....lb.	.25	—	.30
Root .....lb.	.25	—	.30
Dextrine, Yellow .....lb.	.08	—	.10
White .....lb.	.08	—	.10
Digitalin, 5gths .....oz.			.50
Gonolidin, U.S.P. Pwd .....lb.			.45
Flexible .....lb.			.34
Colocynth, select .....lb.	.40		.50
Fair .....lb.	.15		.20
Colombo Root .....lb.			
Condurango Bark, true....lb.	.15	—	.20
Liquid .....lb.			.25
Solid .....lb.	.15		.20
Cubeb, U.S.A. .....lb.			.60
Para .....lb.	.65		.70
Copper, Acetate, distilled...lb.			.30
Ammoniated .....lb.			.30
Sulphate (Blue Vit.) ....lb.	.10	—	.12
Powdered .....lb.			.15
Coriander .....lb.	.10		.12
Powdered .....lb.	.16		.20
Cotton Root Bark .....lb.	.15		.20
Powdered .....lb.	.20		.25
Coto Bark .....lb.	.25		.30
Powdered .....lb.	.30		.35
Cranesbill .....lb.	.20		.25
Powdered .....lb.	.25		.30
Culver's Root .....lb.	.20		.25
Powdered .....lb.	.25		.30

MADAM DEAN'S ANTISEPTIC VAGINAL SUPPOSITORIES

A Perfectly reliable Vaginal Antiseptic
Price $3.50 per doz. Retails at 50c. per box.

Sold by all Jobbers, or order direct from

The United Medical Co., Inc. P. O. Box 74 **Lancaster, Pa.**

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I.X.L. Poison Fly Paper

IT KILLS INSTANTLY

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Use STAR Quizzer

Covers questions and answers of State Pharmacy Examinations. Revised edition conforms to new U.S.P.

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Make Money for Druggists

Druggists have sold [illegible] Bath Cabinets the past year, and the profits on same have exceeded $80,000. Did you get some of [illegible]?

Write for Special Proposition No. 640 to Druggists, which will prove to be a money maker.

[illegible] now suffering from Colds, La Grippe, Rheumatism and Neuralgia, and quick sales can be made.

ROBINSON BATH CABINET CO.
557 Jefferson Ave., Toledo, O.

Make Money Selling The Strongest Line of the Most Palatable and Effective Lozenges, and Well Known to Public

Strictly PURE **LONDON HOSPITAL THROAT LOZENGES**

Formula of Sir Morell Mackenzie

English Coltsfoot Rock, English Bath Pipe, English Peppermint LOZENGES. Exquisite and Delicious Fruit Tablets (per Jar, 90c., 16 Jars, $12.80 net.

SPECIALLY ADAPTED FOR DRUGGISTS

Put up in 5c. Packages. Write for Price List

ENGLISH PEPPERMINT LOZENGES
EX. STRONG WINTERGREEN LOZENGES
LICORICE GUM DROPS LEMON GUM DROPS
PINE TREE TAR GUM DROPS
ENGLISH MINT AND LICORICE JUJURES

When ordering from your jobber be sure to specify Roworth's

THE ROWORTH MFG. CO., 85 Maiden Lane, New York

CHICAGO GOGGLES
NUMBER 24

¶ To introduce will mail ONE PAIR on receipt of 10 cents.

Sold by all Jobbers

— Manufactured by —

CHICAGO EYE SHIELD CO.

1345 Clinton St., Chicago

Make a note of the brand—Y & S—on our Pepsin Gum. This brand—Y & S—has been used by us and our antecedents for forty years on the best known stick licorice in this country.

It means just as high quality when used on our chewing gum.

Four flavors: LICORICE, PEPPERMINT, WINTERGREEN, SPEARMINT. Each piece wrapped singly, 5 pieces to package, 20 packages to box. Order a trial box, assorted if required, from your jobber.

NATIONAL LICORICE CO.
BROOKLYN, N. Y.

The Necco Seal that Helps You Sell

NECCO SWEETS are half sold for you before you give your order, for the NECCO Seal is everywhere the sign of confectionery quality. This, and our extensive advertising campaign in a wide list of the best magazines, *help you sell.*

Over 500 popular varieties, including

NECCO TABLETS

Sold in Bulk or Packages

Also

10 CENT PACKAGE GOODS	5 CENT PACKAGE GOODS
Necco Chocolate Maple Walnuts	Necco Chocolate Creams, Ass'd
Necco Chocolate Wintergreen	Necco Pepsin Chewing Gum
Necco Chocolate Nougatines	Necco Chocolate Pecan Fudge
Necco Chocolate Almonds	Necco Chocolate Cream Cakes
Necco Chocolate Assorted Nuts	Carnation Pastilles
Necco Chocolate Molasses Crisp	Necco Chocolate Mints
Violet Pastilles	Necco Licorice Drops

PENNY GOODS

Pee Wee Mottoes	Peek-a-Boos
Coltsfoot Rock	Lover's Dreams
Pony Hearts	American Fig Confections
Sweet Orange Slices	Base Ball Caps

Order through your jobber. Write us if he is not supplied

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Exclusive Sale—100% Offer on SECURITY GALL SALVE

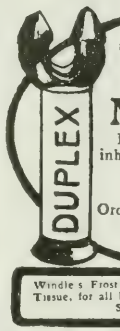
2 dozen, 25c. size } $10.00
2 dozen, 50c. size }
1 dozen, 25c. size, free for freight
50 Samples with order

COST $10.00 SELLS $21.00

PROFIT $11.00, or 110%

TERMS: May 1, 120 days, 3 per cent discount if paid May 10. ¶ Only one dealer sold in a town. ¶ Not handled by jobbers. ¶ *100 SAMPLES MAILED DIRECT.*

SECURITY REMEDY CO., Minneapolis, Minn.



The Most Complete and Convenient Inhaler made

Duplex Menthol Inhaler

Entirely new. The double outlet allows use of inhaler with both nostrils at one and the same time

Retails at 25c.

$1.65 per Dozen. $18.00 per Gross

Order of Jobber or direct, mentioning Jobber's name

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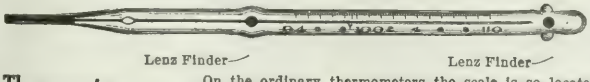
WE ALSO MANUFACTURE

Windle's Frost and Steam Preventive, for Eyeglasses. Windle's Mending Tissue, for all kinds of Repairing. Elite Cloth Cleaning Pad, for Grease Spots. Oriental Polishing Cloth, for Silverware.

ASK YOUR JOBBER FOR THE

ADVANCE FEVER THERMOMETER

(Patented October 6th, 1908)



Perfectly Aseptic, equipped with Lenz Finders and anti-rolling devices, provided with means to limit the extent to which it should be inserted into the body.

The Advance is actually the only improvement in Fever Thermometers which has been demanded by the profession for many years.

STANDARD PRICES for Advance Thermometers

½ Min. Registration, with Certificate, in Rubber Case.....$6.50 per dozen
1 Min. Registration, with Certificate, in Rubber Case.....$6.25 per dozen
3 Min. Registration, with Certificate, in Rubber Case.....$6.00 per dozen

RED OR BLUE BULB FOR RECTAL USE.

1 Min. Registration, with Certificate, in Rubber Case.....$6.25 per dozen

Every Instrument tested by the Certified Government Standard and fully guaranteed.

On the ordinary thermometers the scale is so located that a portion thereof is inserted into the mouth or other organs of the body when making a test of the bodily temperature, and by reason of this fact that portion of the scale which is inserted into the body is worn off, and, in addition to this, the coloring material of the scale gets into the body, and this is one great objection which THE ADVANCE THERMOMETER obviates. Any manufacturer pretending to sell THE ADVANCE is making fraudulent claims and will be brought to justice through the intervention of the U. S. Patent Courts. Manufactured by

CHARLES NURNBERG CO.

Carr Building, 138th Street and 3d Avenue, NEW YORK CITY

Largest Manufacturers of Clinical Thermometers

Branch Office, 17-21 West Smithfield, London, E. C., England

Prices Current *of* Drugs *and* Chemicals—(*Continued*)

[illegible]	lb.	.80	.87
Gamboge, blocky	lb.	1.00	1.10
Powdered	lb.	1.00	1.10
Select, Pipe, bright	lb.	1.10	1.20
[illegible]	[illegible]	.20	.25
Gaultheria (Wintergreen)			
Gelanthum	lb.		.75
Gelatin, pink	lb.	.80	1.00
Leaf	lb.	.45	.60
Silver	lb.	.33	.36
[illegible]			2.00
Gelseminine, C.P., crystals,			
[illegible]			2.50
[illegible]			2.00
Gelsemium Root	lb.	.25	.30
Powdered	lb.	.30	.35
Genitian Root	lb.	.12	.15
Powdered	lb.	.14	.18
Ginger Root, African	lb.	.13	.16
Powdered	lb.	.18	.22
Jamaica, bleached	lb.	.25	.30
[illegible]	oz.		.25
Powdered	lb.	.27	.3
Glycerin	lb.	.25	.30
Gold and Sodium Chloride [illegible]			
S.P., 15 gr. vials	doz.		2.70
Gold [illegible] Copies (Hill)	[illegible]	1.10	1.20
Golden Seal Root	lb.	2.60	2.70
Powdered	lb.	2.80	2.90
Grains of Paradise	lb.	.35	.40
Powdered	lb.	.40	.45
Grindelia Robusta Herb	lb.	.15	.20
Powdered	lb.	.25	.28
Guaiac, Resin	lb.	.27	.32
Powdered	lb.	.42	.47
Wood rasped	lb.	.06	.06
Guaiacol, liquid	oz.	2.40	2.50
Guaiacol Carbonate	lb.	.22	.25
Salicylate (Guaicol-Salol)	oz.		1.00
Valerianate (Geosote)	oz.		1.34
Guarana (Paullinia)	lb.	2.25	3.50
Powdered	lb.	3.50	3.75
Gun Cotton (Pyroxylin)	oz.	.20	.25
Gutta Percha, crude chips	lb.	1.50	1.75
Sheet	lb.	1.50	1.75
Hedeoma	oz.		.60
Hemlock Bark, crushed	lb.	.12	.15
Powdered	lb.	.16	.18
Hepar	oz.		.80
Hemp Seed	lb.	.04	.06
Hercules Leaves, English	lb.		1.00
German	lb.	.28	.32
Powdered	lb.		.38
Seed	lb.		.35
Henna Leaves	lb.	.25	.45
Hepatic Root	[illegible]		.35
Hexamethylenamine	lb.		1.00
Hexamethylenamine [illegible]			.90
Homatropine Alk.	oz.	.35	.40
Hydrobromate	oz.	.20	.21
Hydrochlorate	oz.		.45
Salicylate [illegible]	oz.		.45
Hedeoma	lb.	.12	.16
Hops, select (1907)	lb.	.35	— .40
Powdered	lb.	.40	— .45
Hydrastine, Alk., C.P. cryst.	oz.		— 10.00
Hydrochlorate	oz.		15.00
Sulphate	oz.		10.00
Hydrobromic	oz.	.11	— .13
Hydrogen Peroxide, Sol. Medicinal	lb.	.16	.2
Sol. Technical	lb.	.15	.20
Hyoscine Hydrobromate, C.P.	oz.	.20	.25
Hyoscyamine Alkaloid, C.P.	oz.		3.00
Crystal. white	oz.	.32	— .40
Hydrochlorate	oz.	.20	— .25
Iceland Moss	lb.	.12	— .16
Ichthyol	lb.	4.00	— 4.25
Indigo, Bengal, true	lb.	1.35	— 1.50
Manila	lb.	1.00	— .70
Insect Powder	lb.	.20	.55
Pure Uncol'd Dalmatian	lb.	.50	.60
Iodine Bromide	oz.		.42
Resublimed	lb.	2.95	— 3.10
Iodoform, cryst. & powd.	lb.	3.40	3.60
Deodorized	oz.	.50	.7
Ipecac Root, Carthagena	lb.	1.00	— 1.40
Powdered	lb.	1.40	— 1.50
Rio	lb.	1.75	— 1.85
Powdered	lb.	1.85	— 2.00
Irish Moss, bleached	lb.	.15	.20
Irisin (Eclectic Powder)	oz.		.60
Iron Acetate dry	oz.		— .26
Benzoate	oz.		— .10
Bromide	oz.		.25
Chloride, cryst., U.S.P.	lb.		.75
Citrate, U.S.P.	lb.	.58	.72
and Ammonia, Sol.	lb.	.54	.58

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For free samples, all sizes, write to

CLOUGH CORKSCREW CO.

Original Patentees. ALTON, N. H.

NEEDHAM'S
RED CLOVER PREPARATIONS

Red Clover Blossoms, - $4.00 per Doz.
Solid Extract Red Clover, 8.00 per Doz.
Large size Solid Extract, 20.00 per Doz.

An excellent remedy for all blood diseases such as Salt Rheum, Eczema, Rheumatism, Cancer, etc., and regulator of the bowels and kidneys. If no agent use some regulars with your order. Prepaid to your door.

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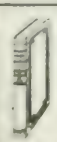
Guaranteed Food and Drugs Act. Serial No. 988



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LUDY Answers to Questions prescribed by **Pharmaceutical State Boards.**
8vo, 303 pp. **Price $1.50 net.**

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First in America—Established 1820

New Laboratories **Lengthened Courses**

The class of 1909-10 is the largest in the history of the college since the three year course was adopted.

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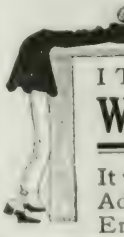
145 North Tenth Street, Philadelphia



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WHAT YOU WANT

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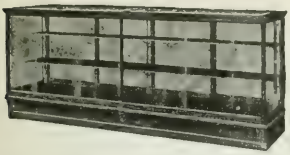

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the chance to attract the attention of customers which they will have in a beautiful

Wolverine Knock-Down Show Case

You'll be astonished how much faster they sell, also at how we can produce so fine a case at such a price. These cases have golden oak frames, with nickeled brackets and beveled plate glass top. You can set them up without tools in a few minutes, while the K.D. construction saves two-thirds of the freight. Write for our catalogue. Address Dept. P.

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Send for Price List

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Have You the Agency in Your Town?

Famous Chocolate Creams
Are Known Everywhere And Sell Themselves

Our Bon Bons, Chocolate Coated Almonds and Nuts, and Our El Fontana Mixed Chocolates, Are All Good Sellers

ALLEGRETTI CHOCOLATE CREAM CO.
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Major's Cement

Oldest and Best

Unexcelled and does all that is claimed for it in mending broken articles of Glass, Bric-a-brac, Earthenware, etc. Don't incur the displeasure of your customers by unwittingly selling them some inferior preparation. Major's Cement has had a successful record of over thirty years which proves its worth.

It retails for 15c. per bottle.
Your jobber can supply you.

Major's Rubber Cement will mend all articles of rubber; Major's Leather Cement unequalled for repairing articles of leather. They are of the highest grade and sell for the same price, 15c. per bottle.

MAJOR MANUFACTURING COMPANY
461 Pearl Street, NEW YORK CITY

WHEN YOU ARE BUYING LOCAL VIEW CARDS

Why not buy them from the house that makes most of the BEST ones seen in the Central and Western States?

¶Prices better than Germany can offer and SUPREME QUALITY at the Price. Samples cheerfully sent anywhere.

E. C. KROPP CO. DEPARTMENT E Milwaukee, Wis.
LOCAL VIEW EXPERTS ESTABLISHED 1898

CONCENTRATED SYRUPS

¶We make Concentrated Syrups of all flavors. They are of the highest quality, but our prices are very low, because our business is done by mail and for cash.

Strawberry	per gal. $1.20	To one gallon, add 3 gallons simple syrup.
Pineapple	per gal. 1.25	
Nectar	per gal. 1.10	

We can Supply CRUSHED FRUITS at Low Prices

Strawberries	per gal. $1.58
Pineapples	per gal. 1.45
Cherries	per gal. 1.37½

WRITE US TODAY

The Lehman-Rosenfeld Co.
Cincinnati, Ohio

To Please Your Customer, Pleases You SELLING "NAILENE" NAIL SHINE WILL PLEASE THE TWO

¶ Comes in small book form on attractive display card and sells on sight. (No Buffer Needed.) ¶ Trade supplied by all wholesale druggists in the United States.

Special Wholesale Distributers
Western Wholesale Drug Co., Los Angeles, Cal.

Price to Retailer per doz. $1.50
Sells at 25c.

¶ MARGO CO., Los Angeles, Cal., the manufacturers, are spending thousands in advertising "NAILENE."

Prices Current *of* Drugs *and* Chemicals—(*Continued*)

Lead Oxide, Red (Red Lead)	lb.	.80	.90
Lard	lb.	.07	.12
Subacetate, Solution	lb.	.15	.25
Lemon Peel, Ribbons	lb.	.10	.15
Ground	lb.	.15	.20
Root, Russian, cut	lb.	.15	.20
Powdered	lb.	.15	.20
Lime, Chlorinated, bulk	lb.	.04	.07
Assorted, 1, ½ and ¾ lb.	lb.	.10	.15
Bromide	lb.		
Salicylate	lb.	1.10	1.20
Seed, clean	lb.	.50	.60
Lovage Root, select, white	lb.	.90	1.00
Lycopodium	lb.	.50	.60
Powdered	lb.	.60	.70
Magnesium, Benzoate	oz.	.25	.30
Carbonate, 4 ozs.	lb.	.15	.20
2 ozs.	lb.	.16	.20
Ponderous	lb.	.80	.85
Hypophosphite, pure	lb.	1.25	1.50
Phosphate, pure	oz.	.08	.10
Sulphate (Sal Epsom)	lb.	.03	.05
C. P. Crystals	lb.	.17	.20
Dried	lb.		
Malva Flowers, large	lb.	.30	.35
Blue, small	lb.	.30	.35
Mandrake Root	lb.	.12	.15
Powdered	lb.	.16	.20
Manna, flake, large	lb.	.90	1.00
Mercury	lb.	.80	.90
Ammon. (white precip.)	lb.	1.34	1.44
Bichloride (c. sublimate)	lb.	.92	.96
Powdered	lb.	.95	.98
Bisulphate	lb.	.73	.76
Chloride, mild (Calomel)	lb.	.96	1.00
Nitrate Solution	oz.		.15
Oxide, red (Red Precip.)	lb.	1.11	1.20
Salicylate	oz.	.23	.25
Sulphate (Turp. Mineral)	lb.		1.00
Mixture (Brown Mix- cussion)	lb.	.51	.54
Millet, sweet, American	lb.	.04	.05
German	lb.	.02½	.03
Alkaloid, pure, 1-8 oz. v.	oz.	4.90	5.00
Hydrobromide, 1-8 oz. v.	oz.	3.90	4.00
Hydrochloride, 1-8 oz. v.	oz.	3.90	4.00
Sulphate 1 oz. v.	oz.		.75
1-8 oz. v.	oz.	3.75	3.80
Valerianate, 1-8 oz. v.	oz.	5.65	5.75
Morrhuol	oz.	.55	.60
Mullein Flowers, 1 lb. cans	lb.	.90	1.00
Musk Root	lb.	.18	.25
Powdered	lb.	.25	.30
Mustard Seed, black	lb.	.12	.14
Ground	lb.	.13	.15
White	lb.	.06	.10
Ground	lb.	.13	.15
Myrrh, sorts	lb.	.28	.30
Naphthalene, flake or balls	lb.	.02¾	.05
Nitric Acid	oz.		.07
Benzoic	oz.		.75
Sulphate	lb.		.25
Nutgalls, Aleppo Stockels	lb.	.20	.30
Nutmegs	lb.	.75	.90
Oil Anise	oz.		.35
Bergamot	oz.		.75
Cajeput	oz.		.50
Cassia	oz.		.75
Castor	gal.		1.10
Cedar Leaf	oz.		.50
Citronella	oz.		.50
Cloves	oz.		.75
Cocoanut	lb.	.15	.20
Cod Liver, Norwegian	gal.		1.00
Cotton Seed, crude	gal.	.40	.45
Refined	gal.	.50	.55
Croton	oz.		.15
Eucalyptus	oz.		.50
Fennel	oz.		.75
Geranium	oz.		.75
Hemlock	oz.		.50
Juniper Berries	lb.	.05	.10
Juniper Wood	oz.		.50
Lard, extra	gal.	.90	1.00
No. 1	gal.	.80	.85
Lavender Flowers	oz.		.75
Lemon	oz.		.75
Linseed, boiled	gal.	.60	.65
Raw	gal.	.58	.63
Orange, Sweet	oz.		.75
Origanum	oz.		.75
Pennyroyal	oz.		.75
Peppermint	oz.		1.00
Rose, Pure	oz.		5.00
Rosemary	oz.		.75
Sandalwood, East India	oz.		1.00
Sassafras	oz.		.75
Spearmint	oz.		.75
Sperm, crude	gal.		1.00
Natural	gal.		1.25
Bleached	gal.		1.50
Tansy	oz.		.75
Thyme, Red	oz.		.75
White	oz.		.75
Turpentine	gal.	.58	.63
Wintergreen, Sweet Birch	oz.		.75
Wormseed	oz.		.75
Wormwood	oz.		1.00
Olive Oil, Commercial	gal.		1.00
Pure	gal.		1.25
Opium	lb.	3.75	4.00
Orange Flowers	lb.	.50	.60
Peel, bitter	lb.	.15	.20
Sweet	lb.	.15	.20
Orris Root	lb.	.20	.25
Powdered	lb.	.25	.30
Oxalic Acid	lb.	.15	.20
Oxgall, purified	oz.		.10
Paraffin, Scale	lb.	.08	.10
Paregoric	lb.	.50	.60
Parsley Root	lb.	.10	.15
Peach Leaves	lb.	.25	.30
Pennyroyal	lb.	.25	.30
Pepper, Black, whole	lb.	.12	.15
Ground	lb.	.15	.20
Cayenne	lb.	.20	.25
White	lb.	.15	.20
Ground	lb.	.20	.25
Pepsin, Saccharated	oz.		.50
Liquid	oz.		.50
Pitch, Burgundy	lb.	.10	.15
Plaster, Adhesive	lb.	.20	.25
Black	lb.	.20	.25
Lead	lb.	.20	.25
Mercurial	lb.	.20	.25
Resin	lb.	.20	.25
Potassium, Acetate	lb.	.40	.45
Bicarbonate	lb.	.15	.20
Bichromate	lb.	.15	.20
Bitartrate, powdered	lb.	.30	.35
Bromide	lb.	.50	.55
Carbonate	lb.	.20	.25
Chlorate, crystals	lb.	.15	.20
Powdered	lb.	.16	.20
Citrate	lb.	.50	.55
Cyanide	lb.	.50	.55
Hydrate, stick	lb.	.50	.55
Iodide	lb.	3.00	3.10
Nitrate, crystals	lb.	.10	.15
Powdered	lb.	.10	.15
Permanganate	lb.	.20	.25
Prussiate, red	lb.	.40	.45
Yellow	lb.	.30	.35
Quassia Chips	lb.	.08	.10
Powdered	lb.	.10	.15
Quinine, Sulphate	oz.	.30	.35
Rhubarb, cut	lb.	.50	.60
Powdered	lb.	.60	.70
Rochelle Salts	lb.	.30	.35
Rose Buds	lb.	.50	.60
Leaves	lb.	.25	.30
Rosemary Leaves	lb.	.15	.20
Rue	lb.	.25	.30
Sabadilla Seed	lb.	.15	.20
Powdered	lb.	.20	.25
Sage, Leaf	lb.	.15	.20
Ground	lb.	.18	.25
Saltpeter	lb.	.10	.15
Powdered	lb.	.12	.15
Sarsaparilla, Honduras, cut	lb.	.20	.25
Powdered	lb.	.25	.30
Mexican, cut	lb.	.15	.20
Powdered	lb.	.20	.25
Sassafras Bark	lb.	.10	.15
Powdered	lb.	.12	.15
Pith	lb.	.10	.15
Powdered	lb.	.12	.15
Senega Root	lb.	.50	.60
Powdered	lb.	.60	.70
Senna, Alexandria	lb.	.30	.35
Tinnevelly	lb.	.20	.25
Powdered	lb.	.25	.30
Silver, Nitrate, crystals	oz.	.45	.50
Fused	oz.	.50	.55
Soap, Castile, white	lb.	.15	.25
Green	lb.	.12	.15
Mottled	lb.	.12	.15
Soda, Ash	lb.	.02½	.03
Benzoate, Powdered	oz.		.10
Bicarbonate	lb.	.03	.05
Bisulphite	lb.	.05	.08
Hyposulphite	lb.	.05	.08
Nitrate	lb.	.04	.05
Phosphate	lb.	.25	.30
Salicylate	lb.	.45	.50
Sulphate	lb.	.02	.03
Sulphite, crystals	lb.	.05	.08
Anhydrous	lb.	.40	1.25
Spearmint	lb.	.50	.60
Leaf, American	lb.	.15	.18
Chloride	lb.	.50	.55
Iodine, powdered	oz.	.20	.25
Nux Vomica	lb.	.16	.18

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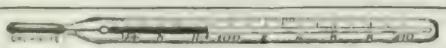

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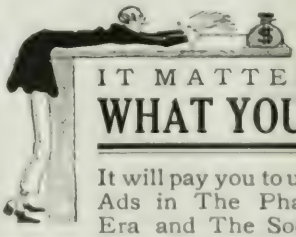

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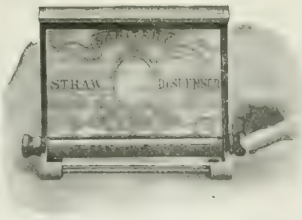

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on a
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PINK BLUSH
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To make our plan a complete success, we wish your co-operation in selling an article of merit, under the *protected price selling plan*, which pays you a profit of 50 per cent. You have the same opportunity as your competitor, you buy and sell at just as low a price as he can.

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We both lose.
If you are "up to the minute"
You must sell
Chi-ches-ters Diamond Brand Pills
For they are and have been
Standard and Reliable for twenty-five years.

What We Offer

With every $16.00 order for Chi-ches-ters Pills, single or assorted sizes, we give you 200 Fine Imported Post Cards, of which 125 are Birthday and Best Wishes. These cards are carefully selected; are up-to-date designs; are fresh new goods—no old stock or discarded designs. **NO ADVERTISING ON THEM.** Sell anywhere at from 3 to 10 cents each.

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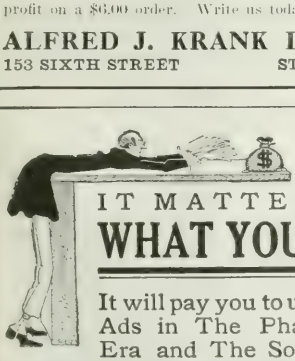

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SHELBY, OHIO

Prices Current *of* Drugs *and* Chemicals—(*Continued*)

[illegible] powdered	lb.	[illegible]
[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
Oil, Almond, bitter	[illegible]	5.50 — 6.00
Without acid	[illegible]	6.50 — 7.00
[illegible]	[illegible]	[illegible]
Amber, crude, dark	[illegible]	18 — 25
[illegible]	lb.	50 — 1
[illegible]	lb.	1.50 — 1.60
[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	70 — 1.00
[illegible]	[illegible]	4.50 — 4.75
[illegible]	[illegible]	2.25 — 2.40
[illegible]	[illegible]	[illegible]
Cajuput, bottles	lb.	85 — 90
Camphor	lb.	50 — 54
[illegible]	oz.	15 — 50
[illegible]	[illegible]	[illegible]
[illegible]	lb.	1.20 — 1.50
Castor, American	[illegible]	[illegible]
[illegible]	lb.	[illegible]
[illegible]	oz.	[illegible]
[illegible]	lb.	2.00 — 2.50
[illegible]	oz.	1.00 — 1.25
Citronella	lb.	47 — 55
[illegible]	lb.	1.05 — 1.25
[illegible]	gal.	1.00 — 1.10
[illegible]	oz.	28.00 — 30.00
[illegible]	oz.	14.50 — 16.50
Copaiba, pure	lb.	1.40 — 1.50
Coriander	oz.	.75 — .85
[illegible]	gal.	.65 — .75
[illegible]	[illegible]	1.00 — 1.20
Cubeb	lb.	4.75 — 4.10
Cumin	lb.	5.75 — 6.00
Dill	oz.	.45 — .50
Erigeron, true	lb.	2.25 — 2.50
Eucalyptus	lb.	.85 — 1.10
Fennel Seed, pure	lb.	1.50 — 1.60
Gaultheria Leaf	lb.	5.00 — 5.25
Geranium, Rose, natural	lb.	3.00 — 3.50
[illegible]	oz.	.50 — .60
[illegible]	gross	3.50 — 4.00
Gold Medal Tilly, large, gross		— 18.00
[illegible]	gross	— 6.00
[illegible]	gross	— 24.00
[illegible]	doz	— 2.75

Oil Hemlock, scarce, 20 lbs. or less	lb.	.75 — .90
Juniper Berries	lb.	1.25 — 1.50
Wood	lb.	.45 — .50
[illegible]	gal.	1.60 — 1.75
Lavender, Mitcham	oz.	1.00 — 1.00
Flowers	lb.	1.25 — 1.75
Lemon, French	lb.	1.10 — 1.25
Lemongrass	lb.	1.35 — 1.50
Linseed, boiled	gal.	.85 — .90
Raw	gal.	.80 — .85
Male Fern, Ethereal	lb.	2.00 — 2.25
Mustard, artificial	lb.	.90 — 1.00
[illegible]	oz.	.50 — .75
Expressed	gal.	.60 — .70
[illegible]	gal.	.80 — .90
[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
Olive, Luca, Cream, ½ gal and 1 gal. cans	gal.	3.10 — .90
3 gal. and 6 gal. cans	gal.	2.75 — 2.85
[illegible]	gal.	1.50 — 1.65
Orange, bitter	lb.	2.75 — 3.00
Sweet	lb.	2.75 — 3.00
Paraffin	gal.	.35 — .45
Peach Kernels	lb.	.40 — .45
Pennyroyal	lb.	1.90 — 2.00
Pepper, black	lb.	.80 — .90
Peppermint, N. Y.	lb.	2.50 — 2.75
Hedeoma	lb.	3.00 — 3.25
Western	lb.	2.25 — 2.50
Pimenta	lb.	3.10 — .35
Pine, long leaf	lb.	.35 — .40
Rape Seed	gal.	.90 — 1.00
Rose, Kessanlik	oz.	6.75 — 7.00
Rosemary Flowers	lb.	1.40 — 1.50
Trieste	oz.	.80 — .90
Rue, pure	oz.	.40 — .50
Seal of Union Oil Co.	gal.	.75 — .85
Sandal Wood, English	lb.	4.75 — 5.00
Sassafras	lb.	.80 — .90
Spearmint, pure	oz.	2.50 — 2.75
Sperm, winter, bleached	gal.	.90 — 1.00
Tansy	lb.	4.50 — 4.75
Tar U. S. P.	gal.	.60 — .75
Thyme, comf.	lb.	.45 — .55
Red No. 1	lb.	1.25 — 1.35
White	lb.	1.90 — 2.00

Oil, Wheat	gal.	.60 — .62
Wine, Lemon, light	p.	.50 — .55
Heavy, true, f. grapes	lb.	.60 — .65
Wintergreen	lb.	5.00 — 5.25
[illegible]	[illegible]	.50 — .55
Wormseed, Baltimore	lb.	1.75 — 1.90
Wormwood, Amer., good	lb.	6.00 — 6.50
Ointment, Mercurial, ½ mercury	lb.	.55 — .60
[illegible]	p.	.45 — .50
[illegible]	[illegible]	[illegible]
Opium (Natural)	lb.	6.75 — 6.90
Granulated	lb.	6.75 — 7.00
U.S.P., Powdered	lb.	6.75 — 7.00
Orange Flowers	lb.	1.75 — 1.85
[illegible]	[illegible]	.15 — .20
Orris, Florentine	lb.	.18 — .25
Select Finger	lb.	.70 — .85
Verona	lb.	.10 — .12
[illegible]	[illegible]	[illegible]
[illegible]	oz.	.10 — .12
[illegible]	[illegible]	[illegible]
Paraldehyde	lb.	.70 — .80
[illegible]	[illegible]	[illegible]
Pellettierine Tan, 15 gr. v...es	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
Pepper, black, clean sifted	lb.	.12 — .15
White	lb.	.28 — .30
Peppermint, Herb, German	lb.	.55 — .60
Leaves, pressed, ozs.	[illegible]	[illegible]
Petrolatum, U.S.P., white	lb.	[illegible] — .15
Phenacetin, Bayer	oz.	[illegible]
Phosphorus, Amorphous	lb.	1.30 — 1.40
Pilocarpine, Alk., pure	gr.	.08 — .10
Hydrobromide, 5 gr. v.	gr.	.08 — .10
Hydrochloride	gr.	.04 — .05
Nitrate	gr.	.04 — .05
Pink Root, true	lb.	.50 — .60
[illegible]	[illegible]	[illegible]
Piperidine	oz.	[illegible] — 1.00
Piperin	oz.	.55 — .70
Pitch, Burgundy, American	lb.	.04½ — .10
Plaster, Calcined	bbl.	2.00 — 2.00
True, dentists' sifted	bbl.	[illegible] — 2.50
Pleurisy Root	lb.	.20 — .25
Powdered	lb.	.30 — .35
Podophyllin (Resin)	lb.	3.75 — 4.00
Poke Berries	lb.	.20 — .25
Root	lb.	.06 — .08
Powdered	lb.	.20 — .25
Poppy Heads	lb.	.25 — .30
Seed	[illegible]	.17 — .20
White	[illegible]	.18 — .20

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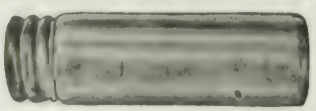

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BY ONE TRIAL

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PRICE TO TRADE

No. 1. $2 per doz., retails at 25c. each.
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Sold by jobbers throughout the United States, Great Britain and Australia.

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¶Ask your Jobber for samples and prices, and stock now.

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Intimate Relationship Commands Honest and Fair Treatment

The average Retail Druggist is limited to secure his trade from one class—his immediate neighbors. One customer improperly treated may be the cause of business ruin.

As the average Retail Druggist depends upon one class, so does The American Druggists' Fire Insurance Company depend upon one class. You are practically forced to treat every customer with fairness and honesty, even if otherwise inclined,—*so are we.* One neighbor carries the news of improper treatment to another. Through the Drug Journals matters concerning those allied to the drug trade are carried from one druggist to another.

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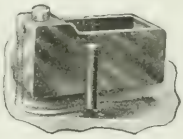

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The kind you bite off the end and blow the insides out in a cloud of dust.

Dry cigars never made new customers nor held old ones, and there is only one way to prevent dry cigars.

The Andrae Electric Moistener

with its automatic humidity controller is the best little business builder that has ever been offered to the man who sells cigars.

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$7.20 for 1000. : : : : : : : :
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National Colortype Co., Dept. I, Cincinnati, Ohio

Prices Current *of* Drugs *and* Chemicals—(*Continued*)

[illegible]	lb.	.08	— .12
[illegible]		.28	— .30
[illegible]		.55	— .60
[illegible]		.14	— .18
[illegible]		.14	— .18
[illegible]		.14	— .16
[illegible]			— .50
[illegible]			— .65
[illegible]			
[illegible]		.24	— .28
[illegible]		.26	— .30
Carbonate (Pearl Ash)	lb.	.09	— .11
[illegible]		.09	— .11
[illegible]		.13	— .15
[illegible]		.19	— .20
[illegible]		.11	— .13
[illegible]		.07	— .09
[illegible]			— .10
[illegible]		.44	— .50
Glycerophosphate	oz.	.16	— .20
[illegible]		1.00	— 1.05
[illegible]		.14	— .15
[illegible]		.20	— .24
[illegible]		.07	— .10
[illegible]		.07	— .12
[illegible]		.35	— .40
[illegible]		.24	— .28
[illegible]		.90	— 1.00
[illegible]		.50	— .55
[illegible]		.22	— .27
[illegible]			— .14
Sulphate, powdered	lb.	.10	— .12
[illegible]		.30	— .35
[illegible]		.14	— .18
Tartrate, Pow.(Sol.Tartar)	lb.	.50	— .56
Powder, Dover's, U.S.P.	lb.	1.60	— 1.70
[illegible]		.75	— .90
[illegible]		.75	— .90
Berries	lb.	1.40	— 1.50
Pulsatilla Herb	lb.	.22	— .27
[illegible]		.15	— .20
[illegible]		.04	— .10
[illegible]		.17	— .20
Quassia Bark		.07	— .09
Quince Seed	lb.	1.50	— 1.65
[illegible]		.17	— .20
[illegible]			— .75
Quinine alkaloid	oz.	.50	— .54
[illegible]			— .55
[illegible]		.50	— .54

Quinine, Bisulphate	oz.	.15	— .22
[illegible]		.70	— .85
[illegible]		.14	— .19
Hydrochloride	oz.	.14	— .17
Lactate	oz.	.13	— .16
[illegible]		.16	— .20
Sulphate, 100 oz. tins	oz.	.14	— .15
5 oz. tins	oz.	.16	— .17
1 oz. vials	oz.	.21	— .28
Tannate	oz.	.13	— .15
Valerianate	oz.	.19	— .24
[illegible]			— .50
Rape Seed, English	lb.	.06	— .08
German	lb.	.03	— .05
Red Saunders	lb.		— .15
Ground	lb.	.10	— .12
[illegible]		.02	— .04
[illegible]	lb.	1.75	2.00
[illegible]		.50	— .60
[illegible]		1.15	— 1.20
[illegible]		.17	— .24
[illegible]		.60	— .75
[illegible]		.50	— .56
Powdered	lb.	.60	— .75
Powdered, extra, tins	lb.	1.10	— 1.25
[illegible]		.18	— .24
[illegible]		.10	— .15
Red		1.15	— 1.20
Rochelle, Powder	oz.		— .15
Salts, 48 gr. v.	c.		— .60
[illegible]	c.		— .90
[illegible]	c.		1.50
Rue, Herb, pressed, ozs.	lb.		— .75
[illegible]		.50	— .60
Spanish, true, Valencia	lb.	11.00	11.50
Saffron	lb.	.60	— .70
Sage, Leaves, Dalmatia		.09	— .12
Domestic	lb.	.25	— .32
Sal Acetosella	lb.	.20	— .22
Salicin	lb.	4.50	— 4.75
[illegible]		.06	— 1.00
Sandalwood	lb.	.20	— .25
[illegible]		.25	— .30
Sandarac, Gum, clean	lb.	.75	— .90
Sanguinaria		11.00	11.50
Sarsaparilla, Root, Hon., cut	lb.	.15	— .20
Mexican, cut		.10	— .15
Powdered		.05	— .10
[illegible] Pith		.18	— .20
[illegible]		.20	— .25
[illegible]		.21	— .30

[illegible]	lb.	.30	— .35
[illegible]		.05	— .10
[illegible]			— .75
[illegible]			1.05
Hydrochloride, 5 gr. v.	c.		1.00
[illegible]	lb.	.09	— .12
[illegible]		.12	— .15
[illegible]	lb.	.07	— .10
Seidlitz Mixture		.15	— .20
Senna Leaves, Alexandria	lb.	.25	— .30
Powdered	lb.	.25	— .30
Thinnevelly, select	lb.	.20	— .25
Serpentaria (Va. Sn'k rt.)	lb.	.50	— .60
[illegible]		.70	— 1.00
[illegible]		.13	— .17
[illegible]		.13	— .17
[illegible]		.13	— .17
[illegible]		.13	— .17
[illegible]		.90	— 1.00
Precipitated	oz.	.10	— .14
[illegible]		.04	— .06
Powdered	lb.	.06	— .08
[illegible]		.20	— .25
[illegible]	box		— .75
White, Conti's	box		— .75
Powdered	lb.	.30	— .35
Soap Tree Bark, whole	lb.	.14	— .17
Cut	lb.	.17	— .20
Powdered		.20	— .25
Soda Ash	lb.	.03	— .05
Caustic, purified, fused	lb.	.05	— .08
Sodium, Acetate	lb.	.13	— .20
Arsenate	lb.	.20	— .25
Arsenite, pure	lb.		— .30
Benzoate	lb.	.10	— .15
From True Benzoic Acid	lb.		— .90
Bicarbonate	lb.	.03	— .05
C. P., powdered	lb.	.10	— .15
Bichromate	lb.	.07	— .10
Bitartrate	lb.	.20	— .25
Bromide	lb.	.50	1.00
[illegible]	lb.	1.00	— 1.05
C.P. crvst., U.S.P.	lb.	.20	— .25
Dried, purified	lb.	.16	— .18
Gran.	lb.	.15	— .16
[illegible]		.20	— .22
Dried	lb.		— .40
[illegible]			— .90
Citrate	lb.	.46	— .55

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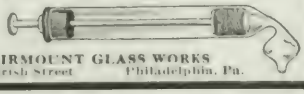

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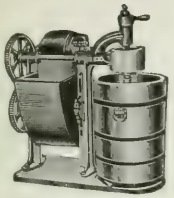

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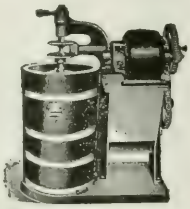

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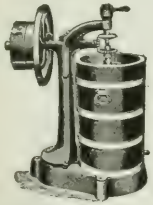

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Sodium Nitrite	lb.		
Sodium Phosphate, U.S.P.	lb.		
Sodium Salicylate	lb.		
Sodium Sulphite, crystals	lb.		
Spearmint Leaves	oz.		
Spermaceti	lb.		
Stramonium Leaves	lb.		
Strontium Acetate	oz.		
Strontium Bromide	lb.		
Strontium Iodide	oz.		
Strychnine Crystals, U.S.P.	oz.		
Strychnine Sulphate, U.S.P.	oz.		
Sulphonethylmethane, U.S.P.	lb.	6.75	8.00
Sulphonethylmethane, U.S.P.	oz.		
Sulphur, Bromide	oz.		
Sulphur, Iodide	oz.		
Sulphur, Precipitated	lb.	06	10
Sulphur, Precipitated	lb.	10	15
Sulphur, Roll	lb.	03	05
Sulphur, Washed	lb.	04	10
Sumbul Root, powdered	lb.	40	50
Tamarinds	lb.	16	20
Tannic Acid, U.S.P.	lb.	2.75	3.00
Tansy Leaves	oz.	09	12
Tapioca	lb.		05
Tapioca, Pearl	lb.		06
Tartar Emetic	lb.	30	35
Terpin Hydrate, 1 lb. can	lb.	12	15
Thymol	lb.	2.25	2.45
Thymol, Iodide, U.S.P.	oz.		1.00
Tragacanth, Aleppo, extra	lb.	90	1.00
Tragacanth, No. 1	lb.	80	90
Tragacanth, No. 2	lb.	75	80
Tragacanth, Powdered	lb.	1.00	1.10
Turpentine, Chian, genuine	oz.	30	40
Turpentine, Venice	lb.	55	60
Valerian, Root	lb.	09	12
Valerian, Root, English	lb.	14	16
Valerian, Root, Powdered	lb.	20	25
Vanilla	lb.	50	60
Vanilla, Powdered	lb.	25	30
Veratrum Viride, Root	lb.	15	20
Veratrum Viride, Root, Powdered	lb.	25	30
Verdigris, powdered, pure	lb.		
Wax, Bees	lb.	25	30
Wax, Bees, Bleached	lb.	27	32
Wax, Carnauba, No. 1	lb.	30	35
Wax, Carnauba, No. 2	lb.	18	20
White Hellebore, Root, Powdered	lb.	09	12
Wild Cherry Bark	lb.	14	16
Wild Cherry Bark, Ground	lb.	15	18
Wild Ginger Root	lb.	14	16
Wild Ginger Root, Ground	lb.		
Willow Bark, black	lb.		
Willow Bark, white	lb.		
Witch Hazel Leaves	lb.	20	
Witch Hazel Leaves, Extract	lb.	60	
Witch Hazel Bark	lb.	10	15
Wormseed (Chenopodium)	lb.	17	
Wormseed (Chenopodium), Powdered	lb.	19	
Wormwood, bulk	lb.	20	
Wormwood, Pressed ozs.	lb.		
Wormwood, Powdered	lb.	20	
Yerba Santa	lb.	15	
Zinc, Acetate, 1 lb. bots.	lb.	30	
Zinc, Bromide	oz.	10	15
Zinc, Chloride, fused	lb.		
Zinc, Gran.	lb.	20	
Zinc, Medicinal	lb.	18	
Zinc, Oxide, American	lb.	10	12
Zinc, Oxide, French	lb.	08	
Zinc, Peroxide	oz.		
Zinc, Phosphide	oz.		
Zinc, Sulphate	oz.	10	
Zinc, Sulphate, crystals	lb.	05	
Zinc, Sulphate, C. P.	lb.	12	
Zinc, Valerianate	lb.		

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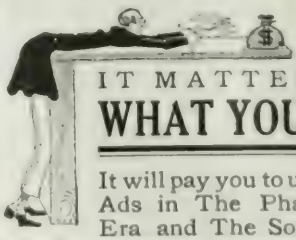
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VOL. XLIII. NEW YORK, MAY, 1910 No. 5

THE PHARMACEUTICAL ERA

PUBLISHED MONTHLY

D. O. HAYNES & CO. - - - - *Publishers*

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Telephone, 2457 John Cable Address, "Era, New York"

SUBSCRIPTION RATES

United States, Cuba, Hawaii, Porto Rico, the Philippines, and Mexico . . . $1.00 a Year
To Canada, postpaid . . . . . 1.25 a Year
To Foreign Countries in Postal Union . . 1.50 a Year
Single Copies . 10 Cents

ALL SUBSCRIPTIONS ARE PAYABLE STRICTLY IN ADVANCE

Remit by P. O. or Express Order or New York Draft payable to order of D. O. Haynes & Co. Add 10 cents for collection if you send check.

Published at 82 Fulton street, Borough of Manhattan, New York, by D. O. Haynes & Co., a corporation; President and treasurer, David O. Haynes; vice-president, Ezra J. Kennedy; secretary, Edward W. Drew. The address of the officers is the office of publication, and the title is registered in the United States Patent Office.

Entered at the New York Post-Office as Second Class Matter

TABLE OF CONTENTS.

EDITORIAL: President Taft in Anti-Narcotic Fight; Preserve the Integrity of the U.S.P.; The Doctors and the U.S.P. Revision; Mr. Coudrey's New Standard Bill; Of Big Importance to Rexall Druggists; New York's New Anti-Cocaine Law; New York Board is Again Sustained; Legal Decisions as to Standard Strength; Would Cripple State Pharmacy Board; Substitution a Senseless Subterfuge; Substituters Lose Good Advertising; Let Europe Keep Rejected Drugs; New Quarters for The Era..... 449
A MATTER OF DIPLOMACY, Emma Gary Wallace..... 453
SIDE LIGHTS ON ST. LOUIS 'PHONE WAR..... 454
AN ENDLESS CHAIN, Roel Blanc..... 455
PENNSYLVANIA'S CRUSADE AGAINST THE COCAINE EVIL 456
A.PH.A. BRANCHES DISAGREE IN MAKING RECOMMENDATIONS FOR U.S.P. REVISION 457
WORKS OF ART FROM CRUDE DRUGS..... 459
QUESTION BOX 460
NEW ENGLAND PHARMACY'S GOOD RECORD..... 461
MORE COMMENTS ON DR. STEWART'S PAPER UPON THE IDEAL OF FUTURE PHARMACY 463
QUIZ MASTER 465
PRESCRIPTION BELONGS TO THE PRESCRIBER 468
ATHLETICS IN PHILADELPHIA C.P. CURRICULUM.... 468
BUFFALO PHARMACIST CATERS TO AUTOMOBILISTS; Keeps Fountain Open Until 2 a. m..... 469
TESTED SODA FOUNTAIN FORMULAS 470
ST. LOUIS PHARMACIST APPEALS TO HEALTHY; Candy and Soda Are Special Attractions..... 471
FLOWERS IN FOUNTAIN ALVERTISING..... 472
INDEX TO ADVERTISEMENTS 481
INDEX TO GOODS ADVERTISED 482
MOSTLY PERSONAL, Miss M. Cora Dow, Cincinnati..... 489
DECISION FOR RIKER'S AGAINST LIGGETT IN FAMOUS $250,000 GUARANTEE DEMAND INJUNCTION SUIT.. 491
MORE ABOUT THE SANITOL-LUYTIES LITIGATION.... 492
MANUFACTURING PERFUMERS MEET; Will Educate Public in Use of American Perfumery..... 493
HUMAN SUBSTITUTION IN VERMONT..... 493
OBITUARY NOTICES 496
DRUG MARKET 498
PATENTS AND TRADE MARKS 500
BUSINESS RECORD 504
NEW CORPORATIONS 504
MARYLAND ENACTS PURE DRUG LAW 506
MORE JUDGMENTS IN FEDERAL DRUG LAW CASES.. 506
HOLLAND AS A FIELD FOR OUR DRUG EXPORTERS.. 508
BUSINESS NOTICES 510
PRICE LIST CHANGES 518
PRICES CURRENT 520

PRESIDENT TAFT IN ANTI-NARCOTIC FIGHT.

Important results, of Nation wide effect, seem likely to follow the valiant work of Vice-President Christopher Koch, of the Pennsylvania State Board of Pharmaceutical Examiners, his associates and supporters, in attacking the cocaine evil in that State, for through Professor Remington's personal visit to President Taft the head of the Federal Government has become interested in suppressing the curse and will give the weight of his influence toward the enactment of further legislation by Congress to supplement the restrictive laws now in force in many of the States. On page 456 will be found some account of the Pennsylvania crusade.

Druggists throughout the country should give their best efforts to aid in enacting and enforcing laws that will suppress the cocaine habit and the few who may be tempted by the enormous profits should remember the old proverb about ill-gotten gains, for very few, if any, persons ever enjoy riches at the expense of the health, well-being and moral ruin of their fellow-beings. Moreover, the moral derelicts who disregard their duty to humanity and to themselves by fostering the "dope" habit in others are often engulfed in their own physical infamy and mental obloquy.

PRESERVE THE INTEGRITY OF THE U.S.P.!

It is evident that all interests concerned in the revision of the United States Pharmacopœia are fully impressed with the vital importance of the convention which meets this month in Washington and doubtless the delegates will work towards those ends which they believe will be best for all, but it is quite possible that some earnest participants in the proceedings may be more zealous than practical in their conclusions. The interest of the present-day physicians in the U.S.P., for example, is largely of new acquirement and some of it flows in the form of dictating to other physicians what remedies of established purity they must use in their practice. This we believe to be a thoroughly impracticable position.

Dr. Rusby, president of the A.Ph.A., will have something to say on this subject at Richmond and again at Washington. Foreshadowed by recent public utterances his view will be that the number of items in the U.S.P. be increased, rather than diminished, if necessary to provide standards for all medicinal substances used in any sections of the country by physicians and pharmacists. His opposition to a supplementary set of Government standards is based upon good grounds. One standard is enough and that should be provided in the U.S.P. As an

officer of the Government his view that the Government is not now in a position to take up this work is a convincing argument against multiplying the sources of standardization of drugs. Nothing should be done which would tend to rob the U.S.P. of its rank as an authority, or of its integrity.

THE DOCTORS AND THE U.S.P. REVISION.

Recognizing the great interest of some leading physicians in the revision of the U.S.P. due consideration must be given to their wishes and suggestions. The idea that the number of items in the U.S.P. be reduced to 50, or even to 300, is impracticable for a variety of reasons, chief of which is that it would increase the danger of traffic in impure and adulterated drugs, for it would be utterly impossible to persuade or compel all of the physicians of the country to confine themselves to the use of the limited number of drugs which is contemplated. It is true, probably, that the Pharmacopœial resources of many physicians are limited to 50 drugs, more or less, but it is doubtful if any two doctors would agree upon every item of such a limited list, while it is probable that few would agree even upon a majority.

The best way to do is to accept the suggestions of the representatives of the American Medical Association in the form of printing a supplement containing their recommendations, with references to the main body of the volume and there giving the items in regular order, with the note "Approved by the A.M.A." In this way medical practitioners desiring to confine themselves to the set list of remedies of the A.M.A. could do so, while the U.S.P. standards in all other respects would be preserved in an official way.

MR. COUDREY'S NEW STANDARD BILL.

Congressman Coudrey, undaunted by the criticisms of his recent bill to change the parentage and method of preparation of the U.S.P., as well as to secure an arbitrary and inflexible system of standardization for drugs, has apparently abandoned that measure, if we may so judge by the fact that he has introduced the following bill to amend the Pure Food and Drugs Act of June 30, 1906:

> *Section 7.* That for the purposes of this Act an article shall be deemed to be adulterated:
>
> In case of drugs:
>
> *First.* If when a drug recognized by the United States Pharmacopœia or National Formulary, and is sold under or by any name, it differs from the standard of strength, quality, or purity, as prescribed by the United States Pharmacopœia or National Formulary official at the time of investigation.
>
> *Second.* If it fall below the professed standard of strength, quality or purity under which it is sold, or if it fall below the standard prescribed by the Secretary of Agriculture.
>
> *Third.* If it contain any methyl or wood alcohol.

In support of this bill the argument is presented that under the law at present the market is flooded with inferior preparations which escape Government attention because their lack of compliance with the Pharmacopœial standard is set forth on the label. We are inclined to believe that this view is overdrawn, if not greatly exaggerated, nor is it worth while at this time to consider that phase, for the proposition to have two sets of drug standards, one the U.S.P., or N.F.,—which are practically one for this purpose,—the other a standard prescribed by the Secretary of Agriculture, is altogether objectionable. It is not likely, however, that Congress will very soon open the doors of amendment to and alteration of the Pure Food and Drugs Act. There is no crying necessity for it at present in the direction proposed by Mr. Coudrey.

OF BIG IMPORTANCE TO REXALL DRUGGISTS.

In the court fight between the Riker-Bolton-Jaynes and Liggett companies both Rexall and chain druggists have something to consider, while those in co-operative companies may well ponder on the extent and scope of the co-operation to which they believe themselves entitled. On page 491 some extremely interesting news is given of a court hearing in Mr. Liggett's famous $250,000 guarantee demand. If the contentions of the Liggett lawyers prevail the co-operative by-law, which they point out is not authorized by the charter of the company, is not worth the paper it is written upon, except so far as they may be dependent upon the personal whims of the management. With the expansion of the Liggett chain stores and the activity in other directions in this way the court proceedings in New Jersey are of great interest.

At the same time the litigation furnishes an object lesson to druggists who are now interested in or who are studying co-operation. On general principles a charter is greater than a by-law which it does not authorize, but custom sometimes makes law and in this case Rexall druggists will await with interest a decision which will show them just where they stand legally in relation to the United Drug Company.

NEW YORK'S NEW ANTI-COCAINE LAW.

Governor Hughes has approved Assemblyman A. E. Smith's amendment to the New York State Anti-Cocaine Law and it is now a felony for an unauthorized person merely to have the drug in his or her possession, with a penalty of not more than one year in prison, or a fine of not more than $1000, or both. Section 1746, Penal Code, already provided for the safeguarding of the sale of cocaine and eucaine by wholesalers and retailers, but there seemed to be a necessity for something to enable the authorities to get at the "dope" peddlers and users. It is believed that the amendment, added to the other restrictions, will afford the means of wiping out the cocaine evil in this State. It says:

> Any person who sells, furnishes or disposes of alkaloid cocaine or its salts, or alpha or beta eucaine or their salts or any admixture of cocaine or eucaine, upon the written prescription of a duly registered physician, as authorized by this section, shall, at the time of dispensing the same, give to the person to whom the same is sold or furnished a certificate stating the name and address of the person selling or furnishing such drug or mixture, the name and address of the physician upon whose prescription the same is sold or furnished, the date of sale and the amount sold; and the possession by any person, other than a licensed pharmacist, licensed druggist, duly licensed practicing physician, licensed veterinarian, licensed dentist or a wholesale dealer or manufacturer of such drug or mixture, of any such drug or mixture in any quantity whatever without such a certificate

or more than ten days after the date of such a certificate, or the possession at any time by any person, other than above excepted, or a quantity of such drug or mixture in excess of the amount stated in such a certificate held by the person on whom such drug or mixture is discovered at the time of discovery, is presumptive evidence of an attempt to sell, furnish or dispose of the same in violation of this section.

NEW YORK BOARD AGAIN SUSTAINED.

Once more the courts have decided that the New York State Board of Pharmacy is constitutional, the Supreme Court Appellate Division having thrown out the appeal of Melvin E. Bellinger, of Brooklyn, except to construe two offenses committed at the same time as one offense, reducing the penalty accordingly. The following points are condensed from a long decision:

The contention that the board should sue as individuals is without merit.

There is neither reason nor authority to sustain the contention that the board must prove its title to office in suits to recover penalties. The board is a statutory body and is so recognized by the courts.

The board was created properly by statute; its manner of election, or selection, is not such as comes under constitutional prohibition, but it does come in line with powers of providing for election or appointment given to the legislature by the constitution. "The statute is not to be construed narrowly merely for the purpose of destroying it."

The present method of selection of the members of the board is legal. The court makes argument and quotes authorities to prove its conclusion.

The court decides minor points raised by Assemblyman Conklin against him. As to one, the decision asserts that the objection is "wholly without merit" and as to a citation of authority for another objection it is held that the authority does not apply. The victory for the board is complete and credit is due to its attorneys, Steiner & Petersen, for their logical presentation of the case and for promptness in pushing the proceedings to a conclusion.

LEGAL DECISIONS AS TO STANDARD STRENGTH.

An important decision has been handed down by the New York Supreme Court Appellate Division in the suit of the State Board of Pharmacy against Asa Malkin, of Brooklyn, in which the lower court decided against the board in an action to recover penalty for the sale of camphorated oil of 14.27 per cent strength, instead of 20 per cent. Mr. Justice Carr, who wrote the opinion, laid down the law clearly as to the sale of non-standard drugs. In part he said:

In [a previous case] the court held that, under this statute, where the pharmaceutical preparation in question is volatile in its nature, a penalty should not be imposed where it is shown that the preparation was actually compounded according to the standard of the Pharmacopœia, and a loss in the proportions of the mixture took place subsequently, in the partial evaporation of one or more of the volatile elements.

This is a reasonable rule, if it be kept within reasonable bounds. The plain object of the statute is to keep pharmaceutical preparations, *at the time of their sale*, up to a standard of "strength, quality and purity." * * * There may be some loss in their proportions even in a very short time. Where that loss is insubstantial, no just complaint can be made. At the same time the loss in one element may so increase the relative strength for which the preparation is intended to be used; in which case *it should not be enough to show* that a preparation, sold months or years after its original compounding, complied with the law *when compounded*, although it did not comply with the law *when sold.*

The statute looks rather to the time of sale, for it was framed for the protection of the public in the use of the article sold. A pharmaceutical preparation may be so stale as to be comparatively useless.

The court in deciding the appeal says:

According to the defendant's proof, the article in question was compounded correctly a few weeks before its sale, and, according to the plaintiff's proof, there could have been no appreciable loss by volatilization of the camphor in so short a time. If so, then either the analysis of the plaintiff was incorrect or the testimony of the defendant's witness was untrue, and there was a question of fact to be determined upon conflicting evidence. On the record before us, we feel that we should not interfere with the determination of this question made by the Trial Court.

WOULD CRIPPLE STATE PHARMACY BOARD.

A bill introduced by Assemblyman Conklin in the New York Legislature contains as transparent a "little joker" as ever appeared in a legislative measure at Albany. The bill seeks to amend the Pharmacy Law in relation to prosecutions by the board. The present law in relation to fines is re-enacted, but it is provided—

however, that in the City of New York no fines shall be paid to said board, but shall belong to the City of New York.

As the board depends for its means of carrying on its work upon the fines collected, it is clear that the effect of this would be to minimize, if not stop, prosecutions for violations of the pharmacy law in New York City, in two boroughs of which, Manhattan and Brooklyn, are domiciled clients whom Assemblyman Conklin has defended against charges made by the board. As a public official it is improbable that Mr. Conklin would try to secure immunity from legitimate prosecution for his friends in this way and no doubt when his attention is directed to the peculiar position in which the bill places him he will at once disavow its paternity and see that it is relegated to the capitol graveyard.

SUBSTITUTION A SENSELESS SUBTERFUGE.

Druggists and others who practice substitution seldom seem to realize that instead of benefiting themselves by doing so they are really injuring their trade and doing no good to anybody. If they would face the substitution question honestly and squarely, seeing themselves as others see them and as they look at others, there would be less of it.

When the druggist goes into a haberdashery and asks for a turn-down collar, size 15, how does he like to be forced to buy a stand-up collar, perhaps of different size? How many times is he going back to that store to buy collars or anything else?

If he goes into a restaurant with a roast beef appetite and is forced to eat mush and milk, how often is he going to call again at that restaurant?

If he goes into any store and the clerk tries to substitute something else for what he wants, is he going to keep on going there?

It is not necessary to answer the questions. The most persistent substituter in the drug trade would

probably be the most offended of the other substituters' patrons and would resent the affront with greater emphasis than others. Would *he* return to meet with a second experience? No, emphatically No. Then why does he treat his own customers in the way he will not permit others to treat him? Do not the same arguments that apply to his own case bear on the cases of purchasers in his own store?

The proposition is so simple, the perspective so easy of attainment, the reasoning so plain, the effects so often apparent even without convincing physical demonstration, that mere interest in attracting, rather than repelling customers, would seem to be sufficient to cure the habit. But that is not all of it.

SUBSTITUTERS LOSE GOOD ADVERTISING.

Substitution in the drug trade, whether of proprietary articles, or sundries, or at the soda fountain, is chiefly directed toward articles that are well advertised in the newspapers and periodicals and the customer's visit is due largely to the demand created by this publicity, perhaps entirely so. Laying aside the question of fairness to the concern whose money paid for the advertising that sent the patron to the store, is it fair to the druggist himself to lose the benefit of that advertising, when it is much easier to send away a satisfied patron and turn over the advertised line of goods speedily? Quick turn overs count in the drug trade and when somebody is spending money to hasten the turn over, it is up to the druggist to get all he can out of the advertising. He cannot do this by substituting, for he loses the one sale on this article and even if he sells his substitute he will simply drive the customer to some other store the next time the real article is wanted.

The larger of the successful retail stores are advertising extensively and they give their patrons what they call for, whether the goods are mentioned in their own announcements or in the advertisements of manufacturers or others. They consider it all grist for their mills, no matter who pays for the advertising. If this principle was observed more generally the substitution evil would die of inanition. If you are a substituter, just think it over.

LET EUROPE KEEP REJECTED DRUGS.

Much interest has been aroused by the statement of Dr. Rusby, the Government's crude drug expert at the Port of New York, to the effect that the drug warehouses of principal ports of Austria, Germany, Holland and other countries are taxed to their capacities with drugs that have been rejected as inferior or adulterated by the United States authorities and which are being held in the hope that the coming revision of the Pharmacopœia will lower the present standards and let down the bars for the entry of some if not all of these goods into the American drug markets.

Just how this is to be accomplished is not readily comprehensible, for no public movement is observable in favor of a reduction in standards and the interests which might be expected to further such an object are [illegible] if at all. Representing the real sentiment of American druggists the National Wholesale Druggists' Association has instructed its delegates to the Pharmacopœial Convention

> *"to pledge the members of the hearty support of all [illegible] to secure * * * a more perfect and reliable standard of excellence than has heretofore been attainable."*

At the same time the N.W.D.A. is on record as favoring a "standard for drugs of vegetable origin based upon fair average qualities," but that should offer no hope to any scavengers in Europe who may desire to unload their worthless stocks on the American market. Neither the drug trade nor the public will tolerate the importation into this country of drugs or other merchandise that Europe will not use on account of inferiority, or adulteration.

NEW QUARTERS FOR THE ERA.

With a gratifying growth in the business of THE PHARMACEUTICAL ERA and its allied publications there has come the necessity for larger quarters and increased facilities, to meet which demand the publishers have moved the business department, editorial rooms and mechanical department to the modern and commodious building at 82 Fulton street, corner of Gold street, Manhattan Borough, New York City. This location is in the center of the metropolitan drug district and will be even more convenient for most of our friends than was the location just vacated. Beginning with this issue THE ERA will be published in its new home.

Two notable social events of April were the entertainment given by the Philadelphia Association of Retail Druggists and the minstrel show of the Chicago Social Drug Club. The former included the presentation of a playette "The Obstinate Family," followed by a ball, both being great successes. In Chicago the burnt cork performance was of rare excellence and also proved a gratifying success. These two organizations deserve much credit for the splendid work they have done in promoting the social side.

Assemblyman Conklin, who is assiduous in tinkering with the New York Pharmacy Law, seems to have lost confidence in the public health committee of the Assembly, having secured reference of one of his latest measures to the committee on codes. The members of that committee will learn in due time that Mr. Conklin's efforts in behalf of pharmacy legislation are entirely unsought and gratuitious so far as the great body of organized pharmacists in the State are concerned.

Although the soda fountain industry now is an all-the-year-around feature in most drug stores there is always fresh impetus given to the trade with the coming of warm weather. Druggists who are interested in the fountain side line are behind the times if they do not read *The Soda Fountain*. This bright periodical is printed monthly at $1 a year and can be had by enclosing that amount to the publishers, D. O. Haynes & Co., 82 Fulton street, New York.

So much depends upon the point of view! Secretary Goddard's eloquent plea to physicians to join the A.D.S. and come in out of the cold could not fail to impress his friends and supporters as an able document, but here comes the *Journal of the American Medical Association* with the cruel criticism that "it is truly a bit of monumental impertinence" to ask doctors to subscribe to the A.D.S. stock.

News from Albany that the Joseph bill to prevent corporations from owning drug stores—intended to curb the establishment of chain stores—has been amended so as to apply only to doctors and dentists is not surprising in view of some of the statements made at recent meetings in this city.

The annual sales of the 300 wholesale druggists in the United States are estimated at $165,000,000.

A Matter of Diplomacy.

By Emma Gary Wallace.

"I AM engaging a woman clerk," the proprietor of the Hotaling Square Drug Store explained, "because it would seem that the time to do so is ripe. Naturally women prefer to deal with a woman in the purchase of many articles peculiar to a business of this kind, and while I have always been opposed to having women in my store in other than the capacity of cashier or bookkeeper—they'll do well enough there, if they don't get beau on the brain—yet so much is to be said in favor of having a woman attendant in a drug store, that I have decided to give the idea a fair trial, and I hope you will prove to me that I am not making a mistake in doing so."

The bright-eyed young woman in the trig tailor-made nodded understandingly.

"Your preparation and references are satisfactory and I am prepared to engage you upon the terms I mentioned in our previous interview. If this is agreeable to you, you may report for duty Monday morning."

"Very well, sir, we will consider that part settled," the young woman replied briskly but in a well-modulated tone which bespoke the refinement of good breeding. "And now, may I ask to what particular line of duties you wish me to attend and also whether you have any special business policy which you desire me to work to forward?"

Her new employer gave an impatient shrug of his well-shaped shoulders.

More Than One Kind of Success.

"My business policy may be summed up briefly," he returned, "in All-Around Success."

"All-Around legitimate Success?" the young woman interpolated quietly.

"Certainly, certainly," he continued a trifle impatiently, "and as to your own work, why, that is just where I expect your mother wit to help you out. If I could outline the where and the why of the feminine viewpoint of things generally, I probably should have no need of a woman clerk at all.

"The only suggestion I care to offer is that you use your best effort to gain and hold the trade of the women folks of our immediate public. The women are the buyers pretty largely and I reckon we can afford to cater to them to a certain extent."

The man stood as if to end the interview. The young woman arose also. "Do I understand, then, that I have practically a free hand in these matters?"

"A free hand, unless I think you are on the wrong road or skidding dangerously," he said with an inscrutible smile, "then for your good and our own, I'll apply the emergency brake. Good morning, Miss Strong."

The newly engaged clerk passed out of the small private office with its frosted panes and its out-look of the whole store. She had understood that Mr. Herily was peculiar and after this, the second interview with him, she was inclined to endorse the truth of the rumor.

From a Woman's Point of View.

As she walked down the middle aisle to the wide front doors, her lips set in a firm line of disapproval at the crowded, cluttery appearance of the soda fountain on one side and the demonstration of an article of questionable value on the other.

She reflected with the swiftness peculiar to her mental make-up, that her position here, even as a woman recently graduated with honors in this very line, was likely to be a difficult one, because of its very indefiniteness. She was, she feared, to be in much the same position as the man who was ordered to turn the waters of a certain river westward, but under no circumstances to mar the surface of the country by digging a new waterway.

If appreciable results could be gained without disturbing any of the existing traditions of precedent, she was likely to win tolerance for herself—otherwise she rather expected the jarring restraint of the emergency brake. Evidently her employer did not care to be troubled with details.

She stood for a moment outside, observing the arrangement of the windows and the frank character of the display. The openly expressed remarks of a couple of "newsies" concerning these goods caused her to turn away with a hot blush on her cheeks and an indignant flash in her eyes. The very delicacy of the difficult task ahead nerved her to a determination to succeed.

* * * * * * * * * *

During the following week the new clerk was busy and cheerfully helpful, but even her keenly observant and somewhat critical fellow workers could not charge her with either prudishness or aggressiveness. She accepted everything as it was, suggested no changes and offered no suggestions. Even her employer was expectantly curious and a trifle disappointed as the half days tripped past. Could he have made a mistake after all in what he had judged to be an unusually strong, capable personality? He would give her ample time to prove herself, he decided generously.

On Saturday morning when he entered his office and seated himself at his desk to open the morning mail, he stared in surprise at a letter, neatly written, addressed to himself and signed by the new woman clerk. Evidently she had something to say and took this way of saying it.

With considerable curiosity Mr. Herily began the epistle. There was no formal salutation. It began abruptly:

"After five days spent in the Hotaling Square Drug Store, in which short time I have studied the relation of this business to the feminine trade in this locality as much as circumstances permit, I respectfully submit the following observations and recommendations for your consideration:

"(1) The numerous slot machines occupying space in front of this building have, in the estimation of the writer, a distinctly cheapening effect—and are, frankly speaking, a nuisance and the cause of much dissension.

"With possibly the exception of one high-class weighing machine, the rest are frequently out of order or empty, causing disappointment and loss to customers. These are principally children to whom a penny is not an inconsequent sum of money. The fact that such losses have been reported inside the store and in some cases made up, has tempted other children to make false claims for lost money in the hope of reimbursement. This has sometimes been accomplished and hence a condition of distrust has arisen as to the justice of such complaints and undoubtedly some lose their money and receive no return.

"This antagonizes the small patron, who in time becomes a grown-up. Some of the mothers have openly charged that these vending machines were purposely arranged to defraud. The church people are agitating sentiment against these devices on the ground of there being a certain element of speculation often involved. In view of these circumstances I would recommend their discontinuance and that much local publicity be given to that fact.

"(2) The display in the main window for the past week has been offensive to many of your women customers, some of whom have expressed themselves plainly and declared their intention of directing the attention of their Club sisters to the evil resulting from such unnecessary displays; children of inquiring mind and impressionable age, youth and even older persons being harmed by this lack of proper modesty.

"As the jurisdiction of the work of window dressing rests with a particular employee, who is both conscientious and capable, it is but fair to believe that this view of the matter has not been presented to him. Therefore I would respectfully suggest that the gentleman responsible for this work should place in your hands a written description or outline plan of windows he proposes to put in weekly for at least two months in advance, thus giving ample opportunity for censorship when such is advisable.

"(3) In this store are many goods which while in frequent demand and absolutely necessary are seldom sold. This is because the women customers who naturally purchase these goods have formed the habit of obtaining them at some department store. No blame can be attached to these places because they are simply furnishing their patrons with what they call for. Even physicians have been forced at times to so direct their patients because of the incompleteness of many drug store stocks. To this class belong various absorbent materials and dressings used in surgical and accouchement cases.

"If these lines could be fully stocked and both physicians and customers notified of the superior quality of such goods carried, much custom and prestige would be sure to result.

"(4) Only an occasional woman customer comes in direct contact with the 'woman clerk' and then it is scarcely pos-

sible to announce each time that she is fully equipped with years of preparation to render expert service, and not merely a cheap hand engaged to perform unimportant duties.

"Specific publicity should be given to this addition to the store force and a strong point made of calling the attention of women to the comfort and convenience of having a well-qualified woman in attendance.

"(5) Demonstrations which do not introduce goods of real and lasting value should be strictly tabooed. Already complaints are numerous that the wonderful china cement shown last week will not hold water. This must result in lessened confidence in the store's goods.

"(6) From a feminine standpoint, a cluttered appearance anywhere is untidy and is suggestive of lack of proper cleanliness.

"(7) A single sale of a habit-forming drug, even made as an exception to a general rule, is a link of great weakness in an otherwise strong chain of legitimate transactions and 'a chain is no stronger than its weakest link.'

"An employee may work around the edges of most of these suggestions without accomplishing much of stable value. The sovereign power to reach out and touch the root of things in order to accomplish permanent results must come from the one in highest authority.

"Yours, very respectfully,

"Abeta Bracebridge Strong."

George Herily pursed his lips in a low whistle.

"Guess I wasn't mistaken after all," he mused, "but the minx puts the whole responsibility on my shoulders, and come to think of it, I reckon that is about where it belongs. I suppose she would get herself cordially disliked if she set herself up as a reformer generally. As for the seven suggestions, she takes the opportunity of making, they all seem based on pretty sound arguments. Cluttery, eh! Well, I hadn't thought of it in that light."

And the rather easy-going proprietor of the Hotaling Square Drug Store arose and gazed thoughtfully and observantly through the single unfrosted half-pane of the office look-out.

Side Lights on St. Louis 'Phone War.

RETAIL druggists of St. Louis have not abandoned their fight with the Kinloch Telephone Company. They lost the recent hard-fought battle, but are undaunted. The fight is to take another form. The St. Louis R.D.A. will not conduct the fight as an association. The matter will be left to the druggists as individuals. A suit for a public service telephone will probably be filed by some druggist. At present the druggists have Kinloch contracts which permit the public to use the telephones so long as the druggists do not charge for their use. The druggists hope through future action to obtain public service telephones. In the suit to be filed it will most likely be contended that the company is practicing discrimination against the druggists, as the company has public stations in hotels.

* * * * * * *

The losing fight developed that the St. Louis druggists can count upon some "wits" in their organization. When the druggists decided to throw out the Kinlochs, not a great number of telephones disappeared. On the South Side, where German druggists prevail, more Kinlochs disappeared than in any other section of the city. Several customers were in a South Side drug store one recent Sunday evening, when a customer, after lighting a cigar and finding fault with the match-box which gave out one match at a time, observed that the druggists' "trust" had lined up with the telephone trust, meaning the Bell Telephone Company, which has slot telephone boxes in the drug stores, and against the great independent home company, the Kinloch.

"You must be a trust buster," said the druggist.

"I am, you bet," replied the customer.

"Well, then, you belong in Oklahoma," said the druggist drily.

* * * * * * *

There's another Hoelscher store—this one in South St. Louis. Hoelscher in charge was trying his best to wait on the rush of [illegible] the new store. Two well-dressed young men came in while women and children lined the counters. They [illegible] of the Dux correspondent who was reading the magazines a la Kinloch. And this is what the correspondent heard.

Druggist—What'll you have, little miss?

L. M.—Penny's worth of gum.

Blonde—I'll take a nickel's worth of quinine.

Brunette—What are Move-'Em-Quick pills? Nineteen cents? Well, I'll take a box.

Elderly Woman, Twins, Man With Prescription, Others, as usual, as every druggist knows.

Druggist (to well-dressed young men)—You have something?

W. D. Y. M. (as dashing widow enters)—We'll wait.

Dashing One asks many questions and takes at least ten minutes to buy what she doesn't really know what she wants.

First W. D. Y. M. (to second)—Ain't it —— how long it takes to get waited on in here?

Send—We've been here an hour. Won't make it a go if he is this slow.

And so they fidget about and chafe until their words are too hot for Standard paper. Druggist finally reaches them again.

First W. D. Y. M.—Ah, I just wanted to buy a stamp.

Druggist produces a stamp, turns to Second.

Druggist—And what can I do for you?

Second W. D. Y. M.—I just came in with him to buy a stamp, but I would like to use your Kinloch.

Point is: Druggist had hurried through customers to wait upon the W. D. Y. M. and was in a perspiration when he reached them. He was strong for throwing out the Kinloch, but had only recently signed a contract. He had to welcome the W. D. Y. M. to free use of the telephone in addition to selling a stamp on which his profit—well, druggists know.

* * * * * * *

Another druggist not far away seems to be on the corner where all the coal wagons pass. He has a new store, too, and is always right out in front waiting to do or die to gain a customer. Sometimes as often as a dozen times a day he has this experience:

Coal wagon stops in front. Driver rushes into store, leaving door open. Crosses over to Druggist in a rush that makes the frail D. quail. D. inquires, with large eyes, what he wants. Coal Driver looks over the frail body with something of contempt and jerks down the telephone without asking if he may. Druggist grinds his molars. Coal Driver works and swears with the telephone a minute or so and then bangs the receiver onto the hook and rushes to the door, turning to address the Frail Druggist:

C. D.—W'at's de matter wit' yer gab box, huh?

F. D. (attempts to speak, doesn't get it out).

Finally—

F. D. (as C. D. bangs door)—Thank you!

And so it goes with the free telephone. Trust or no trust, the drug store seems to have a righteous kick.

A Simple and Useful Glass Etcher.

S. L. Hilton, of Washington, D. C., has been calling the attention of his fellow druggists to a simple, cheap and effective tool for etching upon glass. It is useful for graduating and lettering glass containers, and Mr. Hilton has used it for cutting glass scale-pans for his super-sensitive scales, to exact balancing weight. The device consists simply of an ordinary automatic pencil lead holder with a carborundum point in place of the graphite lead. The points are about an inch and a half long and of the diameter of an ordinary indelible lead. These points are what are known as "porte polishers," they are used by dentists and are procurable from dental supply houses for a trifling sum. With this contrivance one may write, letter, or rule upon glass as easily as upon paper with an ordinary lead pencil.

Mrs. Lee Leads Movement for a Sane July 4th.

PHILADELPHIA, April 20.—Petitions containing the names of 5000 persons have been presented to City Councils' Committee, protesting against the use of explosives on the Fourth of July. These petitions have been issued and circulated by Mrs. William E. Lee, president of the W.O.N.A.R.D., who was assisted by the Philadelphia Association of Retail Druggists. Prominent physicians and pharmacists urged that a "sane Fourth" be the rule in this city in the future.

Manhattan Ph.A. Members Had No Quorum.

Due to the lack of a quorum the members of the Manhattan Ph.A. were unable to hold their April meeting.

An Endless Chain.

By Joel Blanc.

THE following is copied without permission from the issue of November, 3365, of *The Tibetan Economist:*

"Lest we take too much credit to ourselves for the seeming perfection of our own time; lest we look upon our Final Inheritance and Zone Distributing laws as having legislated us into paradise through the abolishment of personal ownership; lest we conclude that we have reached the absolute, the end of progress, it may be well to inform ourselves of the customs of peoples of the past, peoples who also believed that they had reached the limit of human intelligence.

"From the most remote times there has come to us a legend of a captain named Joshua, who 'commanded the sun to stand still,' and, according to tradition, the sun obeyed. Now, as the sun is the center of the planetary system of which our earth is but a minor unit, that sun, to all human conception, always did stand still. Granting that the command of Joshua brought the claimed effect, it must have been that while Joshua commanded the sun, it was the earth which paused, for if the light of the sun ceased to move over the earth for a single moment, it must have been the earth which stood still.

"There have been Joshuas in all times, and one strange country, that ancient Usa so recently uncovered from its grave of more than a thousand years, seems to have been burdened with Joshuas.

"To make our lesson clear, we shall take for example a single and very eccentric class from among the ancient Usanese in our endeavor to show the inevitability and perpetuity of human progress. The data upon which our information is based have been gathered from records but recently unearthed from the ruined cities of New York, Washington, and other populous centers of the buried civilization.

"Although the class of which we shall treat is considered by us as having belonged to a caste of pretended seers who dealt in charms and fetiches which they called 'medicine,' yet there is no doubt but that they were among the most intelligent men of the period of which we speak. They were generally known as 'druggists.'

"All of the pretended healers originally sprung from the priesthood. In time they became divided into two classes, one known as 'doctors' and the other as 'druggists.' Primarily the duty of the druggists was to prepare the charms, while that of the doctors was to apply the charms. By the year 1890 each class had encroached so generally upon the field of the other that there was little to differentiate them except by use of the arbitrarily applied names. While the doctors and druggists claimed that they were practitioners of altruistic professions, the records prove that by 1920 both classes had become completely commercialized. As early as 1900 the establishments of many druggists had already become marts for the sale of general merchandise, the trend being in this direction so completely that by 1910, when the combinations of capitalists who did not claim to be professional men made a vigorous onslaught upon the assumed prerogatives of the druggists, professionalism made its final and futile stand.

"While we concede that the civilization of Usa held no more intelligent class than the individuals known as druggists, yet that class was itself burdened with many Joshuas. They were men who commanded the commercial sun to stand still and they believed that the orb of trade obeyed, when as a matter of fact only the individual Joshuas stood still.

"Many contributory causes, such as a seemingly insane desire of the people to herd themselves like cattle in the great cities, and the accompanying increase in urban transit facilities and improvements in productive methods, led the merchandising from mere bartering depots called 'country general stores' to great architectural piles filled with general merchandise and known as 'department stores.'

"Of course, we of the present know that these commercial changes were natural growths. We know that productive and distributive practices move along destined paths of progress just as invariably as animal and vegetable life pass through their cycles of change. We know that thought as well as so-called substance is atomic, and that every combination of atoms is an evolved improvement over the combination of atoms that immediately preceded it.

"With the approach of the end of the commercial cycle known as 'the department store era,' there came a rapidly maturing and radical revolution in merchandising methods. As the population of the cities increased and their urban and suburban area grew much more rapidly than the transportation facilities improved, merchants began to realize that the people could no longer gather at common centers to supply their daily needs. They became aware that the hub which had been the all-important part of the merchandising wheel had reversed its position and that in some way the spokes had begun to regain their former importance. For, instead of gathering the consumers to the department store hubs, the time was dawning when the merchants would be forced to carry their wares to the people by means of the many-store spokes. Thus the destiny of evolution brought to them what was known as 'the store chains system.'

"The walls dividing producers, jobbers and retailers had long been badly breached, and were now fast falling. Production was almost exclusively controlled by combinations of capital and the power of the individual was rapidly waning. Even the druggists in so great a number as had formed themselves into combinations for the purpose of *buying*, that none but a Joshua would have imagined that under the new regime each store on the spokes would be owned by an individual or firm, as the drug stores had thus far been owned. Indeed, so much of the druggists' trade had been absorbed by the department stores that when commercial evolution did turn the human tide from the hubs back to the spokes, the Druggist Joshuas expected *methods* to return because *locations* had been reoccupied. It was thus that the Joshuas not only commanded the mercantile sun to stand still, but they commanded it to reverse its course—and they believed that the sun obeyed them when, as we know, they were only retracing their own intellectual path.

"To show how ignorant these Usanese were of the predestined mutability of all things and all thought, we shall give examples of their contradictory actions and expressions.

"When chains of drug stores first confronted the druggists, chains of cigar, grocery and shoe stores had been long established. As the chains of cigar stores made great inroads upon the cigar business of the druggists, the latter vociferously decried such chains and refused to patronize them. As the chains of grocery stores interfered with the druggists only slightly in the sale of spices, they declaimed against yet patronized such stores. As the chains of shoe stores did not in any way compete with the drug stores, the druggists praised and patronized them. Yet the same druggists criticized and called labor unionists inconsistent because they both condemned and patronized the chain cigar stores. Druggists linked themselves into chains to produce and buy, while declaring that others should not, and that they themselves could not unite in chains for the purpose of *selling*. In brief, the weird mental attitude of the druggists may be thus expressed: 'Although we have taken 1 and 2 from you, you must not regain them by using number 4 to take 3 from us. As we do not desire to use 4 to keep you from taking our 3, 4 is therefore *impossible* for us. As desire makes 4 impossible for us it must also be impossible for you. We therefore declare that 4 does not exist, although we see it in use daily.'

"Why did not these men realize that the passing of individually owned stores was just as inevitable as the passing of the cross-roads barter shops of their forefathers? Why did not the study of history and human experience teach them that so far as mankind is concerned, every people, every tongue, every country, every system, every thing, shall pass away? Why was it that not one among them realized that the commercial innovation which faced them should itself soon pass and give place to systems yet unthought of? Why did they not realize that the seeming evils were created by their own denials of universal laws? Had they not even a vague understanding of the truth expressed in our saying, of that which we would adapt to ourselves we must first adapt ourselves to?

"Ah! Even today, two thousand years later than the time of which we write, man still denies the ever progressing, unconstrained destiny of the race. If we would be successful, if we would be happy, we must realize that we are but marchers in the grand army of humanity. We must cheerfully pitch our camps wherever the day's march ends. We must joyfully accept whatever forage the by-ways yield, moulding ourselves to fit the nature we cannot change and making the methods of the day our own.

"There was something almost divine in the fatalism of

like so that we might realize that revolution is evolution. It is true that many unfit must fall, but who are these unfit? Only those of unyielding prejudice who beat their bleeding hands against the walls of self-made cells, while the unbarred gates of progress stand open at their backs!

"Turn thy eyes to the stars and let thy soul soar through the calm of night into the immensity of the universe; know thy littleness. Then let thy soul return, filled with the divine love which hath created and governs all that ever has been, is, and ever shall be. Then shalt thou understand why and how 'whatever is, is best.' Then shall thy greatness come, [illegible] of thy day. Thou shalt grasp the new tools offered to thy hand and will continue to build wisely and well for thine self and for thine own."

President Taft Enlisted in Pennsylvania's Great Crusade Against the Cocaine Evil.

PHILADELPHIA, April 20.—Every [illegible] in the crusade which Vice-President Christopher Koch, of the Pennsylvania Pharmaceutical Examining Board, is waging against those who have been selling cocaine and morphine in this city under conditions which are in direct violation of the State laws. Arrests are being made almost daily, some of the offenders have already entered upon terms of imprisonment and through the examination of those addicted to the drug and others accused of selling it, new evidence is being secured by those conducting the investigation.

From Philadelphia, the investigators will continue their work throughout the State and it is likely that the crusade will become a national issue. This was indicated by a visit which Prof. Joseph P. Remington paid last week to President Taft at Washington. The sale of cocaine and morphine, particularly to school children and every other horrible detail which this investigation in this city has developed, was explained to the President and with the pledging of the latter's support, it is predicted that radical legislation of national scope will be the outcome. In fact a national law on the sale of these drugs is already in course of preparation and will be introduced at the present session of Congress.

National Law and Uniform Legislation Proposed.

Professor Remington favors the framing of a national law which will stop interstate shipments of cocaine and the arousing of the people of the respective States where no prohibitory laws now exist to such an extent that uniform laws will be passed in every commonwealth. With strict and similar State and Federal laws, governing the interstate sales of these habit-forming drugs, Professor Remington believes that this evil can be permanently controlled and yet the value of cocaine and morphine be saved to the physician for legitimate uses. It was this view among others which was endorsed by President Taft. Speaking of his visit to the President, Professor Remington said:

"My mission was an educational one. I wished to convince the President, Senator Penrose, Senator Cullom and others who are interested in measures to remedy the condition of the seriousness of the situation. And I think that I succeeded. Now if the newspapers and the trade journals will convince the people at large, the representatives at Washington will be forced to take action for that is what is needed. At present the Government can punish a man for sending cocaine through the mails but it cannot prevent it being sent from one State into another by express.

Could Keep Check on Every Grain of Cocaine.

"Given a law such as Senator Cullom has introduced in the Senate, making it obligatory for the shipper to register the amount sent and the name and the address of the receiver, and for this receiver to report the receipt and the amount procured, we could have a check on every grain of cocaine manufactured. Going further, Congressman Mann, also of Illinois, has introduced in the House a similar law but with the additional provision that each manufacturer and each retailer must obtain a Government license, such license to be forfeited for any irregularity in disposing of cocaine or other drugs of a similar character. Given such laws, I say, with [illegible] and I think the illicit traffic in cocaine would come to an abrupt end."

One of the recent developments of the crusade in this city [illegible] a druggist but at the time of his arrest, a United States in- [illegible] a hand since it has been shown that some of this drug was being shipped and supplied to victims through the United States mails.

Women Give Support to the Anti-Cocaine Crusaders.

PHILADELPHIA, April 20.—Members of many of the best known organizations of women in this city attended a meeting at the College of Pharmacy recently, under the auspices of Chapter No. 6, W.O.N.A.R.D., and listened to addresses on the crusade against the illegal sale of morphine and cocaine and the effects of the use of these drugs upon young men and women. The speakers were Vice-President Christopher Koch, of the Pennsylvania Pharmaceutical Examining Board, who is in charge of the investigation; one of his attorneys, Frank Rogers Donahue, and Special Policemen Lynch and Casey, who are making the arrests.

At the conclusion of the addresses, Mrs. W. E. Lee, president of the chapter, as well as of the National organization, thanked the speakers, and Mrs. William T. Burke, wife of the president of the P.A.R.D., offered a resolution, which was unanimously adopted, pledging hearty co-operation and support in furthering the efforts of Dr. Christopher Koch and Samuel M. Clement, Jr., and Frank Rogers Donahue, attorneys for the Pennsylvania Pharmaceutical Examining Board.

"Biggest and Best Ever," in West Virginia.

Fourth annual convention of the West Virginia State Pharmaceutical Association will be held at Huntington, W. Va., June 14-16. The druggists have adopted as their slogan, "Biggest and Best Ever," and expect to make this meeting the most beneficial as well as enjoyable one that the West Virginia members have ever attended. All are cordially invited to attend and partake of the good things that the Huntington druggists and the Huntington people in general are going to dispense to their guests.

Travelers to Entertain Michigan State Ph.A.

The dates for the 1910 convention of the Michigan State Ph.A. have been changed to June 7 to 9, at Detroit. As was the case last year, the Michigan Ph. Travelers' Association assumes full charge of the entertainment offered the members of the M.S.P.A. during the convention. W. S. Lawton, president of the M.P.T.A., has reappointed the finance committee of 1909: A. E. Kent, chairman; Harry G. Baker, Lewis W. Knapp, M.D.

Mrs. Lee Again President of Philadelphia Chapter 6.

PHILADELPHIA, April 20.—At the April meeting of Philadelphia Chapter 6, W.O.N.A.R.D., the following officers were chosen by the members for the coming year:

President, Mrs. William Estell Lee; first vice-president, Mrs. H. C. Cassidy, second vice-president, Mrs. Hazel G. Pomp; third vice-president, Mrs. L. E. [illegible], recording secretary, Mrs. William T. Burke; corresponding secretary, Mrs. N. D. [illegible]

Druggist's Daughter Wins High Honor at College.

CHICAGO, April 10.—Miss Alberta Van Schaack, who has [illegible] at Bryn Mawr College, is the daughter of Mr. and Mrs. Robert H. Van Schaack, 65 East Cedar street, Chicago. She is 20 years old and will complete her senior year in June. Miss Van Schaack specialized in history and economics during her college course, and her work in economics has been brilliant.

Pharmacists Will See the Latest in Airships.

[illegible] A. [illegible] June 13 to [illegible] during the [illegible] Manufacturers' Association, [illegible] certificates, have been obtained on the railroads. Secretary Schwartz predicts a large attendance and a good time.

Washington and N. Y. Branches Disagree in U.S.P. Recommendations.

Important Resolutions and Substitutes Debated in Both Bodies by Prominent Members—Strong Opposition to Reducing Number of Pharmacopoeial Standards.

WASHINGTON, April 20.—The recent April meeting of the Washington Branch of the American Pharmaceutical Association was devoted to the discussion of general principles to be followed in revising the United States Pharmacopœia. President S. L. Hilton introduced the subject by calling attention to the need for concerted efforts on the part of physicians and pharmacists to make the U.S.P. IX a reliable and generally accepted standard for the articles which it will contain. He laid special stress on the importance of selecting only the best available men for members of the revision committee and the board of trustees, and of giving publicity to the work as it progresses in order to detect errors not only of judgment but intentional acts of deception. Attempts have been made in the past to favor special interests and now that the U.S.P. is a National standard it is but fair to presume that such attempts will again be made. In conclusion, he presented the following resolutions, which were adopted:

Whereas, It has been recommended that the U.S.P. be recognized and used as the basis for medicinal prescribing; and

Whereas, It has been recommended that medical colleges use the Pharmacopoeia as a text-book, or book of reference for students; now, therefore, be it

Resolved, That the U.S.P. Convention, to be held in Washington, May 10, 1910, be requested seriously to consider the adoption of the following rules for general principles to govern admission to and deletions from the U.S.P.:

1. That drugs which possess no well recognized medicinal value be not included in the U.S.P.
2. That the duplication of drugs having essentially the same medicinal action be discouraged.
3. That drugs which are fully represented by an official active principle be omitted from future editions of the U.S.P.
4. That substances which are of but secondary importance as drugs and are used primarily as foods be not retained.
5. That whisky and alcoholic beverages be deleted from the U.S.P.
6. That substances which have no direct therapeutic value and are used as solvents or reagents be included in the appendix.
7. That the unnecessary duplication of pharmaceutical preparations, such as wines, vinegars, tinctures and fluidextracts of the same drugs, be discouraged.
8. That the continuing of fixed formulas for complex mixtures be discouraged.
9. That all formulas for preparations that can be made extemporaneously be recommended for admission to the N.F.
10. That all complex preparations not provided for by international treaties be transferred to the N.F.
11. That further efforts be made to establish and adopt international nomenclature and standards for drugs and preparations.
12. That compounds and mixtures permanently controlled either be secrecy or proprietary rights be not admitted to the U.S.P.

In the discussion of the resolutions, Burt E. Nelson, pharmacist of the State Hospital, Binghamton, N. Y., expressed the hope that all obsolete and inert materials would be eliminated from the Pharmacopœia in the next revision.

Prof. H. V. Arny, dean of the Cleveland College of Pharmacy, presented a very careful survey of the scope of the U.S.P. from a pharmaceutical point of view. To him, the only sane method of deciding what shall be official in the new Pharmacopœia is by statistics; that is, on lines already started by Prof. C. S. N. Hallberg, College of Pharmacy of University of Illinois, in his attempted compilation of one million prescriptions.

Dr. W. M. Barton, a delegate from Georgetown University Medical School, expressed the belief that, constituted as it is, the U.S.P. is neither desirable as a text-book for medical students nor useful as a book of reference for the medical practitioner. He favored the deletion of 65 per cent of the now official substances.

Prof. Joseph P. Remington, by letter, commended the efforts being made to adopt general principles for revising the U.S.P. He said that such action would prevent frittering away time in the convention in the discussion of minor details.

Dr. Henry G. Beyer, delegate to the U.S.P. Convention from the Bureau of Medicine and Surgery of the Navy Department, expressed the belief that the recommendations were self-evidently reasonable. He said that any departure from the old classical significance of the Pharmacopœia would amount to but one additional step into the therapeutic chaos in which we are already involved. Any deviation from the original ideal of the U.S.P., he believed, would result in the more or less complete surrender of future drug administration to irresponsible commercial agencies.

Dr. Reid Hunt, chairman of the U.S.P. committee of the American Medical Association, reported the consensus of opinions of professors of materia medica, therapeutics and pharmacology in the medical schools. As to the resolutions adopted, the majority were in favor of endorsing them.

Resolutions adopted at a joint meeting of the Detroit Association of Retail Druggists and the Wayne County (Mich.) Medical Society, forwarded by Leonard E. Seltzer, of Detroit, were read. They proved to cover essentially the same general principles as those adopted at this meeting.

Martin I. Wilbert, secretary of the branch, opined that the pharmacists appeared loath to part with their opinions, he having received less than 20 per cent of replies to his circular letters. The number of articles recommended for deletion was less than Dr. Reid reported. The vote on resolutions 3, 4 and 5 indicated non-compliance, but Mr. Wilbert thought this was due to misunderstanding of those questions.

DR. RUSBY FATHERS SUBSTITUTE RESOLUTIONS.

All Articles in the Medicinal Stock of a Pharmacist, Except Proprietaries, Should Appear in U.S.P.

The U.S.P. Convention resolutions adopted by the Washington Branch served as the principal subject of discussion at the April meeting of the New York Branch of the A.Ph.A., but the action taken in New York differed from the conclusions of the members of the Washington organization. Dr. Henry W. Rusby, dean of the New York College of Pharmacy, proposed the following as a substitute for numbers 1, 2 and 3 of the Washington resolutions, and adoption followed.

Substitute for Washington Resolution No. 1.

Whereas, The use in a prescription of an impure or adulterated drug or chemical is liable, through the resulting incompatibility, to destroy the physical, chemical or therapeutic properties of the mixture, and to involve the patient in danger; and

Whereas, It is the primary function of text-books, lecturers, periodicals and medical associations, and not of the Pharmacopoeia, to instruct the medical profession in therapeutics; and

Whereas, It has been the universal experience that the admission of an article into or its deletion from the Pharmacopoeia has had scarcely any appreciable influence in modifying the extent of its use; and

Whereas, The inclusion of articles not commonly used or the exclusion of those which are, would merely tend to create a false and unjustified belief concerning therapeutical practice; and

Whereas, The omission from the Pharmacopoeia of a commonly used medicinal drug imposes an unnecessary hardship and an unjust responsibility upon the pharmacist and involves the patient in danger; and

Whereas, Such omission confers no benefit whatever, other than satisfaction, upon the physician; therefore,

Resolved, That all articles commonly included in the medicinal stock of the pharmacist, and not of a proprietary nature, should be recognized in the Pharmacopoeia and definite standards and tests suitable for the use of the practicing pharmacist should be provided for them, in spite of the fact that their therapeutical properties may not commend them to the better informed practitioners of medicine.

Substitute for Washington Resolution No. 2.

Whereas, In the use of two drugs having essentially the same action, as aconite and veratrum, practitioners are likely to be divided in their preference; and

Whereas, In such cases the omission of one from the Pharmacopoeia will not materially decrease its use, but will deprive those who employ it of the benefits of the Pharmacopoeia in relation thereto; therefore,

Resolved, That in the case of such drugs, provided both are commonly used, both should be recognized in the Pharmacopoeia.

Substitute for Washington Resolution No. 3.

Whereas, In the case of drugs possessing active constituents which are claimed, whether correctly or incorrectly, to fully represent the therapeutic properties of such drugs, the omission from the Pharmacopoeia of the drug and its preparations would not appreciably lessen their employment, but would merely deprive those employing them of the benefits of pharmacopoeial protection; therefore,

Resolved, That if a drug or its preparations are in common use, they should be included in the Pharmacopoeia without regard to the fact that the active constituent of such drug is believed to fully represent its therapeutic properties.

The remaining resolutions adopted at Washington were disposed of by substitute resolutions as follows:

4. That substances which are in more extended use as foods

[illegible] as drugs be continued in official standing.

5. That whisky and other alcoholic liquors be continued in the list of pharmaceutical articles.

6. That the disposition of the list of reagents, solvents and the like be left to the revision committee.

7. That official composition be continued for different preparations of the same drug.

8 and 10. That the matter of fixed formulas for complex mixtures be left to the revision committee.

9. That formulas for extemporaneous preparations be retained.

11 and 12. Adopted as printed.

Additional resolutions adopted favored the introduction of a statement of maximum doses in the next revision of the Pharmacopœia, and the requirement that when any of these is exceeded by a prescriber he shall confirm his intention by some distinguishing mark; that powdered drugs be recognized in the next revision, that they be concisely described, certain of their elements being designated by italicization or otherwise identifying characteristics, and that the branch favors having some distinguishing mark or arrangement for the list of selected drugs compiled by the committee on the U.S.P. of the American Medical Association.

Dr. Hatcher, of A.M.A., Participates in Discussion.

The substitute resolutions created considerable discussion as each one was presented for adoption. R. A. Hatcher, M.D., member Council on Pharmacy and Chemistry of the American Medical Association, who was present, as he said, for his own interest rather than to represent any medical organization, suggested calendula as a drug which should be deleted from the U.S.P. Dr. Rusby, however, was of the opinion that if calendula entered into prescriptions in any section of the country, it should be included in the Pharmacopœia. Burdock, Dr. Rusby also thought, should remain in the U.S.P., since, although useless therapeutically, it is a good vehicle.

Dr. Joseph Weinstein, secretary of the New York State Board of Pharmacy, opposed the exclusion of proprietary articles in the coming revision. The best physical and chemical descriptions of such preparations, he said, should be included as a standard. Dr. Hatcher expressed it as his opinion that if a proprietary was the best preparation for the treatment of a disease it should be included in the Pharmacopœia. He gave as an example, atoxyl, which, he said, was the best of its class and should be official. Dr. Rusby strongly disagreed because proprietary formulas could be changed every day and it was impossible to standardize anything of which you didn't know the formula. Dr. Hatcher said that the formula of atoxyl was known.

Dr. Hatcher implored those present not to make the U.S.P. a hodge-podge of useless preparations. He said: "There is no beacon light in the U.S.P. The physicians have been asking for a selected list for a standard of excellence. We have been begging the physicians to limit themselves to the U.S.P. and N.F. Don't include a hodge-podge of useless formulas; the physician will be worse off than with his proprietaries. Give him a selected list or he will make his own selections. You can't standardize an enormous number of remedies in the U.S.P. For instance, the digitalis preparations in the U.S.P. have no real standard. Don't take in every single drug: every weed has its use." He was of the opinion that the Federal Government was perfectly capable of standardizing those drugs not included in the U.S.P. and said that, "no line of preparations is protected so well as the government protects the unofficial sera."

Federal Government Not Prepared for the Situation.

In reply, Dr. Rusby said that the Federal Government was incompetent to handle the situation and it was up to the U.S.P. Convention if a standard was to be maintained on those drugs which were used only in certain sections of the country. Furthermore, he considered the demand of the physicians for a limited number, say fifty, official preparations as an acknowledgement that it was impossible to educate them to use 300 drugs. Jacob Diner, at this juncture, complained that the demands of the medical profession were not uniform and that if the situation was to be left to the government it would mean government control, which is just what the pharmacists have been fighting shy of.

Thomas D. McElhenie thought that the U.S.P. should guide the ignorance of the little country cross roads as well as the college professor. He suggested that the American Medical Association select a list of preparations, each of which should be followed by a statement, "approved by the A.M.A."

The substitute resolution, relating to the continuance in the Pharmacopœia of such articles in use more as foods than drugs was passed with slight discussion, after Dr. Rusby called attention to the fact that olive oil and simple syrup came in this category.

The members voted to continue whisky and alcoholic liquors in the U.S.P., although Dr. Rusby advised them to exclude whisky, because at the present time it would be difficult to fix a standard. He styled the recent government whisky and benzoate of soda decisions as unintentional, open invitations to wholesale fraud. It was suggested, by Hugh Craig, that whisky be entered under a title characteristic of its chemical formation. Jacob Diner, however, did not think it dignified to cover up whisky, the alcohols, etc., under the names of ethers, etc., in order to cater to women's prohibition societies, if such liquors have medicinal value.

The discussion which almost attained the dignity of a debate included the presentation of a collection of miscellaneous opinions. Dr. Weinstein favored giving the physicians a variety of preparations in the U.S.P. and Otto Raubenheimer, president of the branch, thought that the pharmacists should not be curtailed too much. As to the fixed formulas for complex preparations, Jacob Diner thought they should be relegated to the N.F. which now occupies a different position than it formerly did. Dr. Rusby remarked that the N.F. must be published by the U.S.P. Convention in the future and said that he had made such recommendation in his presidential address to be delivered at the A.Ph.A. convention at Richmond. In comment on the U.S.P., Dr. Hatcher asserted that there should be but one standard for the book, that of excellence.

RECOMMENDATIONS BY KINGS COUNTY PH.S.

Strict Adherence to Action of Brussels Conference Among the Suggestions Made for Revisers.

At the April meeting of the Kings County Pharmaceutical Society, held at the Brooklyn College of Pharmacy, Otto Raubenheimer presented a number of recommendations regarding U.S.P. revision similar in purpose to those adopted at the meeting of the New York Branch. These resolutions provided for strict adherence to the resolutions relative to nomenclature and strength of potent drugs adopted at the International Conference at Brussels; that more attention be paid to the preservation and storing of chemicals, drugs, etc.; that the time limit in the U.S.P. for keeping drugs include additional drugs to be named at convention; that powdered drugs be considered with special reference to their chemical and microchemical description; that the atomic weights be based on oxygen as 16; that general type forms for the preparation of galenicals would save space in the U.S.P.; that a short physical description of galenicals be included in the Pharmacopœia; that chemical description and standard for quality, strength, etc., be also included; that more powdered extracts of potent drugs be added; that the alcoholic percentage of galenicals be given; that certain oils be used in galenicals; that a chapter on reagents used by physicians be introduced (for instance, as used in urinalysis); that a list of heroic medicaments, "poisonous" and "very poisonous," be adopted; that a table of maximum single and daily doses be given, such dose statements to be followed on prescription by an exclamation mark; that a list of synonyms and antidotes be included; that the members of the society disapprove of the physiological standardization of drugs and the deletion of brandy, whisky and wines, and that only practical, retail pharmacists be admitted to membership in the committee on galenicals at the U.S.P. Convention.

The recommendations were adopted with the exception of that relating to atomic weights, this being laid over.

Convention Not Open to Western Pennsylvania R.D.A.

The Western Pennsylvania Retail Druggists' Association has received a communication from Murray Galt Motter, M.D., secretary of the U.S.P. Convention, to the effect that such a change in the constitution and by-laws of the convention as would permit the admission of delegates from incorporated pharmaceutical societies similar to the Western Pennsylvania Druggists' R.D.A. would, in the opinion of the board of trustees, result in making the convention unwieldy. A motion to include such organizations was unanimously lost upon vote by the trustees.

In Germany They Elaborate Works of Art From Crude Drugs—Interesting Display.

Fig. 1—The Ape. Fig. 2—The Pilgrim. Fig. 3—Ballet Dancer. Fig. 4—Huckster Woman.

"Es bildet ein Talent sich in der Stille."

(A talent is developed in retirement.)

This well known expression of the poet (Goethe, Tasso, 1. 2) has been, in many ways, confirmed in the world of art, and artistic accomplishments sometimes may be found in circles where they are not suspected to be. So it is with the little exhibition of pictures on this page which was arranged in Berlin some time ago and whose authors belong to the mechanical trades or who live by the work of their hands.

Considered in another way, there may be also gained a sense of the beautiful to give serious and monotonous things of a scientific character artistic forms. The fine tablets on which Ernst Häckel has caught the words of the radiolarian world are an example of this combination of art and science. As a further example and one most certainly highly original we present to our readers on this page the representation of several figures which a student of pharmacy, Mr. S. Neustadt, of Stolpmunde, has formed exclusively from drugs. The artist, an excellent botanist and pharmacognosist, has principally used drugs which play a part in the practice of medicine, and by an artistic selection and combination of his ability in this direction has succeeded in making the figures here illustrated and, at the same time, showing a felicitous humor and a decided talent for respectable caricaturing. In regard to the work the chief of the young artists, Apothecary Simon, informs us that the illustrations are far from doing justice to the impression the originals themselves create. All colleagues who have seen the latter have not refrained from expressing their admiraton for them. The pharmacognostical analysis of the little works of art show the following constituents:

No. 1. The Ape.—The body: sassafras wood; the branch: rhatany root; arms and legs: Allerman's root (Bulb. victorialis longus); head: Cashew nut (Fruct. anacardiæ occident); eyes: fennel flower seed (Sem. Nigellæ); lips: saffron (crocus); hair of head and eyebrows: root fibers and root powder; nose: formed by boring holes.

No. 2. The Pilgrim.—Feet: Ceylon cardamom fruit; cloak: capsicum fruit; arms: Allerman's root; head: night blooming cereus flowers, reversed so that the cap forms a cone; mouth: saffron (crocus); eyes: fennel-flower seed; staff: ipecacuanha root.

No. 3. Ballet Dancer.—Arms and legs: white dittany root, in one piece; feet: Ceylon cardamom (fruit); coat: bitter apple fruit (colocynth), unpeeled and interior portion removed; breast: leaf basis of male fern and adorned with a wreath of buchu leaves; head: myrobalans (fruit); mouth: saffron (crocus); nose: ova formic; eyes: mustard seed and root fibers; hair: tamarind pulp kneaded and braided into one "pigtail."

No. 4. Huckster Woman.—Skirt: very much spotted, unpeeled colocynth fruit; bosom: made of same kind of fruit, but smoother; seat: storax; arms: Allerman's root; head: cashew nut; mouth: carved or cut out; nose: ova formic; eyes: mustard seed; hood: Alexandria senna leaves.

This new suggestion should arouse imitators. Just this kind of work is to be commended to students in pharmacognosy for it will show them that with the pursuit of this science many pleasant activities can be enjoyed.

**Pharmazeutische Zeitung.*

ERA COURSE IN PHARMACY.

Graduates, April, 1910.

Matriculation Number		*Examination Grade, P. Ct.*
5964.	L. M. Stover, Hartford, Ark.	98
5971.	John T. Petzold, Tarpon Springs, Fla....	95
6033.	John L. Hackenberger, Trenton, N. J....	95
6186.	William Middough, Long Beach, Cal.....	98
6255.	Joseph Cohen, Yonkers, N. Y.	92
6344.	Joseph W. Murray, Des Moines, Iowa.....	95

The above graduates will receive diplomas within a short time. A large and very handsomely engraved diploma, printed on artificial parchment, with the graduate's name engrossed, especially suited for framing, will be furnished to all those who request it for $2. Those who desire the latter should forward the necessary fee to THE PHARMACEUTICAL ERA.

Propaganda, N.F. and Other Subjects Discussed.

BOSTON, April 20.—The April meetings of the B.A.R.D. and the New England section of the A.Ph.A. were held on the same day this month. The former met at the Massachusetts College of Pharmacy, propaganda work being discussed, and reports made by the legislative committee on the status of bills now pending. Prof. Elie H. LaPierre delivered an address on making fluidextracts by repercolation. In the evening the members joined with the New England section at a dinner in the Hotel Plaza. Owing to a throat affection, President James F. Finneran yielded the chair to Professor O'Hare, of Providence, the vice-president. After dinner the section took up the first 25 articles in the National Formulary and discussed them. The discussion was very general, nearly all present participating.

Massachusetts Pharmacists to Meet at Seashore.

BOSTON, April 20.—The annual meeting of the Massachusetts State Ph.A. will be held again this year at the New Ocean House, Swampscott, the dates being June 21-24.

? QUESTION BOX ?

THE OBJECT of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties etc. Requests for information are not answered by mail and ANONYMOUS COMMUNICATIONS WILL RECEIVE NO ATTENTION, neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of The Era, copies of which, if not out of print, may be obtained for 25 cents each.

Tannin Iron Ink.

(R. L. D.)—A gallic acid-iron ink becomes more slowly black than an ink made with tannic acid alone, and we are inclined to believe that your difficulty arises from the omission of gallic acid from the formula. As you give us no definite formula on which to base any experimenting, the best we can do is to give the following formulas which have been recommended for producing satisfactory tannin inks:

(1)

Tannin	3 ounces.
Water	3 ounces.
Solution of ferric chloride (10 per cent)	7 ounces.
Hydrochloric acid	2½ drams.

Heat in a large glass flask or bottle on a water-bath for five or six hours, then add

Hot water, to make	40 ounces.

Continue the heat for an hour longer, then set the ink aside for a fortnight in a cool place and filter. To the filtrate add a mixture of

Phenol blue 3F	2 drams.
Carbolic acid	40 grains.
Sugar	2½ drams.
Water, to make	60 ounces.

Dissolved by the aid of heat. Allow the ink to stand for a week in a cool, dark place before decanting.

(2)

Tannin	7½ ounces.
Gallic acid	2½ ounces.
Distilled water	90 ounces.
Sulphuric acid	3 drams.

Dissolve and add

Ferrous sulphate	10 ounces.

Boil gently in an enameled vessel for half an hour, then set aside for two days and strain, making up to 100 ounces if necessary. This is to be diluted (1 to 4) and colored as required.

In the first formula the conversion of the tannin into gallic acid is effected by heating with hydrochloric acid, and thus the ink becomes less prone to change than when made in the cold, and without preliminary hydrolysis. An excess of sulphuric acid, as found in many inks, tends, it is said, to delay the darkening of writing and also corrodes the pens, but up to a certain point its use is advantageous. We suggest you try a little experimenting along the line we have indicated.

Milk Chocolate.

(F. P.)—The term "milk chocolate" is rather elastic, being both employed to designate a soda fountain beverage and a confection. As you do not inform us specifically of your wants we can do no better than to publish a formula for both, the first being for the fountain syrup known as

MILK CHOCOLATE

Selected cocoa, 8 ounces; sugar, 5 pounds; milk, 3 pints; water, 2 pints; vanilla extract, 1 ounce. Pour the water into a kettle and add while cold the cocoa, thoroughly mixing. Place over a fire and bring to a boil, continuing the boiling [illegible] and the milk which has been previously brought to the boiling point. Again boil the mixture for five [illegible] from the fire and add the sugar. When [illegible] the vanilla extract and strain. This makes a very smooth and rich chocolate which is particularly recommended as a flavor for ice cream soda. In boiling the milk care should be taken to prevent its scorching.

MILK CHOCOLATE (A CONFECTION).

Crystal A sugar, 20 pounds; glucose, 1 pound; water, 5 pints; condensed milk, 1 quart; vanilla extract, 1 ounce; chocolate coating, 10 pounds.

Put the sugar, glucose and water into a copper pan over the fire and stir until the sugar is thoroughly dissolved; then wash down the sides of the pan, place a wooden cover on it, and leave to steam for five minutes. Now remove the cover and gradually add the condensed milk, stirring lightly at the same time, and cook to 238°. Pour out on a clean marble slab and leave till cool, then turn to a cream and leave to mellow. Knead the cream, place it in a steam bath, add the vanilla extract and stir until thin, then drop into impressions in trays of starch. When cool, remove the starch and dust well. Have the chocolate coating melted and turned out on a marble slab and cover the creams with the coating. Put in a cool place until ready for use.

Greaseless Massage Creams.

(C. M. R. and E. H. R.)—Here are several representative formulas:

(1)

Casein	3 ounces.
Boric acid	5 drams.
Cacao butter	2½ drams.
Carmine solution,	
Perfume, of each	q. s.

The casein is prepared by the magnesium sulphate and alum method, and is employed in the moist condition. The carmine solution, perfume and boric acid are incorporated and then the melted cacao butter.

(2)

Stearic acid	4 ounces.
Glycerin	4 ounces.
Water	16 ounces.
Potassium carbonate	1 dram.
Boric acid	½ ounce.
Casein, soluble	1 ounce.
Powdered tragacanth	15 grains.
China clay	3 ounces.
Carmine solution	q. s.
Perfume	q. s.

(3)

Stearic acid	3 ounces.
Sodium carbonate	2½ drams.
Anhydrous wool-fat	4 drams.
Glycerin	3 ounces.
Borax	1 dram.
Solution of hydrogen peroxide	4 drams.
Water	16 ounces.
Perfume	q. s.

The solution of hydrogen peroxide is added when the mass is setting.

We cannot give the formula for the proprietary article.

A Number of Queries.

(J. M. W.)—Carborundum is manufactured by a patented process by the Carborundum Co., Niagara Falls, N. Y. The process consists in fusing in the intense heat of the electric furnace a mixture of granulated coke, very pure glass sand, and sawdust. The two materials first mentioned are the purest obtainable. The coke is the carbonaceous residue from the distillation of petroleum; the sand used is the purest glass sand. The sawdust is added entirely for mechanical purposes, namely, to make the mixture porous and thus to avoid explosions of carbon monoxide produced during the course of the reaction. The fundamental reaction takes place between the sand (silica) and the coke (carbon), resulting in the production of a carbide of silicon or carborundum. The product is used as a general abrasive.

"What is the chemical formula of pearls?" Pearls are composed of membrane and carbonate of calcium, or, in other words, of substances similar to blackboard and chalk, in alternate layers. The production of pearls, as explained in the encyclopedias, is as follows: When any foreign body gains a permanent lodgment within the shell of any of the molluscs which are lined with the pearly matter or nacre, the pearly secre-

tion of the animal, instead of being spread in layers on the inside of its habitation, is accumulated around the offending particles in concentric films of extreme tenuity, and more or less spherical, forming a pearl.

The so-called "artificial pearls" are made by blowing very thin beads or bulbs of glass, and pouring into them a mixture of ammonia water and the white matter from the scales of various species of fish. This solution is injected into the glass beads, so as to thinly coat them on the inside, when white wax is poured in to fill the cavity. Sometimes mucilage of acacia is employed instead of wax on the ground that it is more translucent, gives greater weight, and is not liable to melt with the heat of the wearer's body—a defect to which those filled with wax are very liable. Some artificial pearls are also produced by applying a coating of pearly matter on the outside.

Mother of pearl is derived from various sea shells, etc. The structure of the pearl shell admits of it being split up into laminæ, and it can then be used for the handles of knives, inlaying, the manufacture of buttons and the like. Artificial mother-of-pearl buttons are usually made of horn and then treated with a chemical mixture to simulate the appearance of true mother-of-pearl.

The following are represenative chemical journals: *Journal of the American Chemical Society, Journal of Industrial and Engineering Chemistry,* and *Chemical Abstracts,* all three published by the American Chemical Society, Easton, Pa.; *American Chemical Journal,* published by Johns Hopkins University, Baltimore, Md.; *Journal of Physical Chemistry,* Ithaca, N. Y.; *Electrochemical and Metallurgical Industry,* New York. Foreign chemical journals in English are the *Journal of the Chemical Society, Journal of the Society of Chemical Industry* and *Chemical News,* all published in London.

For information relating to mineral specimens address Ward's Natural Science Establishment, 76 College avenue, Rochester, N. Y.

Photographs on Watch Dials.

(F. E. M.)—For the production of photographic pictures on watch dials, the following method of procedure is taken from the Scientific American Cyclopedia of Receipts:

Beat the white of an egg, with addition of a little ammonia, to a white foam; add 300 cc. of water and beat again. After the egg has settled, filter and let the liquid run over the dial, which has previously been thoroughly cleaned with ammonia. After the surplus has run off, coat once more and allow to dry. The sensitive collodion is now produced as follows: Dissolve 0.6 gram chloride of zinc in 20 cc. of alcohol; add 0.5 gram collodion cotton and 26 cc. of ether, and shake the whole forcibly. Then dissolve 1.5 grams of nitrate of silver in hot water, add 6 cc. of alcohol, and keep the whole in solution by heating. The silver solution is now added in small quantities at a time to the collodion, which must have well settled. This, of course, is done in the dark room.

After 24 hours the emulsion is filtered by passing it through cotton moistened with alcohol. This durable collodion emulsion is now flowed in the usual way thinly upon the prepared watch dial, which, after the collodion has coagulated, is moved up and down in distilled water until the fatty stripes have disappeared. The water is then changed once, and the dial is, after a short immersion, left to dry upon blotting paper. It is now ready for exposure. Expose under the original magnesium light and develop with a citrate oxalate developer, or in the following hydroquinone developer:

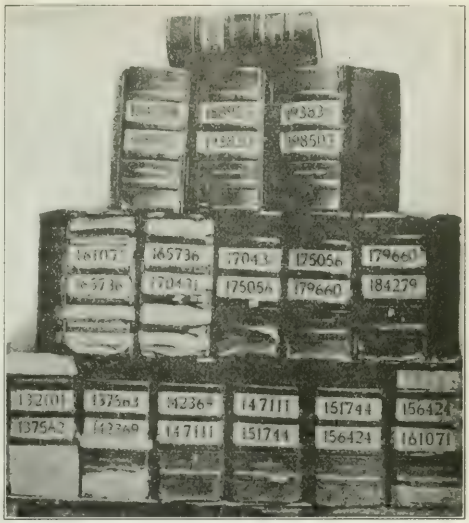
Hydroquinone	4 grams.
Potassium bromide	25 grams.
Sodium sulphite	48 grams.
Sodium carbonate	10 grams.
Water	450 cc.

After fixing and drying, coat with transparent positive varnish.

In place of the developing process, the printing out process with chloride of silver collodion can also be applied, with the advantage that the pictures can be toned. The collodion for this process is made in the following way:

Dissolve 8 grams collodion cotton in 100 cc. of ether and 100 cc. of alcohol; add 0.3 gram of chloride of strontium, and then 0.2 gram of chloride of lithium, which has previously been dissolved in 2 cc. of hot water. To this solution add also 1 gram citric acid which has been dissolved in alcohol slightly heated. The solution is left standing for 24 hours, and is then filtered through cotton. The prepared dial is then coated in the ordinary way with this emulsion, and printed, after which it is toned as usual.

Good Record of New England Store.



An exceedingly effective advertisement recently printed by Walsh & Cummings, of Manchester, N. H., covered five newspaper columns and had for a feature an illustration, of which the above is a reduced fac simile, with the following text, attractively displayed and filling the remainder of the space:

This **picture** and these **numbers** tell a story. It is a story of **public confidence.**

The photograph represents the 15 prescription books which have been **filled** since August 15, 1904, at the pharmacy of Walsh & Cummings, Manchester, N. H. They contain 65,489 original prescriptions. Our predecessor, the late Z. Foster Campbell, who had been on this corner for over a quarter of a century, turned over to us books containing 133,882 originals.

The number,

13,928

represents the original prescriptions filled by the **Walsh & Cummings pharmacy in the year 1909.**

There is little more to be said, except that this is the **largest number of prescriptions ever filled in a single year by a single drug store north of Boston in New England.** We don't want to claim too much, but we believe it has been excelled by but one or two pharmacies in Boston.

And what does this mean?

It means that ours is **THE** prescription drug store not only of Manchester but of New Hampshire. It means that **this drug store has the confidence of physicians, nurses and the general public.**

We are proud of this confidence. We shall keep right on endeavoring to deserve it.

Mange Remedy for Dogs.

(J. H. J.)—We cannot give the formula for the proprietary article and we do not recall any analysis that has been "recently published." However, if you want a good formula, try the following, which was contributed to the Era some years ago by Anthony Ertel, of Hempstead, L. I.:

Whale oil	2 parts.
Oil of tar	1 part.
Flowers of sulphur	1 part.

This is to be thoroughly mixed and applied to the parts affected, and allowed to remain for about 24 hours, when the dog should be washed and a fresh supply applied. Usually two or three applications will effect a cure. This remedy contains no poison, and cannot injure the dog should he lick it off.

CORRESPONDENCE

A Request From the A.Ph.A. President.

Editor The Pharmaceutical Era:

Will you be kind enough to publish in the next number of your respective journals, a request that all members attending the forthcoming meeting of the American Pharmaceutical Association at Richmond, will bring with them fresh or living specimens of medicinal plants growing in their vicinity. It is desired to have as large and complete exhibit of North American medicinal plants as is possible. The fact that the plants are not in bloom or in leaf should not prevent their being brought. A number of specimens of the same plant representing different sections of the country, collected at the same time, would in itself be highly educational as showing the different degrees of development in the different sections. The best way to bring these plants and have them keep well is to place them in air-tight tin cans or boxes, without any added moisture. In this way, they will keep perfect for a week or ten days, but they should, of course, be collected as at late a date preceding departure for the meeting as possible. It is quite likely that many persons who are not able to attend will be able to send such specimens by mail or express, addressing them to me at the association headquarters and having them arrive there on Saturday, April 30. Thanking you for your kind assistance in these matters, very truly, yours,

New York, April 2, 1910. H. H. RUSBY, M.D.

Would Stop Talk of N.A.R.D. and A.D.S. Compact.

Editor The Pharmaceutical Era:

Praise and criticism of N.A.R.D. in your columns last two years appears to show much in favor of criticism. The N.A.R.D. makes mistakes, so does the ERA. "To err is human," and so far as we can see both managements are human. I do not believe it can be shown where N.A.R.D. has made the same mistake twice.

Several drug journals, jobbers and manufacturers would have us believe N.A.R.D. did nearly everything wrong. Some journals use as a club the claim that N.A.R.D. and A.D.S. are one, or nearly so. Manufacturing 80 specialties, I am not and never have been as enthusiastic over A.D.S. preparations as many are. I am a member of A.D.S. and N.A.R.D. and not ashamed of it. I read six drug journals, attend N.A.R.D. conventions, where I am a good listener with my eyes open, if nothing more, and yet at the last convention, when the N.A.R.D. and A.D.S. are accused of practically having united, I failed to see just grounds for such complaint. I have always been opposed to any move in that direction as well as most N.A.R.D. members have been, yet I favored Charlie Hubn for president of the N.A.R.D. regardless of his being president of the A.D.S. He was an N.A.R.D. favorite and hard worker before the A.D.S. was born, and is hustler enough, square enough and big enough to serve his station in both in such a way that he can look any man in the face. The N.A.R.D. is not guilty, but will be injured, until persons swinging this club are shown up and their motives made clear. A.D.S. will not be injured. It has been said that a large majority of members of each fraternal order, Free Masons and Odd Fellows belong to the other—most of these men would be both Masons and Odd Fellows, but it cannot be said they are as one. Many of these things are easily understood even by us half-intelligent retailers when we bring together the arguments of some of the manufacturers, jobbers and journals. I say some. If N.A.R.D. and retailers generally do so many things wrong, and do not run our businesses and organization right, please tell us how. What would you do in our place?

Oak Harbor, O., March 21. L. Z. LANTZ, Ph.G..

[Our esteemed correspondent is mistaken in saying that criticism of the N.A.R.D. has been greater in these columns than praise, for there has been little of either. The ERA has printed the news, fairly and impartially. It would be unfriendliness to print only the good news and omit the unpleasant, but no doubt some of our readers would prefer to be in the position of the ostrich, with head buried in the sand and body protruding as a target for the enemy. Nor is it fair to fall into the error of mistaking a plain record of actual events for either praise or criticism.—ED.]

SCIENTIFIC SECTION ENDS SUCCESSFUL YEAR.

W A. Pearson Chosen President by Philadelphia Members of Adjunct of the American Ph.A. Branch.

PHILADELPHIA, April 20.—The rather mysterious subject "Enzymes" was discussed from various standpoints at the March meeting of the Scientific Section of the Philadelphia Branch of the A.Ph.A. It was held at the Philadelphia College of Pharmacy and was largely attended.

Dr. Henry Leffman presented a paper entitled "What Enzymes are Chemically." Joseph W. England, who has given the subject much study, told how ferments act physiologically. L. H. Bernegau, who has recently done some very interesting experimental work on the inhibitory action of mechanical agitation, made a preliminary report, and Dr. Arthur C. Morgan discussed "The Therapeutic Uses of Enzymes."

The meeting marked the close of the first year in the history of the section, which was first organized among the chemist members of the American Pharmaceutical Association. The year was a most auspicious one and the coming year promises to be even more so. The election of officers resulted in a choice of W. A. Pearson for chairman and Dr. Clement C. Brinton for secretary. During last year, Chairman Pearson was the efficient secretary of the section. He is identified with the laboratories of the Smith, Kline & French Co., and for several years has been prominently identified with movements pertaining to chemistry and its progress throughout the country. Dr. Brinton is in charge of the laboratory of the Federal Department of Agriculture in this city and, like Mr. Pearson, is known for his able writings and addresses upon scientific subjects.

N. Y. BRANCH TO MEET JOINTLY WITH DOCTORS.

Ewen McIntyre Is Recommended as Honorary President of Parent Body, to be Elected at Richmond.

At the April meeting of the New York Branch of the American Pharmaceutical Association, held at the New York College of Pharmacy, Thomas P. Cook reported that the Coudrey U.S.P. Bill had been laid away, "we hope for ever."

It was unanimously voted that a page of the proceedings be reserved as a memorial to Philip C. Candidus, the recently deceased honorary president of the A.Ph.A. Mr. Cook, who knew Mr. Candidus for many years, said that he had always had the greatest respect for him, and on Mr. Roehrig's suggestion the secretary was instructed to send a letter of condolence to the deceased's family.

A recommendation that Ewen McIntyre be made an honorary president of the A.Ph.A. at the coming annual meeting met with much applause.

Hiland Flowers, who was to have read a paper on "Enamel Ware," gave way in order that the U.S.P. resolutions, printed on page 457 might be discussed.

George H. Hitchcock announced that the next meeting of the branch would undoubtedly be held jointly with the New York County Medical Society, the date of which occasion was changed to May 23 because of the A.Ph.A. annual meeting and U.S.P. Convention, which occur just previously.

Chemists Honor Prof. Chandler at Banquet.

The banquet tendered to Prof. Charles F. Chandler April 30 by the Chemists' Club, Society of Chemical Industry, American Chemical Society, American Electrochemical Society, American Institute of Chemical Engineers and Verein Deutscher Chemiker, occurred after this issue of the ERA went to press. It was planned to present Professor Chandler with a bronze bust of himself in heroic size, executed by the famous sculptor, J. Scott Hartley. A replica of the bust is to be presented to Mrs. Chandler. As another testimonial to Professor Chandler, the Chandler Testimonial Fund for the purpose of purchasing books for the library of the Chemists' Club has been created. Professor Chandler has taken a special interest in the library.

Annual Banquet of Chi Chapter.

CHICAGO, April 20.—Chi Chapter, Kappa Psi Fraternity, located at the University of Illinois School of Pharmacy, held its annual banquet and installation April 9. About 60 of the members were present. J. Bryce Carpenter, past-regent; T. A. Nooner, newly installed vice-regent; Prof. C. M. Snow, for the faculty; Herbert E. Kraft, Clemence Zimmerman and H. August Langenhan were the speakers.

More Comments on Dr. Stewart's Ideal of the Future of Pharmacy.

Paper on Page 133 of February Era Causes Continued Discussion, the Trend Being Against Uniting Functions of Pharmacist and Physician in One Man.

WOULDN'T HAVE PHARMACISTS BE PHYSICIANS.

Present Examples of Doctor-Druggist Not Favorable to Dr Stewart's Plan for Pharmacy's Future.

By Prof. H. V. Arny, Ph.D., dean of Cleveland College of Pharmacy, member N.F. committee of A.Ph.A., Cleveland:

While the proposition to make pharmacy a specialty of medicine, like surgery, ophthalmology, etc., at first blush seems most reasonable and feasible; the more I have thought on the subject since first suggested to me years ago, the less it appealed to me, since I am radical enough to believe that the less the pharmacist knows about the practice of medicine, the better it will be for the professional side of his calling.

To my mind, the pharmacist should be a maker, tester and dispenser of medicines and not a prescriber of them, and that all he should know of therapeutics should be safe dosage and sane combinations. The pharmacist should be a specialist in chemistry and botany (the latter term including, of course, microscopy), and his functions should be not even to tell the doctor what to prescribe but to stand ready to prepare in the most skillful manner possible the combinations that the physician desires. I hope to see the day when on the physician's prescription will appear only the dose of each medicine desired, the number of doses and the form to be administered (pills, powders or liquid); the vehicle and flavor (if needed) being left to the dispenser.

The suggestion that the medical training be taken in order that the individual pharmacist may prescribe and dispense brings up at least two answers: In the first place, the two callings—medicine and pharmacy—if properly conducted, are so big that each will take the undivided attention of one man. Let us stop and think of those doctor-druggists who occur to us and figure out whether they—as an average—are a credit to either profession. There are, of course, some exceptions, nor does the class above intended include those former druggists now physicians, who possibly conduct their old drug stores under charge of a competent pharmacist. The kind I have in mind are a few men who run a drug store, have an "office" in the back room, make no calls, but prescribe over the counter, and are usually not one whit better than the average counter-prescribing druggist, without the M.D. degree. How the future will bring about the professional improvement in this class, outlined by Dr. Stewart, is more than I can see.

In the second place, as I read Dr. Stewart's paper, I cannot see that his plan contemplates anything other than the modern dispensing physician plus possibly the ability to prepare his own medicines instead of buying them of the manufacturer. Nor can I see that the average dispensing physician presents to pharmacy a professional example worthy of emulation.

What then is the professional future of pharmacy? Agitation along the ethical lines; appreciation of the fact by the pharmacist, the physician and the public; that the commonwealth in entrusting to the pharmacist the sole right to handle poisons, narcotic drugs and alcoholic liquors (in "dry" sections) gives him a responsibility that means the weal or the woe of the community. Every citizen should see that his right is so limited by more stringent requirements both educational and professional, that the few in each community who win the privilege can be enabled to make a living out of the professional side of pharmacy.

To be definite, in a city of a half million, 250 drug stores cannot possibly exist on professional pharmacy, but such a city could support one-tenth (or possibly one-fifth) that number of pharmacists who are highly equipped—morally and professionally. Let us work to entrust the dispensing of poisons and habit-forming drugs to such high grade men, and let us do this by the gradual raising of pharmaceutical standards, in education, preliminary and technical, and in board of pharmacy examinations. Of course, such change must come gradually, but on the other hand, it might be said that such change is now occurring, for it is clear that—at least east of the Mississippi—the slight annual increase in the number of pharmacists is far below the increase in population.

The day is approaching when there will be two classes of druggists in this country like the Drogen-Händler and the Apotheker of Germany, and that without resorting to the artifice of concessions in vogue in that country. Under the new order, the American drug handler can run chicken sandwich parlors, smoke shops or patent medicine bazaars to his heart's content, but the dispensing of prescriptions, of poisons and of narcotic drugs will be limited to those who show sufficient educational ability and professional interest to be worthy of the tremendous responsibility entrusted to them by the State.

FAVORS UNITY OF PHARMACY AND MEDICINE.

Dean Stanislaus Believes That the Two Professions Ought Never to Have Been Separated.

By I. V. Stanley Stanislaus, Ph.G., M.Sc., Phar.D., dean of the Medico-Chirurgical College of Philadelphia College of Pharmacy:

In regard to Dr. Stewart's paper, I would say that my opinion on this matter is, of course, very decidedly in one direction, which is this: I think it was a great error to have separated the practice of pharmacy from that of medicine in the first place. Second, whether Dr. Stewart's conclusions are final or not, the practice of pharmacy at the present time is in such a condition that something positive and decisive must be done in order to save it from entire commercialization and to prevent the ultimate result, i. e., the pharmacists being only venders and distributers of manufacturing houses. I think pharmacists equipped as advocated by Dr. Stewart would certainly stand a much better show for a realization of the altruistic ideals, the attainment of scientific and social position and the general good of humanity. I also consider that the pharmaceutic press should do all it can in the plan for just such a reorganization which will be for the best interests of the profession.

Much can be said on this subject and I hope much will be said in the very near future, for whatever can be advocated by those who believe that price protection is the final issue of the pharmacists and their only salvation, I will say to the contrary that if the pharmacists will not take the matter in hand and improve their professional attainments and social position, others will step in and do it for them—perhaps not to the pharmacists' best satisfaction.

I am certainly anxious to hear what the brethren have to say on this subject and hope there will be a liberal interchange of opinions, for in such manner only can we learn what the views and desires of the greatest number of pharmacists are.

TREND OF PROGRESS TOWARD SPECIALIZATION.

Dispensing by the Physician-Pharmacist, Like That by Physicians, Would be Liable to Grave Abuses.

By Prof. W. B. Day, Secretary Illinois State Pharmaceutical Association, Secretary Chicago Branch A.Ph.A. and Actuary of University of Illinois School of Pharmacy (Chicago College of Pharmacy):

I certainly do not agree with Dr. Stewart in his conclusions "that pharmacists should study medicine, obtain a license to practice, and then take advantage of their close contact with the people to educate them on the subject of medicine, etc." In my opinion it would be a decided step backward if pharmacists as a class were to accept his advice and qualify to practice medicine. The whole trend of modern progress is toward specialization. Surely there is need for the competent and conscientious pharmacist who will stand between the physician and his patient, serving them both with skill and integrity. Dispensing by physicians is open to grave abuse which an intelligent public will ultimately discern. Dispensing by the physician-pharmacist would be no less objectionable.

That the changes which pharmacy is now undergoing will eventually bring about closer relations between the pharmaceutical and the medical professions seems probable and is much to be desired. Very properly, the schools of pharmacy

are devoting greater attention to pharmacology, but this by no means indicates a desire or effort toward fitting their students for any such dual capacity as suggested.

FAVORS SPECIALIZATION—HIGHER EDUCATION.

Mr. Ladish Believes Pharmacists Should Pursue the Present Course in Which Progress is Being Made.

By F. H. Ladish, of Chicago, Ill., member executive committee National Association of Retail Druggists:

Dr. Stewart has created a great fund to work upon and his paper shows thorough and careful thought. His plan seems to me to be rather reactionary, however. It occupies premises of revolution rather than evolution. The evolution is toward specialization. The physicians' ranks contain many more specialists than formerly. In fact, the general practitioner is becoming fewer in numbers daily. The field is so great that it requires division of work to get the best results. The practice of pharmacy is in a similar position. I know of no pharmacist who is buying up old bathtubs to make zinc sulphate or bent and useless nails to make iron preparations. I'm not discounting universal information and education.

Let us pursue the course that we are now making progress on, namely, higher qualifications and higher education. Due to specializing we have finer chemicals, purer drugs and better galenicals than we had years ago. All around us we can see unmistakable signs of the physician asking the pharmacist to perform duties that were formerly done by the physician himself. Let us strive toward that end and make a specialty of being a real helpmeet to the practice of medicine. This is the direction in which we are now traveling and courage and, above all, honesty will win for us that which we are entitled to, but not until we qualify. *Vox populi, vox Dei.*

DIVORCE STOREKEEPING AND PHARMACY.

Years of Professional Study and Experience Are Not Needed to Qualify Any One for the Former.

By J. Leon Lascoff, prescription pharmacist, New York:

The very interesting article by Dr. F. E. Stewart, of Philadelphia, which appeared in the February number of THE PHARMACEUTICAL ERA entitled, "Shall We Have a Profession of Pharmacy?" has paved the way for a good deal of discussion. As I am particularly interested in views similar to those held by my esteemed colleague, I venture to make the following suggestions:

As a retail pharmacist in New York City with an active business, I can take but one view and that is, if we wish to reach the high standard of professional pharmacology in a more practical and less theoretical manner, many reforms must be instituted, not by educating the druggist in the healing art of "diagnosis and therapeutics," but by—

1. Raising the standard by admission to pharmacological schools.

2. By a better pharmacological equipment in the *schools of medicine.*

3. By separating the laboratory and dispensing department from the general store; and, lastly—

4. By converting the general store into an ideal drug and chemical establishment, as is practiced in foreign countries today.

By a careful review of the foregoing "Reformed Rules," we find that:

1. The average student who enters our schools of pharmacy is not sufficiently educated in the preliminary branches of science to enable him to take up the subjects in a manner to meet the views of Dr. Stewart.

2. The schools of medicine do not educate their students sufficiently in pharmacology other than what is found in ma-

3. A subject upon which I have dwelt at great length before the A.Ph.A. in a paper entitled, "The Professional and Com- Pharmacist" which appeared in THE PHARMACEUTICAL ERA [illegible] 29, 1908, page 5500 and which I may say [illegible]. The true pharmacist does not need a store to carry out the high ideals of pharmacology. He has [illegible] prescriptions and manufacture standard [illegible] without storekeeping. But unfortunately he is compelled to [illegible] a living and therefore depends upon the sale of various articles of merchandise to pay his expenses. There is not another profession existing in which the practitioner has a shop wherein to practice his art. Therefore we must keep our scientific department as far remote from the general store as possible.

4. Years of experience, study and research are not requisites of the common storekeeper, such as soda water dispenser, cigar saleman, candy distributer, post card vender or stationery dealer. These are the drawbacks to the higher altruistic ideals of pharmacology.

The pharmacist need not be a doctor no more than does the trained nurse. He is well able to serve the needs of humanity by adhering strictly to the technique of the *art*, close appliance of the knowledge obtained by him through study and experience, conscientious dispensing and disregarding of all nostrum panaceas and "cure alls," in which there is no profit to him and no benefit to the purchaser. By so doing he will find sufficient remuneration for his labor.

At best the average individual pharmacist is not able to compete with the department and cut-rate drug stores in the sale of proprietary and patent medicines and sundries. Therefore the elimination of these articles from the drug store would be of great advantage to the pharmacist and inspire the confidence of the public as to the pharmacist's ability in dispensing and selling standard preparations recognized by the U.S.P. and N.F., thereby raising the standard of the American pharmacists to the level of their colleagues in foreign countries, where a pharmacist is a professional man and a druggist is a tradesman.

In spite of the fact that the distinction just mentioned has been made in this city by several ethical pharmacists without success, yet I believe that with the united efforts of all of our professional brethren it would be possible to carry out the idea. Then the way would be paved for a realization of the high ideals of our esteemed Dr. Stewart, but without the remedy which he suggests, of educating the pharmacist in the art of medicine.

It is very true, as Dr. Stewart states, that the statistics show a large percentage of pharmacists studying medicine in our various schools, but has the doctor noted the ultimate outcome? I am afraid he has not. In New York City all pharmacists, who have obtained the degree of M.D. have deserted their pharmacies and become practitioners in various branches of medicine and surgery, a result that is a most natural one.

Why be a storekeeper with the degree of Ph.G. and M.D. and confine himself to his store from early morning till late at night, handing out medical advice for the price of a prescription and educate the public for the sake of humanity? Is this human nature? I dare say, in a few instances we may find the ideal physician-pharmacist, but to make this a general rule would seem almost a human impossibility.

Besides, far from bringing the two professions together by making physician-druggists, we are widening the breach. The M.D. depends for his living upon giving advice and prescribing, the pharmacist lives by dispensing. As soon as you make the druggist interfere with the physician, by advising the public on subjects appertaining to diagnosis and therapeutics, you will deprive the practicing physician from making a living, and thereby you will create a rupture in the relations and encourage the physicians to self-dispensing, which privilege is given to them by every right, with results that can only prove disastrous to both professions and incidentally to humanity in general.

The physicians is the better judge of diagnosis and therapeutics, the pharmacist is better qualified in the uses of his own individual art. The fault does not lie in the lack of sufficient therapeutic knowledge on the part of the pharmacist, but rather is to be attributed to a deficient professional spirit.

We are all professional pharmacologists outside of business hours; storekeepers and nostrum venders during business hours—there lies the fault.

In conclusion I would say that the wide field, opened for us by the most brilliant article as submitted by Dr. Stewart, should encourage all pharmacists to join in the united efforts for a much needed reform in our pharmacological profession.

Professional Proposals for Feminine Partners.

The Doctor—May I attend you in health as in sickness?

The Lawyer—May I argue all your cases for you alone with you?

The Politician—I sincerely desire your personal indorsement of my campaign for your hand.—*Judge.*

THE QUIZ MASTER

A MONTHLY SERIES OF PRACTICAL AND EDUCATIONAL QUESTIONS FOR DRUG CLERKS AND STUDENTS, WITH THREE CASH PRIZES EACH MONTH FOR THE MOST CORRECT ANSWERS.

THREE PRIZES of $5.00, $3.00 and $2.00 respectively, will be paid each month to the three persons submitting the largest number of correct answers to each monthly series of questions. In the event of a tie for any one of the prizes offered, such prize will be equally divided among the successful contestants. This competition is open to all who may desire to compete.

ANSWER BY NUMBERS and write your answers upon letter size paper (8x10 in.), one side only, with your Name and Address at the top of each sheet. Also number your sheets.

ALL ANSWERS for each month's series of questions must be sent at one time, and must be with us not later than the 15th of the following month.

CORRECT ANSWERS to each series of questions and the names of the three contestants who have been awarded the prizes will be published in the Era, after the close of the respective contests.

WE INVITE our readers to send us their questions for publication in this department, particularly questions related to the practical work of drug clerks.

ALL COMMUNICATIONS relating to this department should be kept separate from other correspondence, and addressed to

The Quiz Master

Care of Pharmaceutical Era 82 Fulton St., New York

QUESTIONS, MAY SERIES, 1910.

1—For what are moth balls chiefly used?

2—What is a microscope?

3—In the botanical name Papaver somniferum, which is the generic and which the specific name?

4—What are bacteria?

5—Why must heat be used with caution in the expression of castor oil from the seeds?

6—From what substances is magnesium sulphate chiefly obtained?

7—What is (a) emery; (b) butter of antimony; (c) galena; (d) king's yellow?

8—How many 15 minim doses are contained in 60 cc. of tincture of digitalis? Show work?

9—What incompatibility exists between many fluidextracts and carbonates?

10—How do you account for the deep red color of Basham's mixture, since none of the ingredients used in preparing it has this color?

11—What iodides are insoluble or almost insoluble in water?

12—What is meant by the term "breaking with a conchoidal fracture"?

13—In what four pharmacopœial definitions is the term "conchoidal" employed to describe the character of the fracture of a drug?

14—How may benzoic acid be obtained from benzoin?

15—How would you define ductility of metals?

16—What are four ductile metals?

17—How would you lessen bumping in a liquid?

18—What are the English equivalents for the following Latin contractions: (a) adst. febre; (b) div.; (c) hor. somn.; (d) sum.?

19—What is the difference in the appearance of the upper and under surfaces of cypripedium?

20—How would you prepare pills in which mercury is the only medicinal ingredient, and the choice of excipient is left to the judgment of the pharmacist?

Has Had Experience in Several States.

FRED V. ALTER,
San Antonio, Texas.

Fred. V. Alter, who has been awarded a first, second and third prize in three contests, respectively, of the Quiz Master's Department, is a pharmacist whose experience has been obtained in drug stores in several States. He received his early training in pharmacy in Grand Rapids, Wis., in the store of Johnson, Hill & Co., where he remained for five years. He then went to New Orleans, La., and soon thereafter accepted a position in Texas, clerking in drug stores in Houston, San Antonio and Waco.

Mr. Alter was married in 1907, and moved from Texas to Riverside, Cal., where he was also employed for about a year as a pharmacist. He decided he would like to see the great Northwest part of the United States, and accordingly traveled up the Pacific Coast by steamer to the State of Washington, locating in Tacoma, where he served as head clerk in several downtown drug stores. Last October he returned to San Antonio, Texas, where he opened the Alter Pharmacy. He has passed several board of pharmacy examinations, and before the Louisiana board made the highest average among sixteen applicants for licenses.

21—At what temperature does wool-fat melt, and what occurs if it is heated much above this temperature?

22—What are the ingredients in syrup of rhubarb?

23—What U.S.P. salts of zinc are very deliquescent?

24—If 900 gms. of sugar are dissolved in 450 cc. of water, what will be approximately the volume (expressed in cubic centimeters) of the finished solution?

25—What is the difference between precipitated manganese dioxide, black oxide of manganese, and binoxide of manganese?

26—What is meant by making an ointment by fusion?

27—Should white petrolatum which is perfumed, be dispensed for the official white petrolatum?

28—What are hypodermic tablets?

29—Why should iodides not be dispensed, which have assumed a dark color?

30—What are three substances obtained from animals, which are used as perfumes?

31—What is the limit of heat which can be attained upon a sand bath?

32—How can chenopodium be distinguished from santonica by rubbing the drugs respectively between the thumb and forefinger?

33—When dispensed in capsules, why should a mixture of quinine sulphate and sodium salicylate be placed in the capsules in a dry powder and not in the form of a moist mass?

34—What seed for sale in most drug stores, can be used to prepare an agent which is adapted for coloring many alcoholic liquids green?

35—What are the functions of the skin?

36—How would you calculate the percentage of metallic mercury in blue ointment? What is the percentage?

37—What is nutgall?

38—What are two official acids prepared from nutgalls?

39—What occurs when silver nitrate is added to a solution of sodium chloride?

40—What are some of the chief objections which have been made to the use of elixirs?

41—Why is sugar of milk preferable to cane sugar as a sweetening agent for infants' foods?

42—What is meant by a plant bud?

43—What change has frequently been noticed to occur in elixir of terpin hydrate which has been made according to the formula given in the National Formulary?

44—Powdered opium is used in making what U.S.P. preparations?

45—What is an easy test for detecting chalk as an adulterant of saffron?

46—What are some other ways, than that just given, in

which water can be used to test the purity of saffron?

47—What are four official substances, not liquids or compound mixtures, which are kept for sale in most drug stores?

48—What is [illegible]?

49—What is the appearance of syrup of hydriodic acid?

50—What simple chemical test will distinguish ammonium iodide from potassium iodide?

Competitors, Please Notice.

The above list of questions is the complete series for May, and all who desire to compete for the prizes should see that their answers are received by the Quiz Master not later than June 15. Do not send your answers in parts, but mail them all at one time, and be sure to follow the instructions given at the head of this department.

The judges of the March contest of the Quiz Master's Department have awarded the prizes as follows:

First prize, $5, to Charles K. Stollemeyer, Hancock, Md.

Second prize, $3, to Chris Hansen, Minden, Neb.

Third prize, $2, to Julius Weissenborn, Winthrop, Minn.

Contestants wishing to know the grades they have made in the May contest may obtain this information on request by sending two cents for postage to the Quiz Master.

THE QUIZ MASTER.

Questions and Answers, March Series, 1910.

1—What are some of the advantages of fluidextracts over tinctures?

Some of the advantages of fluidextracts over tinctures are, first, the uniform relation existing between the fluidextract and the drug, one cubic centimeter of the former representing one gram of the latter; second, they are concentrated preparations, thereby reducing both dose and bulk; third, they are permanent, as they are made with strongly alcoholic menstrua.

2—What is meant by the net weight of a substance?

Net weight is the weight of a substance obtained by deducting the weight of the container from the combined weight of the substance and container.

3—In chemistry, what is meant by a molecule?

A molecule is the smallest particle of matter that can exist in the free state.

4—Are molecules visible to the naked eye?

No, molecules are extremely small, and are not visible to the naked eye; they cannot even be seen with the most powerful microscope now in use.

5—How much of the official sulphur ointment would be necessary to make an ointment weighing 150 grams and containing five per cent of sulphur? Show work.

Fifty grams of sulphur ointment. In 150 grams of ointment, containing five per cent of sulphur, there are 7.5 grams of sulphur ($150 \times .05 = 7.5$). Since there are 15 grams of sulphur in 100 grams of the official sulphur ointment, then one gram of sulphur would be contained in 6⅔ grams of the official ointment ($100 \div 15 = 6\frac{2}{3}$), and therefore 50 grams of the official ointment would be necessary for an ointment containing five per cent of sulphur ($6\frac{2}{3} \times 7.5 = 50$).

6—What are four official volatile oils which contain cineol?

Oils of cajuput, eucalyptus, lavender flowers and rosemary.

7—In toxic doses, what is the action of strong acids?

They are severe gastro-intestinal irritants.

8—[illegible]

Caffeine is principally obtained from Thea sinensis and Coffea arabica.

9—What are the cotyledons of a seed?

The cotyledons of a seed are the leaves borne by the caulicle or radicle of an embryo.

10—Do all seeds have the same number of cotyledons?

No, they may contain one, two or more cotyledons, most seeds, however, have either one or two cotyledons.

11—What are the fundamental structural elements which make up all tissues and organs of the body?

They are cells and intercellular substance.

12—What effect does exposure to air have upon monohydrated sodium carbonate?

When exposed to the air under ordinary conditions, monohydrated sodium carbonate absorbs only a slight percentage of [illegible]

13—What are the ingredients in cochineal color, N.F.?

[illegible] glycerin, alcohol and water.

14—When a drug is percolated, is the absence of color from the percolate always an indication that the active constituents have all been removed?

No, in some cases active constituents still remain in the drug, after the percolate passes from the percolator free from color.

15—What are four official liquid solvents which have a lower boiling point than water?

Acetone, alcohol, chloroform, and ether.

16—In what class of preparations is acetanilide frequently an important ingredient?

In headache remedies.

17—If the pharmacy laws of your State require the registration of poisons when sold, what are four poisons which must be so recorded?

The object of this question is to bring to your attention the pharmacy laws of your State, and particularly those sections relating to the sale of poisons. Since an answer to this question, as given by the Quiz Master, would have to apply to all the States, it is impracticable to give such an extensive answer, but in most cases specific information upon this subject can be obtained by consulting the pharmacy laws of the respective States. Four poisons commonly required to be registered are arsenic, mercuric chloride, strychnine and its salts, and potassium cyanide.

18—What is the difference in the color of a solution of iodine in alcohol and of a solution of iodine in chloroform?

A solution of iodine in alcohol has a reddish color, while a solution of iodine in chloroform has a violet color.

19—Of what U.S.P. spirits is ammonia water a constituent?

Ammonia water is a constituent of aromatic spirit of ammonia, and stronger ammonia water of spirit of ammonia.

20—What free acid is formed when glycerin, borax and water are mixed?

Boric acid. Glycerin reacting with the borax forms glycerol borate and sodium metaborate. The water decomposes the glycerol borate, forming boric acid and glycerin.

21—Which is easier to dissolve in water, powdered acacia or granulated acacia?

Granulated acacia is more easily dissolved in water.

22—What change does chalk mixture undergo soon after it is prepared?

Soon after preparation, chalk mixture will begin to ferment; an acid is formed and carbon dioxide is evolved.

23—The following names are synonyms for what preparations: (a) Turlington's balsam; (b) elixir corrigens; (c) laxative elixir; (d) Javelle water?

(a) Traumatic balsam; (b) aromatic elixir of eriodictyon; (c) compound elixir of cascara sagrada; (d) solution of chlorinated potassa.

24—What are four distilled spirituous liquors which contain not less than 30 per cent by volume of alcohol?

Gin, brandy, rum and whisky.

25—What is the average dose for Sun cholera mixture, compound powder of pepsin, fluidextract of hyoscyamus, and tincture of myrrh?

Sun cholera mixture, 30 minims; compound powder of pepsin, 15 grains; fluidextract of hyoscyamus, 3 minims; tincture of myrrh, 15 minims.

26—What is the nature of the small transparent dots which finely mark jaborandi, and which are visible when the leaflet is held up to the light?

These dots indicate the presence of oil cells.

27—Which will usually evaporate more rapidly, a thin mobile liquid or a dense and viscid liquid? Briefly explain your answer.

A thin mobile liquid. A thin mobile liquid evaporates more rapidly than does a dense and viscid one, because in the former liquid there is little cohesion between the molecules, and they therefore freely separate from one another, thus [illegible] In dense and viscid liquids, like syrup or mucilage of acacia, greater cohesive force is exerted and the molecules do not freely separate one from another, thereby retarding the expulsion of the vaporized portion.

28—In a drug store, what is meant by stock solutions?

Stock solutions are concentrated solutions of salts, designed [illegible] by means of such a solution usually contains a specific weight of the salt, and, if necessary, these solutions may be easily diluted when dispensed to meet the requirements of the prescription or order.

29—What is the reaction of a solution of potassium hydroxide to litmus paper?

Solution of potassium hydroxide has an alkaline reaction, and turns red litmus paper blue.

30—What is grindelia, and what is the botanical name of the plant from which it is obtained?

The dried leaves and flowering tops of Grindelia robusta or Grindelia squarrosa.

31—Why should crude drugs always be thoroughly dried before storing?

If insufficiently dried, crude drugs will become heated and mouldy.

32—What are at least four common names for taraxacum?

Dandelion, blow-ball, cankerwort, and lion's tooth.

33—What occurs when oil of rose is stored in a moderately cool place?

When stored in a moderately cool place, oil of rose tends to congeal, and small crystals begin to separate.

34—What is a good method for dissolving a powder of light weight in water?

First make a thick paste by the addition of a small amount of water to the salt, then gradually add the remainder of the water, stirring the mixture constantly until the powder is dissolved.

35—When an aqueous liquid is to be mixed with an alcoholic liquid, should the former be added to the latter, or should the alcoholic liquid be added to the aqueous liquid?

It is better to add the alcoholic liquid to the aqueous liquid, because any precipitate which may be formed is usually more finely divided than it would be if the aqueous liquid had been added to the alcoholic liquid.

36—What is the objection to storing rubber goods in a cold place?

Cold hardens rubber goods, and many water-bottles and fountain syringes, particularly those of the cheaper grades, when folded and left in a cool place, will crack if opened quickly. Variations in temperature should be avoided, as sudden and decided changes may ruin an entire stock.

37—How many cubic centimeters in a quinine can or container having a rectangular base 4 x 5 inches, and a height of 6 inches? Show work.

1966.4476+ cc. The volume of a can having the dimensions of 4 x 5 x 6 inches is 120 cubic inches ($4 \times 5 \times 6 = 120$). Since there are 2.54 cm. in one linear inch, then in one cubic inch there are 16.387064 cc. ($2.54 \times 2.54 \times 2.54 = 16.387064$), and in 120 cubic inches there would be 1966.4476+ cc. ($16.387064 \times 120 = 1966.4476+$).

38—What occurs when a piece of sodium is thrown on water?

The sodium moves rapidly over the surface of the water with a sputtering sound, fumes are evolved, the water is decomposed and hydrogen and sodium hydroxide are produced ($Na_2 + 2H_2O = 2NaOH + H_2$).

39—What are some agents which will frequently remove iodine stains from the hands and utensils?

Iodine stains can usually be removed from the hands by wetting them with ammonia water or a solution of sodium thiosulphate.

40—What is meant by saying a drug is indigenous to a certain country?

Plants growing in their native countries are said to be indigenous to these regions.

41—Why is syrup of wild cherry sometimes dispensed as a vehicle for tincture of digitalis?

Syrup of wild cherry is said to render tincture of digitalis less likely to produce gastric disturbances.

42—What occurs when the inner surface of cascara sagrada bark is moistened with a solution of potassium or sodium hydroxide?

It assumes a red color.

43—What is malt?

Malt is the grain of barley, Hordeum distichon, partially germinated artificially, and then dried.

44—What are compressed tablets?

Compressed tablets are formed by forcing the dry granulated substance into lenticular-shaped disks under high pressure.

45—What is the appearance of silver nitrate?

Silver nitrate occurs in the form of colorless, transparent, tabular, rhombic crystals, becoming gray or grayish-black on exposure to light, especially in the presence of organic matter.

An Illinois Woman Pharmacist.

Miss CORA MILLER.

Miss Cora Miller, the winner of the first prize in the February contest of the Quiz Master's Department, received her early education in Pana, Ill., graduating from the high school of that city in 1904. In the fall of 1905 she became a student in Saint Mary's College at Notre Dame, Ind., and in June, 1908, received from that institution the degrees of bachelor of science and graduate of pharmacy.

Soon after leaving college she obtained employment in the drug store of A. S. Mitchell, of Springfield, Ill. In January, 1910, she resigned that position and returned to Pana, Ill., where she is at present employed in the drug store of F. A. Gossmann. Last January, Miss Miller was successful in passing the examination for assistant pharmacist in Illinois, and she, no doubt, will soon be an applicant for the license of registered pharmacist in the same State.

46—What effect does metallic mercury have upon most metals?

Mercury tends to unite with most metals, forming amalgams.

47—Which of the official cinnamon barks occurs in the form of long tightly rolled quills?

Ceylon cinnamon.

48—What purposes does resin serve as a constituent of plaster masses?

It renders the plaster masses more adhesive, and has some action as a stimulant.

49—What are the chief medicinal constituents of hydrastis?

The alkaloids hydrastine and berberine.

50—What is the English translation of the following prescription, and what are the metric equivalents for the quantities of each ingredient?

℞—Bismuthi subnitratis .....gr. XV.
Phenolis .....gr. IV.
Adipis lanæ hydrosi ..... ℥ ss.
M.S. More dicto utendum.

Take of

Bismuth subnitrate	0.971+ gm.
Phenol	0.259+ gm.
Hydrous wool-fat	15.552+ gm.

Mix and label. To be used as directed.

The Era Course in Pharmacy.

THE ERA COURSE IN PHARMACY is a home study course in pharmacy, which is divided into ten parts with recitations and examinations by mail. Thorough instruction is given in General Chemistry, Theoretical and Practical Pharmacy, Botany and Materia Medica. New classes are organized each month, and now is an excellent time for students to enroll. The cost of the course is ten dollars, and each student, upon matriculation, is given gratis a year's subscription to the Monthly ERA. A prospectus will be sent by the publishers of THE PHARMACEUTICAL ERA to any one who appplies.

Current Progress in Surgery in The Century.

Dr. Howard Lilienthal, attending surgeon to Mount Sinai and Bellevue Hospitals, New York, contributes to the April *Century* a paper on current progress in surgery. This, it is announced, will be the first of a group of similar papers dealing with the work of the world in many fields of endeavor and achievement.

Crude Drugs Exhibit Presented to Brooklyn C.P.

Dr. William Muir, chairman of the board of trustees of the Brooklyn College of Pharmacy, has announced the presentation to the college by Eli Lilly & Co. of an exhibit of all the crude drugs and some of the fluidextracts.

HUMAN SUBSTITUTION DETECTED IN VERMONT.

Mix-up in Identity of Two Men From Maine Cleared by Shrewd Members of Board of Pharmacy.

BARRE, VT., April 20.—Having the best laugh on the Vermont State Pharmacy Board has ferreted out what it believes to be a case of fraud on the part of one of the candidates for druggist's license at the examination in Montpelier recently, by having someone else, schooled in the knowledge of drugs, take the examination in his name.

D. F. Davis, secretary of the board, received a letter from E. J. Dougherty, of Bangor, Me., who wrote that he wished to take the examination before the Vermont board. An application blank was sent for him to fill out and on the day of the examination a man supposed to be Mr. Dougherty appeared and took the examination, passing it.

In the application blank he had stated that he had been in the drug business in Maine for 14 years and had never taken, or tried to take, the examination before the Maine board. This statement aroused the suspicion of W. F. Root, of the board, that there must be something wrong, and he decided to start an investigation as to why the man had never before tried to get a registered druggist's license.

FRANK W. DUDLEY, of Chicago, president of Illinois Pharmaceutical Travelers' Association.

On the day of the examination a man giving his name as Dougherty was called before the board and questioned as to the reasons he had not taken the examination before. He told the board that he had intended to do so, but never got around to it, and he finally decided to come over to Vermont and take the examination, where, if he failed, his friends on the Maine board would not know of it. Vermont exchanges license certificates with Maine, and if Dougherty had received his diploma from this board he could have exchanged it for a license in Maine without having to take the Maine examination.

Secretary Davis wrote to President Charles Davis, of the Maine board, who lives in Bangor. President Davis replied that he knew Dougherty and told some facts about him. President Davis also wrote that Dougherty had recently left the city in company with another man by the name of J. F. Riley, who was a college graduate and had passed the examination before the Maine board.

He sent a description of the two men, and his description of Riley, it is said, answered identically the description of the man who had taken the examination under the name of Dougherty, with the exception that he had a smooth face, and President Davis described him as having a mustache. President Davis was communicated with and he found that Riley had returned there without his mustache.

The Vermont board compared the handwriting of the two men and found that the writing of the man who had taken the examination and the one who had signed the application were presumably the same, and that the writing of J. F Riley, who took the examination before the Maine board, was the same as that of the man who took it here. Handwriting of Dougherty was also secured, and it was found to be entirely different from that of the person who took the examination. The hotel registers in Montpelier were investigated by Secretary Davis, and it was found that Riley and Dougherty both registered at a hotel there that day.

Secretary Davis said that the board was now certain that they had established a true case, but they could not do anything in the way of prosecuting the men here, as the latter were in Maine. If the Maine board wishes to take it up, the Vermont board was willing to give it all possible assistance.

Decatur This Year's Mecca for Illinois Pharmacists.

Extensive preparations are being made by the pharmacists of Decatur for the annual meeting in that city on June 14-17 of the Illinois State Pharmaceutical Association. The Illinois Pharmaceutical Travelers' Association which has contributed greatly to the success of previous meetings, will again be in evidence in making the event a red letter affair.

BLACK FACE DRUGGISTS MAKE A GREAT HIT.

Social Club in Chicago Reproduces Drug Store Scene in Clever Style at its Second Annual Show.

CHICAGO, April 20.—The second musical minstrel show of the Social Drug Club of Chicago given at the Association Hall was a grand success. The entertainment was given to a full house and the black face druggists received a big ovation. Part one of the entertainment was devoted to jokes, songs and dances, and part two was a "one act musical mixup," the scene being laid in a corner drug shop. All those present voted that it was a first class performance in every respect, and proved that the men behind the drug counters had some real talent among them as far as comedians and high class vocalists are concerned. The participants acted as if they had grown up behind the footlights.

The drug store scene was very clever, in which all of the well known figures that drift in and out of a store were introduced, and the daily routine of a druggist was portrayed true to life. There was the lounging policeman, the gabby girl who never buys anything but a telephone slug, the traveling salesman, the seedy down-and-outer, the Chinese laundryman, the pestiferous youngster who upsets the postal card layout in his attempt to learn how to skate on rollers, base ball fans, the chronic kicker, and the man who happened to stop a swiftly moving automobile.

In the musical part the soloists were A. L. Romme, A. Umenhofer, J. A. Hottinger, P. Hyman, H. W. Eddy, G. W. Mathison, R. D. Keim and Master Charles Foucek.

Druggists' Night at Theater.

CHICAGO, April 20.—More than 1200 druggists and those connected with the drug trade of Chicago will participate in a "druggists' night" at the Olympic Theater on Monday, May 16, at the presentation of "The Fortune Hunter," Cohan & Harris' drug store play that has enjoyed an unusual run in this city. The affair will be given under the auspices of the Social Drug Club and the Chicago Retail Druggists' Association. L. P. Larsen, president of the C.R.D.A.; B. A. C. Hoelzer, president of the S.D.C., with Isam M. Light and J. P. Crowley, other officers, and Dr. M. H. Pritchard, chairman of the entertainment committee, are in charge of the arrangements.

The play is distinctly "shoppy" as far as druggists can hope for and it goes without saying that the critics among them will not be able to pick many flaws in the "set-ups" and staging of this popular comedy.

"Chain" Stores are Agitating Chicago Druggists.

CHICAGO, April 20.—A new campaign against the invasion by the United Cigar Stores Co. with a "chain" of drug stores will be launched with the coming of C. H. Goddard, secretary of the American Druggists' Syndicate, who is expected here this week. Meetings will be held to discuss the most logical plan of procedure for the protection of the residential and country druggist whose interests are affected by the installation of the "chain of stores."

"You can readily see," said Matthew White, secretary of the Chicago Wholesale Drug Co., to the representative of THE PHARMACEUTICAL ERA today, "how such a plan will affect the druggist in the residence district and the pharmacist in the small town. They would fall the first victims of the tobacco trust if this 'chain' scheme goes through, and we propose to meet and decide upon a plan of action as soon as Mr. Goddard arrives. It stands well in hand that a resident can wait until the morrow to come downtown to buy his meat or cigars or whatnot, but in the question of drugs it is an entirely different matter. When the latter are needed they are needed badly. The small druggist who toils from early morning until late at night must have protection against a plan whose interests are inimicable to our own. We propose to unite all doctors, druggists and chemists for our mutual protection."

The Soda Fountain and Candy Counter

Buffalo Pharmacist Caters to Automobilists and Sells Fountain Drinks Until 2 A.M.

Buffalo, N. Y., April 20. —"Business at practically all soda fountains in Buffalo closes either at midnight, or even before, but we intend to keep ours in operation until 2 o'clock in the morning."

This was the statement made by Clyde Kipp, who recently assumed charge of the handsome fountain in J. H. Hilligas' drug store at Elmwood and Potomac avenues. This is one of the finest fountains in the city, and being in the fashionable residential section of the town enjoys distinctive patronage. The keeping open after midnight will be an innovation that is believed will prove profitable.

"Our soda fountain trade from 12 to 2 o'clock," continued Mr. Kipp, "during the warm weather will be worth our best effort and attention. For instance, many Buffalo autoists are now aware of our plans and will surely visit us late at night or early in the morning, after long country road drives.

"These automobilists are good spenders. Naturally we are alert to their wants and will see to it that we have on hand a supply of all the latest creations in the beverage line that are to be found at a modern fountain like ours. It is a good business proposition to cater to liberal patronage. Our store is commodious and we have a large seating capacity. With our extensive line of drinks we shall be able to meet the requirements of these people during the warm summer months.

"I shall give the early business my personal and undivided attention. Good results are bound to accrue."

The daily and early evening business of the Hilligas fountain is steady and consistent. Strict attention is given to it by a competent corps of servers and soda fountain men. A picture of the Hilligas fountain appears on this page and Mr. Kipp appears in it clad in white. The advantage of this new system to be established by Mr. Kipp may be seen from the fact that the fountain is in close proximity to the parkway drives and the boulevard that runs from Buffalo to Niagara Falls and which is extensively patronized each summer evening by the automobilists of Buffalo and vicinity. The absence of saloons in this vicinity makes the soda fountain especially popular. The cleanliness of the fountain and the skill of the attendants are two essentials that Manager Kipp positively demands, consequently each patron is a repeater.

"We want skilled men to care for our patrons," said Mr. Kipp. "I don't believe in employing young schoolboys. They have not acquired the faculty of knowing the wants of customers. This cheap policy often proves harmful to the business."

Mr. Kipp came to Buffalo last July with an enviable reputation for knowledge of the fountain business. He was formerly with E. R. Petty, of Newark, N. J., and the Evans drug stores in Philadelphia. He originally came to this city to work for Cahoon-Lyon fountains. Mr. Kipp has many fancy drinks that he has created. One of his most popular ones is the Carmicitia Kiss, which is sold at 15 cents and is composed of strawberry and chocolate ice cream, sliced bananas, whipped cream and maraschino cherries. Mr. Kipp makes his own syrup for use at the Hilligas fountain. His latest signs are : "Little Maud Adams' Dessert, 15 cents"; "Pineapple Melba, 15 cents"; "Carnation Float, 15 cents"; "The Turk Circle, 15 cents"; "Idle Thought, the Best Yet, 20 cents"; "Frozen Roman Punch, 10 cents"; "Jack Straw Flip, 15 cents."

Pharmacist Brown Enlarges Soda Facilities.

The Brown Pharmacy, at 146 Woodward avenue, Detroit, has been converted into a refreshment emporium under the same management. The stock of drugs has been moved to the other store, further up the avenue. In place of the counters and show cases, Mr. Brown has installed tables, which, together with the stools at the soda counter, provide ample accommodations. The location is one of the choicest in the city, being convenient to all the theaters, and the after-the-play trade has increased enormously since the change was made. The interior has been prettily decorated. Mr. Brown makes a specialty of light lunches, at popular prices, and the service is first class.

Formulas.

Just 1311 formulas are given in the new edition of the Dispenser Soda Water Guide. Every fountain operator needs it.

FORMULAS

In this department will be found each month a number of soda fountain formulas in addition to the complete and varied assortment published every month in the Soda Fountain, which journal contains much other information of value to druggists who own and operate fountains, serve lunches or sell confectionery.—Editor Era.

Orange Frappe.

Half fill a glass with shaved ice, then add in the order named, 1 tablespoonful of powdered sugar, ½ ounce orange syrup, 2 dashes lemon syrup, 1 dash prepared raspberry and ¼ ounce solution of acid phosphate. Fill the glass with carbonated water and stir well; strain into a mineral water glass and serve.

Strawberry Shortcake Frappe.

Purchase a cake of "angel food," 18 inches long. Cut it into thin slices, put a slice on a plate and on the cake place a small cone of cream; cover with strawberries and top off with whipped cream. If a suitable cake cannot be obtained, use Nabisco wafers.

Appetite-Ease.

Use a long shallow saucer and on it place a good sound banana split lengthwise. At one end of the banana place a No. 20 cone of vanilla ice cream and at the other end place a similar sized cone of combined chocolate and strawberry ice cream. Over the latter sprinkle chopped English walnuts and top with a maraschino cherry; over the vanilla ice cream sprinkle a copious supply of malted milk, and top with a creme de menthe cherry.

Nomelz Sundae.

Take a small dipperful each of vanilla ice cream and orange ice and place them on a long dish. Over these pour a small ladleful of chocolate syrup and top off with whipped cream and cherries beaten together. Serve with two Nabisco wafers. Price, 15 cents.

High School Sundae.

Take three portions of vanilla or chocolate ice cream (No. 16 disher) and place them in triangular form on a flat ice cream saucer; then place some whipped cream in the center and dust over with finely chopped walnuts, or a maraschino cherry may be used, if preferred. Price, 15 cents.

Nut Pudding Sundae.

Put into a pan one quart of good marshmallow sundae syrup and color pink with a good coloring; add 6 or 8 ounces of ground nuts, mix well; then add 4 ounces of figs previously cut fine and again mix all well together. To serve put a cone of ice cream in a sundae dish and pour over it a ladleful of the above syrup and top off with a maraschino cherry.

Cream Puff.

Into a glass put half an ounce of ice cream and 1 ounce of orange syrup and well beat together; fill up with the glass nearly full with carbonated water (strong fine stream), finishing with an ounce of ice cream around the top of the glass.

Dail Punch.

Fill a 3 gallon punch bowl, using 1 quart of cherry syrup, 1½ pint of nectar, 1½ pint peach syrup, 2½ ounces solution of acid phosphate and 1½ pint banana syrup; squeeze in the juice of 3 oranges and 3 lemons, stir well and strain; then add 3 bananas, finely sliced, and 3 pounds of ice. Serve in 8-ounce glasses with chipped ice.

Frisco Sundae.

On a piece of wood four 3 inches square, placed in a fancy dish, put a small ladleful of orange frappe and a small ladleful of pineapple frappe. On the orange frappe place a red cherry and on the pineapple frappe place a green cherry. Around the edge put alternately a banana previously sliced, and over the entire dish sprinkle walnuts. Serve with a lunch napkin.

Fruited Nut Sundae.

Place a cone of ice cream in a sherbet glass. Over this place a ladleful of sliced bananas (fresh) and a ladleful of crushed pecans. Then over all place a large spoonful of whipped cream and top off with a few fresh strawberries or a maraschino cherry.

Coffee Cabinet.

Into a 10-ounce glass put 1 ounce of coffee syrup, 7 ounces of milk and shake well. Add a cone of coffee ice cream (16 to the quart), and top off with a spoonful of chopped English walnuts. Price, 10 cents.

Anarctic Mirage.

Strawberry syrup, 1 ounce; orange syrup, ½ ounce; vanilla syrup, ½ ounce; claret syrup, ½ ounce; shaved ice, 2 ounces; place in a 12-ounce glass, fill with carbonated water and top off with whipped cream. Serve with a spoon.

Polar Crest.

Colonial punch syrup, ½ ounce; orange syrup, ½ ounce; strawberry syrup, 1 ounce; white of 1 egg; shaved ice, 3 ounces. Place in glass, shake, strain, toss and serve.

Golden Dream.

Shaved ice, 2 ounces; orange syrup, 1 ounce; vanilla syrup, 1 ounce; orange pulp, 1 tablespoonful; cream, 1 ounce. Serve in a 12-ounce glass, using carbonated water, fine stream, enough to fill.

FINDS IT GOOD POLICY TO PLEASE CHILDREN.

Attention Given to Grownups, Out of the Usual, Also Brings Patronage to the Considerate Druggist.

Editor The Pharmaceutical Era:

Your editorial comment and article published in the February ERA were read with much pleasure. The remarks of Mr. Samuel B. Davis (page 151) show a "true ring" and a knowledge of human nature. In the matter of showing consideration, kindness and courtesy to children, he has struck the "key note" which makes for success. In our Brooklyn stores we adopted about the same policy as outlined by Mr. Davis. These were what might be termed "neighborhood stores." Children will long remember harsh treatment on the part of a store proprietor or his employees. They also remember very well kind treatment accorded them. During the time we had our stores in Brooklyn, one of which was purchased in 1895 and the other about two and a half years later, especially the first store, our experiences showed the good results of treating children in a kindly manner. This first store we retained eight years and had an opportunity to note the effect. Children who were 10 when we started became young women and men before we disposed of this store. Others who were somewhat older, but still boys and girls, were married and became our customers for their household needs.

This store had been established for seven years before we purchased it. Our sales grew from $11 a day to over $100 a day, each year showing a material increase over the previous one. This I attribute in a great measure to the fact that we tried to take good care of the children.

In our store at 140 Nassau street, New York, we have adopted a somewhat different method of pleasing our customers, practically all of whom are "grown-ups," who are susceptible also to the giving of small items which are useful at home. These consist of samples of various manufacturers and also of our own preparations. The method of this distribution is to place the sample or samples in the package of the customer when making a purchase. If this is done assiduously, quite pleasing results are obtained. Yours, very truly,

A. G. YEOMANS.

New York, March, 1910. (of Reid, Yeomans & Cubit.)

Coca-Cola Case to Be Hard Fought.

WASHINGTON, April 20. The forthcoming action of the United States against the Coca Cola Company will probably be the most far-reaching and vigorously contested suit brought by the government under the Pure Food Law. It is said that both sides are making unusual preparations for the action, and leaving no point neglected which may be used to advantage. Many fine legal and chemical points will be developed, and the final judgment will probably establish precedents upon several points which have thus far remained undecided. It will be a battle of legal and scientific giants waged in behalf of gigantic interests, and the outcome will be one of grave import for the food and drugs interest as well as for the government.

Appeals to Healthy, Gets Sick Anyway—Candy a Central Attraction.

St. Louis Pharmacist Works on New Theory in His New Palace—Rest Room for Men as Well as Women—Fountain Will Dispense the Best in Beverage Line.

"The Palace Pharmacy is an appeal to the healthy as well," is the way W. Van Sickle announces his purpose in opening a beautiful store at Finney and Grand avenues, St. Louis. "I know that the majority of my customers are well most of the time, and as this store is located across the street from the Odeon, the center of music and opera, and near big churches, besides being at a car crossing and having high school and private music scholars by the scores near me, I am determined to make my appeal to the healthy. The sick I'll get. But my new store is fitted out with the idea of making everyone who comes into it feel better. To some persons, principally druggists, rows and rows of shiny bottles with neat labels and vari-colored drugs in bottles is a beautiful thing, but I am convinced that the public is not very much interested in these bottles and labels. I have noticed that patrons come to the counter, ask for what they want, perhaps glance around at the bottles because there is nothing else before them, and then let their glance stray off to something in boxes in a show case, such as candy, cigars, soaps, perfumes, brushes and a dozen and one other things, and soon, if the display is right, I get a question, 'What is this worth?' or something to that effect, and I make a sale. Now my new store here is to be full of this sort of appeal to the public—you see everything pertaining to drugs, that is, those things used in prescriptions, is in the rear of the store, entirely behind the prescription case."

WILLIAM M. SMITH,
in charge of fountain in new St. Louis Pharmacy.

This store has also a patent almost noiseless composition floor, dark red, restful, and clean. The finish is in white ash, a near Flemish green. The cases are full glass. Enclosed telephone booths are at each side of the prescription case. On one side is a rest room for women and at the other a rest room for men. In the women's room is a separate closet hidden by a swinging door from a wash room and table with large mirror where comb and brush and such other toilet articles as the fair use are furnished for the convenience of customers. This convenience for both men and women is expected to commend itself to the crowds of theatergoers and base ball fans.

"You see," said Mr. Van Sickle, "the lid is on in St. Louis on Sunday. I am prepared to give all the relief I can. These rooms have hot and cold water. In addition, see my fountain. The front has a 16-foot sheet of marble, with dome of solid silver and rear bar of German silver. The style is 1910 iceless. Yes, I'm sure my idea of appealing to the healthy is the thing. Now, this case over here is for a florist. Flowers add to the attractiveness of a drug store. I believe in having your goods on show. For instance, while my humidor holds 13,500 cigars, I have 4500 where a man can't help but see a big spread the minute he enters. It's the same way with the candy case. It's in the center of the store, not quite as prominent through the soda season as it will be later after warm weather, but customers can't go anywhere in the store without passing the candy case, before, behind, or on either side. Banked from the floor up in glass, candy will sell. I am paying a professional to dress my windows. Gums, two packages for a nickel, are one of my leaders."

Alfred Schoenich is prescriptionist, and C. A. Wells and Sylvester Baker are apprentices. William M. Smith is the soda dispenser. He has had ample experience.

"One of the specialties I have suggested and which has been in effect in this store," said Mr. Smith, "is the making of our own soda, crushed fruits and syrups. We have a soda laboratory, and since Mr. Van Sickle has expended $15,000 in making this store attractive, I'm trying to make the goods that go out over this fountain bar attractive enough to win several thousand back this season. I've started off with a salad sundae which is a hit. No, I can't tell what's in it. I make it a rule to keep my discoveries secret until the proprietor has gained the advantage coming to him from it, and then when it is time to have another mystery which delights the public, I'm willing to let the other boys in on its predecessor.

"I'm going to build up a good men's trade. Men like more flavor in the drinks they take than do women. I have not found many who like the sting when they have called for a drink with a soft syrup in it. Adulterating syrups, watering them, or being stingy in serving them makes nothing for the store—makes against it. If you give a man just what he wants, and have something else a little different for him when his taste goes back on him, you have a regular customer, and he's the fellow to tell every man he sees. Men are more gossipy about such things than you might imagine. It's nothing to hear one say to another, 'George, this is better than the dope we got over at ——'s.' I don't want any man to say that about this fountain.

"The women's trade we always have with us, some at five cents and some at ten, and the five-cent customers demand a bulging nickel's worth, while quality may count in the larger glass. I've found I can please both by quality, neat, quick service, and the little touches, such as a cherry here, a sprig of green there, a change in the kind of nuts, a thicker syrup for some, a thinner for others, and a number of such things. I'm going to try a mint specialty which ought to take, for I know how to make the flavor last."

Soda Fountain Notes.

—ON the recent occasion of the first anniversary of the opening of Platt & Walker's new pharmacy in Schenectady, N. Y., each patron of the soda fountain was given a carnation and each patron of the drug department received a box of candy. There was a concert afternoon and evening.

—CHARLES P. WHITE opened his new drug store in the Wallace Building, Main street, Stroudsburg, Pa., last month. It is conveniently arranged and up-to-date. A soda fountain, with tables and chairs for sundae patrons are features.

—FIRST iceless fountain for Rock County, Wis., has been installed in the Pioneer Drug Store, Evansville. An additional room adjoining has been secured for the dispensing of ice cream and candy, in addition to soda water.

—ITHACA (N. Y.) people are greatly interested in the handsome new fountain installed in the Christiance-Dudley pharmacy in that city. The mirror is especially attractive.

—CHARLES W. EATON, Richmond, Va., has placed a soda fountain in his new branch pharmacy at 2406 East Broad street.

—ONE of the most beautiful fountains ever seen in Waterloo, Iowa, has been opened by the A. C. Smith Drug Co. It is of iceless construction and 1910 model.

—VAUGHAN-ROBERTSON DRUG CO., Richmond, Va., is exclusive agent in that territory for the J. Hungerford Smith Co.

—AT Winter, Wis., a fine new soda apparatus has been added to the equipment of the Winter drug store.

Labeling Artificial Flavors at Chicago Fountains.

CHICAGO, April 20.—The new law which requires that dispensers of soda water who use artificial flavors shall label their flavors accordingly, and also that they shall not use any coloring matter or preservatives which are condemned under the Food Law, brings to the mind of the shoppers that the month is a continuous April Fools' Day when they read the following signs:

"This Strawberry Flavoring is a Fake."

"There is no fruit in our raspberry flavoring. Try it."

"We use no natural fruits in any of our flavorings."

But the more seriously inclined of the soda dispensers held the matter not so lightly and, in cases where they were not living up to the "pure food" requirements, had such facts plainly marked on their fountains.

Flowers in Fountain Advertising.

There is a significant tendency in our national life exemplified in the desire to consider. It is somewhat vague gently, unobtrusively and artistically refining the nation, viz., [illegible] through their increased use. The [illegible] in the cultivation of flowers for sale, a natural accompaniment in the breadth of their distribution, and on the other hand, a decrease in cost, with an equalizing of seasonal production. There is something peculiar in this growing love for flowers. In no sense is it a fad, it is not confined to class, does not tend to the bizarre, and it must therefore represent a growth in national culture. It is reasonable to conclude from such a showing that the uses of artificial or natural flowers for advertising purposes offers a medium which appeals and is in harmony with the finer thought of all classes in all places. These conclusions apply with unusual force to fountain advertising, because the fountain, its beverages and their separate constituents, are closely akin to flowers and fruits, in appearance, names, flavors and colors.

A Violet Opening.

If not really the national flower, violets are among the most popular. Through cultivation they have been made to bloom throughout the season, and it follows that their use for advertising purposes is appropriate to any time.

The following describes a "violet opening" which proved eminently successful from an advertising point of view:

Making the Violets.

Cut 1½ inch circular pieces of violet colored French tissue paper. Do not use crepe paper. In each piece of paper so cut make five slits, so as to form five petals. Trim the sharp corners from the petals. A number of thicknesses of tissue may be cut together. Procure several spools of fine iron wire—do not use bright or tinned wire. Cut the wire into 4 inch pieces. Twist a small "head" in one end of each wire. A natural effect may be added, if desired, by very lightly dipping these heads in melted yellow wax. Run the sharp or untwisted end of each wire through the center of one of the five-petal pieces of paper. Curl each petal over a dull metal edge, or slightly crush with the fingers. The result will be a very natural looking "violet." Drape the fountain, store and window with white and violet crepe paper. Fasten violets, singly and in bunches of three or four, upon the surfaces of white paper.

Accessories.

Letter your announcement cards with violet ink or paint on white backgrounds. Feature drinks and sundaes of violet shade. Use candied violet leaves for a special violet sundae. Bring forward and feature all your violet-colored and violet-flavored or violet-scented confections. If in a drug store, feature violet perfumes and toilet or other goods in violet-colored containers. Present each fountain patron with a tiny nosegay of natural violets.

A Daisy Line of Drinks.

From circular pieces of white tissue cut "daisies" by slitting into petals. Arrange them in classes from those of natural size up to those of 8 to 10 inches. For the smaller ones use French tissue; for the larger, crepe paper. Cut wires in the same manner as described above for violets, except that the lengths must vary for the different sized daisies. Cut centers of yellow crepe paper. Run the wire through the yellow center and then through the piece representing the white petal. For larger flowers, make centers of cardboard circles, and after the wire is forced through and clinched, cover the cardboard loosely with yellow crepe paper. For the show window make a "daisy" which will measure at least two feet in diameter. Make the center of a disk of cardboard. Cover one side with [illegible] "confetti" of yellow paper. Make the petals of heavy, white, [illegible]

Suspend the mammoth daisy in the center of the window. Drape the window with leaf-green paper. Arrange the daisies over green draperies. With yellow letters on white card state that "This is our daisy day. All our drinks are 'Daisies,' [illegible]

[illegible] consist of a dipperful of ice cream pressed down on a shallow dish, its center being made [illegible]

Decorate the store and the fountain likewise with green and yellow, and the daisies. Bring forward candies and other merchandise which will harmonize with the general color scheme.

The Feast of Roses.

The needed artificial roses may be made as follows: Cut French tissue paper in circles of graduated sizes of from one to four inches. Take two or three pieces of the same size, fold them once across, then fold, at right angles to the first fold, again repeating the operation, so as to form the paper into a wedged-shape form. With sharp shears trim off the corners and down the sides, cutting through all the thicknesses of the paper all the way. When unfolded each circle will have been cut into the form of petals. The operation may be simplified, if care is used, by folding a square piece of tissue paper over and over and doing all the forming in one cutting.

Take pieces of wire of proper length and bend a head at one end of each. Run one of the smallest pieces of petaled paper over the wire and up against the head. Fold each petal, one upon the other, down upon the head of the wire. While holding the folds of the first piece, slip a piece of the next size petal over the wire, folding the petals down tightly; continue slipping on pieces of increasing size until five or six have been wired and folded, then shake out the folds lightly and curl the outer petals over the metal edge. In this way a very natural looking rose will be produced.

A Dream in Pink.

For "the feast of roses," use only pink flowers. Trim the fountain window and store with pink and white paper. Arrange the pink roses on a white paper background. Letter all announcement cards in pink on white. Feature a "Rose Sundae" with strawberry cream as a base and garnished with candied rose leaves. Feature pink drinks, candies, and as a special serve small, round sponge cakes with pink icing.

General Decorative Uses.

Paper flowers may be advantageously used on many occasions to aid in softening an imperative color selection. Thus, if one is decorating the fountain with college colors, the addition of flowers of harmonizing tones will tend to relieve any flatness the exhibit may have. So also with decorations of colors suggested by any particular holiday or civic event. A vase of crimson paper roses placed upon the fountain will add enormously to the advertising value of any announcement card which may be placed against the vase. Develop floral advertising to improve your environment, and soften the lines of advertising schemes in general.

AMERICAN DISPENSER MAY GO TO FRANCE.

OMAHA, April 20. A. E. Perkins, Jr., soda [illegible] dispenser at the Owl drug store, has received a proposition from Alexandre Duchesne, 10, Rue de Rivoli, Paris, France, to open a new fountain in that establishment. Mr. Perkins has written his terms to the Paris concern and expects to be on his way to "Gay Paree" early in May.

A. E. PERKINS, Jr.

Mr. Perkins is one of the [illegible] soda water experts in the country. He has been in the business without a break for eleven years. He opened the first modern style soda fountain in Boston and through the East is known as an authority on "soft" drinks.

The American soda fountain idea is taking a hold on the French. If Mr. Perkins goes to Paris he will have a class of young Parisians whom he will teach the art of mixing seductive drinks.

[Mr. Perkins has long been a reader of *The Soda Fountain*, the [illegible] journal devoted to that industry, and was one of the prize winners in the December contest in the "Prize Fountain Formulas" department. With his experience and progressiveness it is not surprising to learn that he has received the offer mentioned above.—Ed.]

MOSTLY PERSONAL

Miss M. Cora Dow, of Cincinnati.

"Once There Was One Little Store; Now There Are Ten Big Ones," is a catchy phrase in a neat little booklet giving a condensed "History of the House of Dow," in Cincinnati, on the occasion of its 25th anniversary. "The good people desire to know about us and so we will tell them frankly," says Miss M. Cora Dow, "please forgive the personal note in the bit of history following." Of her father, whose death forced her into business, and of her gradual expansion she tells in a frank spirit that must bring her closer to her patrons, while extracts which are here given present most interesting views of the mentality, habits and traits of one of the most successful business women in the world. Lack of space prevents the use of many details of the growth of the Dow business, which she naively says, "was born in a little shack of a building," but which now includes ten successful pharmacies, besides warehouses, etc., with 163 employees and a payroll of $2000 a week. Says Miss Dow of the "little shack":

Miss M. CORA DOW, Cincinnati, Ohio.

"The place was so small that one could reach the pills with one hand and the striped sticks of candy on the opposite side of the store with the other. Back of the counter was Edwin Burleigh Dow, a fine, smiling man, who had everything but health. He's sleeping out in Spring Grove Cemetery now.

"We'll touch lightly on those days. Thank God, honest poverty is not a crime, for if it were we would still be serving a sentence dating from the old days. We had ambition and no money. The death of Edwin Burleigh Dow made it necessary for a bread winner to appear. So the present head of the House of Dow put a clerk to work in the little store and began the study of pharmacy, graduating with a class of 90 at the age of 19.

"Frankly we did not yearn a lot for pharmacy. We did want grand opera and we had an ambition to stand behind the footlights and pour forth volumes of melody to delighted audiences. But there was the matter of bread winning and so we studied chemistry and powders and pills, and then, as now, enjoy harmony with the crowd, and not from the stage. It is all right, But after 25 years we still confess to an ambition to star in Wagnerian roles."

In an interview Miss Dow said:

"I was young, ambitious and willing to take risks. I had the courage that comes with ignorance of the pitfalls that line the business way. I believed that a drug store could be made especially attractive to women—more than just a place to trade. There is a tragedy connected with most prescriptions and all the good cheer possible should be crowded into a drug store. So I started a store in Race street, near Seventh. I had it fitted with an eye to the feminine desires and prejudices and the women came. I advertised, I sent out invitations. Folks came and then made other visits and the store was a success.

"As to the work question! For four years I ate my meals in the store. I did messenger work, janitor work, bookkeeping and stenography. I had no nights off and few pleasures beyond the joy of seeing a created business grow. Later we moved to Seventh and Race, were a bit lavish with white marble and stained glass, and the store is our principal business place.

"Please don't imagine that we simply found a place and opened a store and then began to count the profits. That doesn't work out in real life.

"We had a desire to do things, and to make business grow by leaps and bounds, and so we were cut raters, from principle. We haven't a word in the world against the other druggis s of Cincinnati. May they live long and prosper. * *

"There was a Dow clerk who had the race horse fever. It is deadly. Once a young man gets it he discharges himself through inattention to his duties and often worse. We have always felt that when a young man begins to realize that life has lost its charm if he cannot don a sporty shirt and pick 'winners,' it is time to bring out the greased plank and slide him as far from his job as possible.

"So this clerk opened an opposition store on some money that he had inherited, put a clerk in charge, and himself went to the race track. Later I noticed a card in the window: 'Assignee's Sale.' I didn't really want that store. I had no place to put the stock. But from force of habit I put in a bid. I was notified that my bid had been accepted and was given two days to move the stock. * *

"At Sixth and Walnut streets there has been a drug store for time immemorial. One man ran it for 52 years. He was a good and honorable man, but he stayed in the game too long. His business was dwindling, and he said that the patrons bought nothing but postage stamps. The corner was all right. A man's progressiveness had gone. The fire was out. He had little but postage stamps worth selling. So we bought. We cleaned, scoured, painted and made the place modern. A good store from the first day. * *

"We opened our own ice cream plant because we wanted to serve ice cream that had a reputation; that we knew was good, that was made on honor. We have had the plant for a number of years. It turns out cream for the Dow stores alone and we pay out as high as $2000 a month for sweet cream alone.

"We gave the people good ice cream soda for 5 cents where they had had inferior ice cream soda for 10 cents. Today we can buy ice cream for 20 per cent less than we can make it, but we still run the factory in the interest of quality.

"One of the elements of the success of the Dow stores has been quality. No seconds of anything for Dow's. The same thing that made us want to use good stationery and put great clumps of expensive flowers on the soda fountains made the desire to sell cardamom seeds of the prize variety instead of spotted, undersized, off-color, half-strength seeds which could have been sold at three times the profit. * * I go to work at 11 a. m., first visiting the uptown office in the Provident Bank Building. Then comes the round of the stores and a talk with individual managers—a sort of general inspection.

"Always there is a hunt for ideas. We want them, more and more of them. We can never tell where they will come from. Sometimes a boy has a good thought—a bright idea—and he is always encouraged to give it to the store manager, and to realize that brains count. I know all of our people. I hire and discharge, retaining that duty, because I believe that it keeps me closer to the employees and centralizes responsibility. We are good friends, we of the Dow stores, and I find much pleasure in watching the development of the boys. I can't be hard on them when they make mistakes.

"At 1 p. m. I am at the warehouse and there I meet traveling men, agents, solicitors, and all sorts and conditions of people. It is the best part of the day, for I get in touch with the world and sharpen my wits by contact. There is another office hour from 5 to 6.30. Then comes dinner, a look at the evening paper, a couple of hours hard work in the uptown office, and then a good book—I don't mean a modern book—a Good book. I'd like to live a thousand years just to be sure of reading all of the really good books.

"I have one hobby outside of music. It is the Humane Society. And I refuse to be in an interview or a Dow book

if there can't be placed there a plea for vacations for horses all over the land. Every horse should have two full weeks vacation every year.

"Recreation? The business is labor and play. Once a year I go away for a month and then get back to work. And I've never seen the time when I was not anxious, thoroughly so, to hurry back to my job.

"What is the secret of the success of the Dow stores? The people who man them. I trust them. They trust me. I have no system beyond the cash registers. The few crooks we have uncovered have not destroyed faith in human nature. When the time comes that the human heart is not an element in the Dow business I want to quit. Dow's has been through several so-called panics. It makes us feel good to realize that whether in the depression of 1907-8, or the year of misery that characterized 1893, at Dow's no employee lost a dollar in salary or had a vacation curtailed. Everybody worked the same as during the good times and, so far as we could, we laughed at panics, even when we knew that we would be compelled to carry some of the scars through life.

"The Dow organization is prosperous. I have little of the social side to my life. I work hard; I meet with my share of the unpleasant experiences, but I'm happy. It is a good life. If I could sell out for a million or two tomorrow I wouldn't know what to do. I think I would buy some more stores, get a desk and a corner, and hunt for happiness through honest work."

—JOHN J. PULSE, president of the Idaho Board of Pharmacy, Grangeville, Idaho, visited New York and Boston during the latter part of April. He was on his way to attend the Richmond meeting of the A.Ph.A. and the Pharmacopœial Convention to be held in Washington. Mr. Pulse talked entertainingly of the resources and area of his State. By way of emphasising the latter fact he said that it took him longer to reach the meetings of the board of pharmacy when held in the end of the State farthest from his home than it did to reach New York from Boise.

—ALBERT M. ROEHRIG, until recently pharmacist at the U. S. Marine Hospital, Stapleton, Staten Island, N. Y., has been transferred to Buffalo. Mr. Roehrig is a member of the New York Branch of the A.Ph.A. and has taken an active part in the work of that organization, being vice-president when ordered to change his headquarters. His resignation from this office was accepted with much regret and as a token of the high esteem in which he was held the members unanimously elected him honorary president of the branch.

—DR. GEORGE D. ROSENGARTEN, vice-president of the Powers-Weightman-Rosengarten Co., of Philadelphia, showed his presence of mind recently when a boy on a bicycle rode directly in front of the automobile which Dr. Rosengarten was driving. Turning the car, Dr. Rosengarten, who was accompanied by his wife, steered directly into a post. Mrs. Rosengarten was cut by the glass from the shattered wind shield, but the boy was not seriously injured. Dr. Rosengarten escaped with a severe shaking up. The car was badly damaged.

—W. C. FARRIS, Barthold H. Vennewitz and John F. Weitz have been in the employ of the Meyer Bros. Drug Co., St. Louis, for many years, Mr. Farris has been in the shipping department for 27 years. Mr. Vennewitz has been in the traffic department since 1879. Mr. Weitz has been with the house since 1883, the greater part of the time in charge of the liquor room.

—WILLIAM R. BATES, of Smith & Bates, Owensboro, Ky., has been elected president of the new Public Drug Co., recently formed to acquire the business of John A. Head, who has retired on account of ill-health after having conducted his pharmacy since 1877. Mr. Bates will continue with the Smith & Bates store and L. L. Carpenter will be the active man at the pharmacy of the Public Drug Co.

—W. W. ALBERS, a well known druggist of Wausau and former president of the Wisconsin Ph.A., accompanied by his daughter, Miss Irene, has returned to his home in Wausau from Seattle, Wash. Mr. Albers was called to Seattle by the serious illness of his daughter, but upon reaching there he found her in a much improved condition and able to withstand the journey to their home.

—DR. WILLIAM JAY SCHIEFFELIN, of Schieffelin & Co., New York City, recently returned from Florida where he spent several days tarpon fishing. He reports his trip as having been highly enjoyable.

—WILLIAM L. LEE, first vice-president of the Philadelphia Association of Retail Druggists, is about again after suffering several weeks with an attack of the grip. Mr. Lee says that he is getting little sympathy among his many friends, as all of them declare that he is looking better than for many months.

—RICHARD M. COLGATE, president of Colgate & Co., was the donor of handsome silver cups to the winners in a recent debating contest at the Hill School, Pottstown, Pa. Mr. Colgate is an alumnus of this institution and his interest and generosity has been manifested since his graduation in many ways.

—CYRUS P. WALBRIDGE, president of the J. S. Merrell Drug Co., St. Louis, has sent in his resignation as treasurer of the Republican State Central Committee. He has several times tried to surrender the office but has heretofore yielded to persuasion and continued to handle the funds of the committee.

—CHAS. F. SCHLEUSSNER, former president of the New York German Apothecaries' Society, is making arrangements for an extended European trip. He expects to sail on May 11 by the steamer Pennsylvania and will visit his daughter who is now living in St. Petersburg, Russia.

—JOHN MCKESSON, JR., of McKesson & Robbins, with Mrs. McKesson, expected to sail from Europe for New York City the latter part of April. They have been enjoying an automobile tour of France, Switzerland and Italy during the last two months.

—STEWART F. VOSS, one of the popular pharmacists of the South Side, Chicago, spent a week recently visiting his parents at Sumption, Ill., and later "filled in" during W. F. Jordan's absence from McClugage's drug store at 63d street and Lexington avenue.

—W. C. MELVILLE, a traveling salesman for the E. A. Lange Medical Co., of Depere, Wis., has been promoted to the position of sales manager. Mr. Melville has been making his home at Chippewa Falls, but in the future will reside in Depere.

—A. L. BUZZLE, formerly a prescription clerk at the A. H. Kneeland pharmacy at Galesville, Wis., has purchased the St. Charles *Union*, at St. Charles, Mich., and will now devote his time to the newspaper business.

—A. J. FRAIZER, Muncie, Ind., has been made happy by the return from Washington, D. C., of his wife, and son Joe. Mrs. Fraizer has been visiting her sister, the wife of Congressman Edmund H. Hinshaw, of Nebraska.

—THOMAS MORAN, who is employed by the Central Drug Co., of Chicago, has returned to his work after spending a ten days' vacation with his sister, Mrs. A. H. Geotz, of Mushwonago.

—J. C. WOLF, of the Haley-Wolf Drug Company, at Fourth and Broadway, Oklahoma City, Okla., called at Meyer Bros., St. Louis, recently, in preparing for the store's opening.

—FRANK G. RYAN, of Detroit, president of Parke, Davis & Co., was a recent visitor in New York, on his way home from a trip to Mexico and the Southern States.

—MRS. J. W. S. TOMKIEWICZ, wife of a well known South Milwaukee druggist, is reported to be recovering from an operation underwent in Milwaukee recently.

—OTTO G. HOTTINGER, one of the most successful pharmacists of Chicago, has returned from an extensive trip which comprised visits to New York, Texas and Mexican points.

—SCHUYLER GROSS, of Lake Mills, formerly connected with C. S. Heimstreet's pharmacy, has been appointed manager of a drug store in Miles City, Mont.

—F. M. SMITH, president, with C. B. Zabriskie, Eastern manager of the Pacific Coast Borax Co., have gone to Europe for a trip, being accompanied by their families.

—W. G. UNGERER, of Ungerer & Co., New York City, recently returned from a business trip which included a number of Western cities.

—GEORGE L. DOUGLAS recently spent several days in New York City. Mr. Douglas is attorney for the Proprietary Association of America.

—ALBERT BOND LAMBERT, president of the Aero Club of St. Louis, has just undergone an operation for appendicitis.

—C. E. VANDERKLEED, chief chemist for the H. K. Mulford Co., of Philadelphia, was a recent New York visitor.

—P. E. ANDERSON, of P. E. Anderson & Co., this city, went South last month on an ocean trip for his health.

—T. H. SHERWOOD, of McKesson & Robbins, New York City, sailed recently for Europe on the Adriatic.

—F. C. FERNALD, of the Dr. Miles Medical Co., Elkhart, Ind., was a visitor in Chicago recently.

—CHAS. GIBSON, of Albany, was a recent New York visitor.

Rikers Win Injunction in the Liggett $250,000 Guarantee Suit.

Cannot Deprive New York and Boston Stockholders Rexall Rights Pending Final Hearing of Action—Liggett's Lawyers Attack Co-operative By-law as Being Invalid—Fine Points of Law Argued in Fight Due to Business Rivalry.

A remarkable incident occurred one day last month in the court room of Vice-Chancellor Howell, in Newark, N. J., when a lawyer in the employ of Louis K. Liggett denounced the newspapers, the trade press and THE PHARMACEUTICAL ERA for printing articles about Mr. Liggett's lawsuits. An ERA representative was the only newspaper man in the room at the time, court having just been called off for luncheon, although the vice-chancellor had not left the bench.

In one portion of the room the Liggett attorneys were conversing together when one of them began to speak above the buzz of conversation. All he said could not be heard clearly at a distance, but as near as his utterances could be gathered he said:

"Our side was not to blame for delays. Why this is outrageous. The newspapers and the trade papers have no business to print anything about this suit like this. The suit has not been delayed by us. They have no right to print such articles."

Striding toward the ERA representative, who was busy making some memoranda, the lawyer advanced, gesticulating and said:

"It is infamous to print such statements."

Appealing to a lawyer on the other side, he added: "You know that is so. It is infamous. You know the reasons." The other lawyer gave no apparent attention to the Liggett lawyer. If he knew any reasons for the outbreak he did not mention them, nor did the Liggett lawyer. The ERA man simply wondered.

No Way to Prevent Publicity This Time.

The proceeding before the vice-chancellor was the hearing in the injunction suit brought last December by the Wm. B. Riker & Son Co., of Manhattan, Brooklyn and Boston, with its allied Jaynes and Bolton companies, against the United Drug Co., of Boston, of which Mr. Liggett is president, to prevent the enforcement of the latter's attempt to force the Rikers to guarantee the sale in 1910 of $250,000 worth of Rexall products or lose the agency for these goods. The story of the suit was given at length on page 59 of the January issue of the ERA. There were few persons in the little court room and nothing disturbed the serenity of the scene until the Liggett contingent discovered that an ERA representative was present. If there is one thing that the Liggetts dislike it is publicity, even of their own side of a case, but this time they could not prevent publicity, for the proceedings of vice-chancellors' courts in New Jersey are not held *en camera*. A repetition of Mr. Liggett's action in excluding an ERA man from a meeting of the United Drug Co. was impossible.

John R. Hardin, former Assemblyman of Essex County, New Jersey, representing the defendant United Drug Co., presented the answer in the case, which was Liggett's denial of averments of the plaintiff. Regarding the Riker ownership of the Jaynes company, operating the Boston stores, Liggett made denial of knowledge of the transfer of the Maine Jaynes corporation to the Massachusetts Jaynes Co., until the present time. It was claimed that the company could not be forced to continue unprofitable relations, even with stockholders. The Riker sales of Liggett candy, for instance, in a given period, had dropped from $2000 to $300. The Rikers had opened new stores, had become business rivals, rather than coworkers and pushed their own goods, rather than Rexall goods. Several affidavits were offered in support of these contentions.

United Drug Co. in a Prosperous Condition.

Albert E. Seibert, counsel for the Rikers and prominent in legal affairs affecting the drug trade in New York and Boston, stated the case for his clients, the Jaynes and Riker companies all being joined as plaintiffs, being owned by the same interests.

Regarding the sale of the Jaynes company, he declared it was managed by Liggett, who was a director in the Riker-Jaynes company until March, 1908. The sale of Rexall candy had fallen off because there was no continued demand for it and other arrangements had to be made. The United Drug Co. was paying dividends and was under no necessity to abrogate its arrangements with stockholders or push its business to their detriment. Regarding the sale of Rexall goods in the Rikers' Newark pharmacy, Liggett had told them to go ahead until Petty, the Newark stockholder, "kicked." That came and the sale was discontinued, except of Rexall goods purchased at retail price of other agents and sold to customers without profit solely as a matter of accommodation.

These statements and others were based on an affidavit made by Manager Cosden, of Rikers. Lawyer Seibert further denied that there had been any substitution of goods, and said that Liggett, in contravention of the exclusive understanding found in the by-laws, had started stores in opposition to Jaynes in Salem and Lowell.

Why Liggett Changed From Friend to Foe.

Getting down to the opening of hostilities averment was made that Liggett wanted to be treasurer of the Riker-Jaynes company and manufacture all of the Riker goods. He was given an order, but the result was not satisfactory, so no further orders were given to him. He also made arrangements for placing the company's bank account. Said counsel:

"Mr. Liggett's attitude thereafter became one of constant criticism and complaint. He had failed to get the treasurership, he had failed to get the manufacturing and he had failed to place the company's account with a bank with which he had loan dealings. It was then that in his hostile frame of mind, actuated by his own selfish interests, he threatened to start opposition stores."

Mr. Seibert read numerous affidavits and it was brought out that the "declaration of war" by Liggett was made at an interview held with John B. Cobb at the Imperial Hotel in New York.

Jones Fuller, of Boston, counsel for the United Drug Co. and brother of the general counsel of the American Tobacco Co., presented a sworn statement by Liggett, who denied any recollection of the bank account incident or of the transfer of the Maine Jaynes company to the Massachusetts corporation.

Mr. Seibert argued that his clients were entitled to the relief sought, inasmuch as they had complied with all agreements with the defendant. Liggett had governed and dominated the company—as he had planned and organized it. There was no denial of the main facts. There was an old contract with the Jaynes company; if still in force there was no claim that it had been violated. But all the plaintiffs wanted was the enforcement of the trade relations between vender and vendee to which they were entitled.

Became a Business Rival of Rikers.

The correspondence between Messrs. Liggett and Cosden, as given in the January ERA, was read.

During the year following Liggett's retirement from the Riker directory, Mr. Seibert pointed out, Liggett acquired from his own company (the United Drug Co.) that company's retail stores and by this act made himself a business rival of the Rikers. There had been an absolute repudiation of the fundamental contract rights acquired by his clients as stockholders. All his clients wanted was their vested rights. They would not insist upon the "exclusive" right to sell Rexall goods, and had in fact waived that right by permitting others to sell Rexall goods in their territory. What they wished was to compel the United Drug Co. to supply them with goods on the same terms and conditions as governed the relations of the company with other stockholders.

Mr. Fuller, in arguing the Rexall side, declared that there was no definite contract and that whatever was set forth in the original by-law could not be of perpetual duration, but was subject to change by the board of directors.

Mr. Hardin offered a technical objection that there were three causes of action instead of one, that the Rikers were merely stockholders in the Jaynes and Bolton companies and as stockholders could not sue.

"Is it not true," asked the vice-chancellor, "that the equity is there?" This was not answered directly, but Mr. Hardin said that the charter of the United Drug Co. did not authorize the co-operative by-law upon which the suit is based; that the by-law was invalid, inasmuch as by its exclusive sale provision it gave to the stockholder the power to regulate the

company's business in his own, instead of in the board of directors.

The plaintiffs seek "to strike out 'exclusive' and 'candy,'" said Mr. Hardin. "How many competitions will there be? The range would be from monopoly to universal competition."

Robert H. McCarter, former Attorney-General of New Jersey, declared that there was no reason which would appeal to a court of equity for severance of relations between the parties to the litigation. After Liggett had ventured into the field with his chain of retail stores he had said to the Rikers that they must buy $250,000 of products a year from the Rexall company. This, perhaps, was not prohibitive, but it was close to a declaration of war and it was intended to be prohibitive. It did not lie in Liggett's power to say what he would, or would not do. The company was organized and carried on as a co-operative concern. The by-law and the course of conduct of the parties up to the time of the "declaration of war" explained the object and purpose of their relations.

Mr. McCarter said his clients had a perfect right to waive the "exclusive" restriction if they desired, but if they held to it the clause could be enforced. There was no restraint of trade involved. It was customary in many lines of trade, hats, automobiles and others, to give exclusive agencies for goods of a particular manufacture in certain localities and there could be no doubt of the legality. This was done to persons not stockholders.

Mr. McCarter disposed of the objection that the Rikers were not holders of record of the Bolton and Jaynes stock, a technicality urged by his opponents, by pointing out that the by-law as to restricting the sale to outsiders, did not refer to stockholders "of record" and that the intent to keep Rexall stock from outsiders was fully preserved by its purchase by the Rikers, who were already owners of stock and were organizers of the company.

Referring to Liggett's "declaration of war," Mr. McCarter told of the "genius" which Liggett had displayed in organizing the Rexall company and praised his powers of organization. He had done more than the vice-chancellor or anyone else could do, but Liggett eventually became "swollen with his great success" and believing the Rikers were getting too big determined to go into the retail drug business himself, becoming their rivals and undertaking to enforce terms meant to be prohibitive against them.

"Liggett was glad to get their credit and co-operation for a time," said the former Attorney-General, "but he was not satisfied with his success. He must buy from his own company the stores controlled by it and go into the retail drug business himself."

During the two days occupied by the hearing President Cosden, of the Riker company, was in constant attendance. Mr. Liggett was in court for a short time, but missed some of the compliments bestowed upon him by counsel.

Vice-Chancellor Howell decided in favor of the Rikers and ordered the temporary injunction to continue until the final hearing in the litigation. Without passing upon the main controversy, he declared it would be unfair to permit the status quo to be interrupted pending final adjudication. Several months will probably elapse before the suit is disposed of.

Sanitol Receivers to Protect Stockholders and Collect Judgment Against Luyties.

ST. LOUIS, April 20.—The judgment of $722,060 against Herman C. G. Luyties in favor of the Sanitol Chemical Laboratory Co.—briefly reported in the April ERA on page 394—is considered here to be a vindication of the course of the minority stockholders.

Within an hour after Judge Williams handed down his decision former Judge Jesse McDonald, one of the two receivers, went to the plant of the company and gave notice that he would take charge and conduct the business as usual. McDonald's associate receiver is Frank V. Dubrouillet, trust officer of the St. Louis Union Trust Co. They were ordered to give $100,000 bond and were empowered to collect the judgment against Luyties and hold it in trust for the Sanitol Co.

The Supreme Court denied an application of Attorney Albert Arnstein for Mr. Luyties for a writ to restrain Judge Williams from enforcing his decision. A motion for a new trial is pending in the Circuit Court, asked on the grounds that the court erred in striking out certain testimony and in allowing irrelevant testimony to be introduced.

Hamilton Gibson, manager of the company, announces that business will be conducted without interruption. One of the first acts of the receivers was to double the newspaper advertising of Sanitol products. Contracts, discount terms, free goods offers, etc., he says, will be continued and no change will be made in the sales policy of the company.

Luyties was not in court when Judge Williams read his opinion, reciting that the Sanitol Co. was organized as the Fairchild Chemical Co. in 1897, with a capital stock of $5000. The name was changed later to the Sanitol Chemical Laboratory Co., and the capital increased at intervals until it reached $[illegible].

Regarding the allegation of the minority stockholders who petitioned for a receiver that the company is insolvent, Judge Williams says: "If by insolvent, is meant that it cannot pay its debts, the allegation is untrue." He continues:

"The allegation of the increase of capital stock from $500,000 to $1,000,000, with the certified statement that 50 per cent of the increase has been paid up, and that $200,000 of the stock was caused by Luyties to be issued to himself in full payment for five formulæ, and that such formulæ are of no value to the company and the transfer of the stock is fraudulent to the [illegible].

"The allegation that before April 1, 1907, Luyties received $[illegible] salary as president of the company, and on that date caused the salary to be increased to $25,000, and the services rendered by him were in no more valuable than before the increase, and that such excess of his salary was fraudulent to [illegible] is a fact.

"When Luyties [illegible] was fixed in December, 1903, Luyties had received $695,000 of the capital stock of the company without payment of anything of value by him.

"As another instance of the reprehensible conduct of this president, it appears that on December 23, 1907, three employees of the company were informed by Luyties that they were entitled to a bonus of $4900 for meritorious services. Checks were drawn by the treasurer of the company and sent to the employees with the request that they be indorsed and returned to Luyties, and Luyties then deposited the checks to his private account and had 490 shares of his stock in the company transferred to the employees at par value. How many like acts were committed by Mr. Luyties it is impossible to say.

"The charge that he made a false statement to the Secretary of State in regard to the increase in the capital stock of the company being paid up, is true."

Judge Williams says in his opinion that in the sale of the building site to the Sanitol Co. by the Brotherhood Realty Co., composed of Herman C. G. Luyties and his brother, F. A. Luyties, there was a concealed profit to the realty company of $25,779, and to Herman C. G. Luyties of $12,889.

Regarding salary, the opinion says Luyties received from December 1, 1903, to April 1, 1907, $20,000, and from April 1, 1907, to November 30, 1909, $66,666, and that he got from the sales of stock, real estate and other sources $629,061.

"Assuming that he still owns 57,000 shares of stock, as he testified," the opinion recites, "I would conclude that he had received a total of $1,199,061.

"Desmond and Bowman were straw men and dummies, and always under the influence of Luyties and ready to do his bidding."

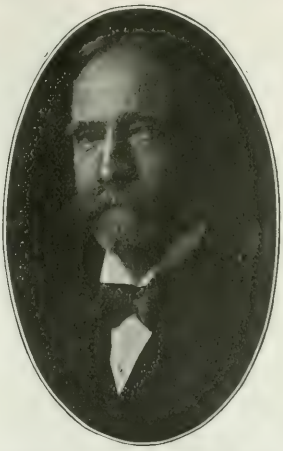
Continuing, the opinion says: "The Sanitol Co. opposed this suit with the same zeal that attended the defense by Mr. Luyties. The Sanitol Co. and Luyties were represented by the same counsel. A judgment against Herman C. G. Luyties on behalf of the company under its present management (H. S. Gardner excepted) would not be fair practice, because the collection of the judgment and the method of its payment could be controlled by the company, which is resisting this suit.

"The execution of the judgment is as essential as its rendition. To order a new election of directors would not be a safeguard to the execution of the judgment.

"It will be necessary, therefore, to appoint receivers, whose business it will be to have a care for the execution of the judgment and to take charge of the affairs of the company, make full inventory of its effects and full investigation of the books [illegible] of the stockholders, and to conduct the business of the company until they are discharged of their duties as such receivers."

Manufacturers See Bright Future for American Perfumery—Will Educate Public.

JOHN BLOCKI, Chicago, elected first vice-president Manufacturing Perfumers' Association.



CHAS. W. JENNINGS, Grand Rapids, elected second vice-president Manufacturing Perfumers' Association.

FRANK B. MARSH, New York, elected president Manufacturing Perfumers' Association.

In his presidential address delivered to the Manufacturing Perfumers' Association at its annual meeting, held recently at the Drug and Chemical Club, New York City, President J. Clifton Buck, of Philadelphia, asserted that there was an era of prosperity before the members, they having passed through the recent tariff adjustment unscathed. He complimented the members of the various committees and the officers of the association for the good work that had been accomplished during the past year; he especially commended the legislative committee, of which Theodore Ricksecker was chairman, for its success in having objectionable features of the tariff act eliminated. He advocated a vigorous campaign of education in American perfumes and to this end suggested that the association make an appropriation. One member had already pledged $500 for this purpose on condition that the members raise $2500. In conclusion, President Buck deprecated the practice of price cutting.

Acting upon the recommendation incorporated in the above address, it was later unanimously voted that the proper committee be authorized to solicit subscriptions to a fund to be used for the carrying on of a campaign of education, and that the association donate 25 per cent of such subscriptions up to $500.

Frederick F. Ingram, of Detroit, as chairman of the committee on freight and transportation and the committee on parcels post, reported that the first-class rate on perfumes and toilet articles to the Pacific terminals is 50 per cent higher than the commodity rate as applied to drugs in general. He recommended the endorsement of the Bennett bill, which besides reducing the rate to 8 cents a pound has other provisions worthy of consideration.

In connection with this report, a communication from Harry B. French, of Philadelphia, was read, in which he opposed the parcels post and asked that a petition which accompanied his letter, to the effect that the members took the same stand, receive the official approval of the association. Mr. Ingram's report was approved, but no action was taken on Mr. French's petition.

As chairman of the special committee for minimizing freight, Mr. Buck dwelt upon the extravagant practice of prepaying freights indiscriminately. From correspondence with the members, he attributed the difficulties largely to geographical position and the fact that perfumes constituted in many cases a small fraction of the entire shipments of many manufacturers. The members of this committee were also undecided as to whether a uniform agreement to fix freight rates would come under the provisions of the Sherman Anti-Trust Law.

Richard Hudnut, chairman of the committee of importations and undervaluations, touched in his report on the satisfactory results obtained in the recent tariff legislation, by which raw materials would be admitted free and the rate on imported manufactured perfumes would be increased. This, he said, would insure for the industry a brilliant and prosperous future. The total imports of alcoholic perfumery and hair, mouth, skin and teeth preparations for 1909, he said, amounted to $1,400,560, an increase of $311,804 over the previous year.

The report of the committee on campaign of education, presented by Joseph A. Brohel, chairman, referred to the keen competition of the department stores, mail order and premium houses, syndicate drug stores, and the fact that the high tariff on foreign perfumes had not cut down their importation.

Edwin H. Burr, New York, chairman of the committee on membership, reported that it was practically impossible to increase the association's membership unless manufacturers of toilet articles, not manufacturers of perfumes, be admitted. The following new members were secured: Active, Allen B. Wrisley & Co., Chicago; Hansom-Jenks Co., New York; associate, Vechten Waring Co., New York, and Kramp & Co., Offenbach, Germany. The report of the secretary, Walter T. Hathaway, showed that the active membership numbered 32, associate 62, honorary 1. John B. Ladd, of Ladd & Coffin, was elected an honorary member at this meeting.

Resolutions of regret were unanimously adopted by the members relative to the deaths of Mahlon N. Kline, of Philadelphia, and Adolph Spiehler, of Rochester.

The report of Treasurer Frank B. Marsh, New York, showed the total cash assets of the association to be $3779.87.

Wilbur H. Hyde, Cleveland, chairman of the committee on trade interests, outlined in his report the experiments being carried on by Dr. R. H. True, of the Bureau of Plant Industry at Washington. Mr. Hyde prognosticated in his report that America, with its varied resources of soil and climate, may become a factor in perfumery plant production.

The following officers were elected for the ensuing year: President, Frank B. Marsh, New York; first vice-president, John Blocki, Chicago; second vice-president, Charles W. Jennings, Grand Rapids; secretary, Edwin Ross, New York; treasurer, A. B. Calisher, New York; members executive board to serve three years, D. H. McConnell, New York, and J. Clifton Buck, Philadelphia.

An interesting and instructive address was delivered to the association by James D. Kenyon, vice-president of the Sheldon School of Salesmanship of Chicago. "South American Exports" was the subject on which Dr. W. P. Wilson, director of the Philadelphia Museum and Argentine consul at Philadelphia, spoke. Mr. Graham, of Allen & Graham, New York City, delivered an address on "Alcohol and the Drawback Clause on Domestic Spirits for Export."

GERMAN APOTHECARIES HOLD BUSY MEETING.

Kommers Follows Routine and Preparations are Begun to Celebrate Sixtieth Anniversary Next Year.

Secretary Gilbert of the entertainment committee was early on the job at the meeting of the German Apothecaries' Society on April 7, for no sooner had President Kleinau called the seventy members to order than he made the announcement that the sixtieth anniversary of the organization would be celebrated in a fitting manner on October 12, 1911, in the large hall at Terrace Garden. He also stated that besides the members of the entertainment committee he had appointed the following colleagues honorary members of the committee to assist in the undertaking:

Ehrenpresident und Grunder des Vereins Gustav Rampsperger, Dr. Wm. C. Alpers, Paul Arndt, Herm. H. Blomeier, W. Bodemann, Wm. J. Brandt, Geo. Bruns, Henry Buch, Aug. Eichl, Dr. Geo. C. Diekman, Dr. G. C. Freiberg, E. C. Goetting, H. Jul. Isow, Carl E. Kessler, Dr. C. F. Klippert, Emil C. Krausche, Geo. Leonhardt, F. H. Premp, Otto Rauhuthhenner, Louis Rhode, Emil Roller, C. F. Schleussner, L. F. W. Selfert, F. W. Stechmann, Geo. C. P. Stolzenburg, S. V. B. Swann, Carl Schur, Aug. Uhl und R. C. Werner.

Treasurer Lehman reported the resignation of several members of the society on account of retirement from business and other reasons.

Communications were read from the Brooklyn Pharmaceutical Society inviting members to the ball to be given by that organization on March 31, and from the widow of the late Dr. William Balser expressing her appreciaton of the kind remembrance of the society in her bereavement.

S. V. B. Swann, chairman of the legislative and trades committee, gave a detailed report of the telephone situation in this city and outlined the status of the several bills which had been introduced into the Legislature.

Three new members were elected—Chas. H. Mierow, J. H. Schell and Julius Kramer, and an application for membership was received from Chas. H. Lowe. The death of H. G. A. Goll, of Brooklyn, an old-time member, was announced by President Kleinau, the members rising to show their respect to his memory.

This ended the business meeting and the "kommers" began, Secretary Otto P. Gilbert acting as "praeses." A thundering salamander for the success of the kommers was followed by the singing of a song composed by Emil Roller and entitled "The Apothecary's Dream." The instrumental music was under the direction of an old-time member of the society, Hellmuth Jarchow, a cello player, his assistants being Fred Landau, first violinist at the Metropolitan Opera House, and Oscar Walther, pianist. Other features of the entertainment were the recitations and songs by the comedian Oscar Stolberg, a second kommers song having for its refrain "Isn't that peculiar?" and three songs by the baritone singer, Hans Merx.

Hegeman Corporation Buys Stock of J. Milhau's Son.

At the recent public auction of the stock and fixtures of the drug store of J. Milhau's Son, formerly located at 205 Broadday, this city, nearly everything put under the hammer was knocked down to the Hegeman Corporation. The latter took over the Milhau prescription files some time previous to the auction. This winds up a business which was established nearly a century ago.

Continuing the Business of J. Jungmann, Inc.

Judge Hand has authorized Harry S. Patterson, receiver in bankruptcy for J. Jungmann, Inc., druggists, New York, to continue the business until May 21. F. W. Hinrichs was appointed receiver on February 15 and the order was vacated on March 1. Since then the corporation has been endeavoring to effect a settlement or reorganization, but up to last reports had been unable to do so.

Pharmacists Vote $100 to Entertain Physicians.

The Retail Druggists' Association of St. Louis has voted $100 toward the entertainment of the members of the American Medical Association who meet in annual convention there June 7 to 13.

Drug Trade News in The Soda Fountain.

Readers of THE SODA FOUNTAIN should know that drug trade news is printed in THE SODA FOUNTAIN around the 15th of each month and costing only $1 a year. If not a subscriber send $1 to D. O. HAYNES & Co., 82 *Fulton street, New York.*

BETTER TELEPHONE COMMISSIONS PROMISED.

Kings County Society Hears Good News and Suspends its Propaganda Work Until Next September.

At the April meeting of the Kings County Pharmaceutical Society, Charles Heimerzheim, as chairman of the special telephone committee, reported that a joint committee consisting of representatives of this society, the N.Y.R.D.A., G.A.S. and other pharmaceutical organizations, had visited Mr. Hiss, of the New York Telephone Co., at Long Island City. They enumerated their various difficulties, each chairman having his say. Mr. Hiss said that three telephones were being worked on, as well as a collapsible booth, the latter taking just one-half the room occupied by the present booths.

One of the 'phones being experimented on allowed the admission of 5, 10 and 15 cents at one time, the mechanism being so arranged that the coin could be put in before "central" answers. These features, he said, would save considerable time. As to a higher rate of commission, he thought this could be managed and promised to do his best to settle the question satisfactorily. Mr. Heimerzheim said that a bill had been reported out at Albany placing the 'phone question under the Public Service Commission, also that rates in Brooklyn, according to law, should be equal to those of Manhattan, since the two boroughs were in the same city. The committee was thanked for its report and continued.

Mr. Heimerzheim, as chairman of the trade matters committee, also reported that the propaganda work had been continued during the past month on the same lines as previously. E. A. Lauer, 90 Utica avenue, wrote that the increase in calls for N.F. preparations by physicians had been 40 per cent at his pharmacy. On Dr. Muir's motion, it was voted to discontinue the work until next September.

C. H. Goddard Wins Peroxide of Hydrogen Injunction.

Justice Giegerich, in the New York State Supreme Court, has decided in favor of the plaintiff in an action in equity by Charles H. Goddard, trading under the name of the American Peroxide & Chemical Co. and also acting as trustee for the American Druggists' Syndicate, against the American Peroxide & Chemical Co., each seeking to restrain the other from the use of the name "American Peroxide & Chemical Co." and the word "American" to indicate the brand of peroxide of hydrogen sold. The defendants are restrained from manufacturing and selling peroxide of hydrogen under the name in question, as well as from using the word "American" in connection with the sale of peroxide of hydrogen. The counterclaim interposed by defendants is also dismissed.

New York Board Wins Prescription Cases.

Judgments have been obtained by the New York State Board of Pharmacy, through its attorneys, Steiner & Petersen, against Hugo Rosenthal, 101 Second avenue, Manhattan, for dispensing potassium iodide in filling a prescription calling for strontium iodide; Mandel's Pharmacy, 1271 Second avenue, Manhattan, for twice committing this offence and also having volume of preparation incorrect; Isadore Rummelsberg, 5524 Fourth avenue, Brooklyn, for selling carbolic acid wash in violation of law, and Albert O. May, 589 11th avenue, Manhattan, who filled prescription calling for codeine phosphate with codeine sulphate. Of the accused, only Mr. May appeared and put in a defense.

Receiver for Natural Carbonic Gas Co.

Edward G. Benedict, 79 Wall street, New York, has been appointed receiver of the Natural Carbonic Gas Co., of Saratoga Springs, by Judge Ward in the United States Court. The application was made by Charles G. Stratton, a bondholder and stockholder. The company, it was said, was not insolvent, and had $500,000 invested in the business and in property. The new anti-gas pumping law made the action necessary.

Hegeman Corporation to Open Store in Fifth Avenue.

The Hegeman Corporation will open a new drug store at 34th street and Fifth avenue, opposite the Waldorf-Astoria Hotel, New York City, some time early in July. The store has already been acquired by the corporation, but with the proviso that the present occupant be allowed 90 days in which to adjust his business. Nothing has been made public as to the fountain or other features, nor has a manager been secured.

PRESCRIPTION BELONGS TO THE PRESCRIBER.

Pharmacist Should Retain it for Five Years, for the Protection of the Physician, Patient and Himself.

PHILADELPHIA, April 20.—The presentation of the consensus of opinion of six prominent representatives of medicine and pharmacy on the declaration of the prescription was one of the most interesting features of the April monthly meeting of the Philadelphia Branch of the A.Ph.A. More than a year ago, joint committees of the Philadelphia County Medical Society and the Philadelphia Branch were appointed to consider the prescription from every standpoint and give the benefit of their conclusions to the two organizatons. Professor Remington was the chairman of the committee representing the local branch, with Prof. I. V. S. Stanislaus and Franklin M. Apple fellow-members. The committee from the County Medical Society consisted of Dr. Harry A. Duncan, chairman; Dr. W. E. Robertson and Dr. G. Morton Illman.

The report of the joint committee was read by Professor Remington and after being approved by the meeting, was referred to the County Medical Society. It was as follows:

First—The prescription is an utterance of the prescriber, who alone should direct and control its employment. It should, whenever practicable, be dated and the name of the patient with his or her age, if a minor, should be specified.

Second—Prescriptions are either of limited or unlimited character. A limited prescription is one on which restrictions have been placed by the prescriber, viz., to control the ownership, to limit the privilege of renewal, to state if a copy shall be given by the pharmacist compounding it, to direct the disposition of the prescription, and thus control all of the aforementioned rights. These restrictions should be specified over the signature of the prescriber. Limited prescriptions should be employed by the prescriber when writing for a medicinal substance commonly called a narcotic or habit-forming drug. The physician, when delivering a restricted prescription, should impress upon the patient that it is an order for medicine required only for the time stated and present need, and the attention of the patient should be directed to the character of the restrictions thereon.

An unlimited prescription is one which has no restrictions placed thereon by the prescriber, all rights being waived by the author. An unlimited prescription should be used when the copy of the prescription is directed to be placed upon the label of the container of the finished preparation.

Third—The pharmacist who prepares the medicine should retain the prescription for reference as a record of his services and for a period of time—not less than five years—for the protection of the prescriber, the pharmacist and the patient and all restrictions placed upon the prescriptions must be respected by the compounder thereof. The attention of the patient should be directed to the nature of the restriction in a prescription by affixing an appropriate notice on the container of the medicine.

Fourth—A copy of a restricted prescription should be written upon a special blank upon which is clearly stated the nature of the limitations, and if such direct that no copy of the original shall be given, none should be issued except upon the written request of the author.

All copies of prescriptions are made without recourse for possible error.

W. A. PEARSON,
chairman scientific section Philadelphia branch of the A.Ph.A.

The programme included the reading of a most interesting and exhaustive paper by Dr. F. E. Stewart, member of the committee on patents and trade marks, and former chairman of the committee on national legislation of the A.Ph.A. His subject was "Patents and Trade Marks in Medicine, and a Consideration of Domestic Medication as Affecting the Public, the Physician and the Pharmacist." So thoroughly did Dr. Stewart cover the ground, showing the rights and privileges of the members of the sister professions as between themselves and in relation to the public, and the lines for mutual advancement, that subsequent speakers declared themselves at a loss to present any new feature.

Dr. S. Solis-Cohen put forth rather an original thought when he suggested that the next step from a legislative standpoint was to bring the manufacturing pharmacist under the law and make him prove his ability to carry on that business. He declared that such a course would go far to obviate the present difficulties of the practicing physician. Later the members were given an informal reception and luncheon by the Scientific Section at the French Club.

ATHLETICS IN PHILA. C.P. CURRICULUM.

Important Innovation Result of Efforts of Professors Kraemer and Bridgeman—H. B. French President.

PHILADELPHIA, April 20.—The board of trustees of the Philadelphia College of Pharmacy has instituted a new era in pharmacy by its decision to give athletics, commencing with the opening of the fall term, a regular place in the curriculum. While the details have not yet been worked out, it is proposed to employ an efficient instructor, fit up a gymnasium and make athletic exercises for several hours each week of the college term obligatory. Students will be subjected to a physical examination and exercise along the lines they need will be prescribed. The athletic association of the college will co-operate by securing an athletic field and encouraging various branches of sport and team work. The successful culmination of the proposition has been largely due to the efforts of Henry Kraemer, professor of botany and pharmanognosy, and his assistant, J. J. Bridgeman.

The alumni of the college will receive a letter, asking the recipient to become either an active or a contributing member of the athletic association. The former costs $5 annually and the latter $2, but an active member will receive a card which will entitle him to attend all games and athletic contests held under the auspices of the association. It is hoped in this way to secure the financial support necessary to support the various athletic teams and secure regular grounds for these events.

The members of the college have elected the following officers: President, Howard B. French; first vice-president, R. V. Mattison; second vice-president, Joseph L. Lemberger, Lebanon; treasurer, Richard M. Shoemaker; recording secretary, C. A. Weidemann; corresponding secretary, Dr. A. W. Miller; curator, Joseph W. England; editor of the *American Journal of Pharmacy*, Henry Kraemer. The following were elected to membership in the board of trustees of the college: Dr. Samuel P. Sadtler, William L. Cliffe and H. K. Mulford.

AN EXCITING BASE BALL GAME.

New Yorkers Played Well, but Lost by 7 to 3 to Philadelphians.

PHILADELPHIA, April 20.—Representatives of pharmacy and the drug trade generally in this city and vicinity took off April 12 to witness the most important event—from an athletic standpoint—in pharmaceutical history—the base ball game between the teams representing the New York College of Pharmacy and the Philadelphia College of Pharmacy. The latter won by the score of 7 to 3—they could not have done otherwise, for in addition to very clever work, the players were threatened, cheered and pleaded with alternately by a crowd of more than 500 "rooters." The visitors had no cause to complain of the applause which greeted their efforts, for the spectators were absolutely fair, but it was the home team that was exhorted to do its best—and it did.

New York came over with a band of nearly two-score of supporters, among whom were Thomas F. Main, the secretary of the college, and W. B. Simpson, clerk, who organized the team; Prof. Joseph P. Remington, dean of the Philadelphia college; Howard B. French, president, were as enthusiastic as any in the local delegation. Professor Remington threw out the first ball and the game was on. The Philadelphians scored two runs in the first inning.

Following the game, the players boarded a train at Tabor, where the game was played, and upon their arrival in the city, marched down Market street to Green's Hotel, where they were the guests at dinner of Professor Remington and H. K. Mulford. Later the New Yorkers, escorted by a large delegation of their new-made friends, boarded a train for home, promising to turn the tables when the return game is played in New York. This will probably be some time in May.

KINGS COUNTY MOURNS DEATH OF O. C. KLEINE.

Adrian Paradis Chosen to Succeed Former President as Treasurer and Resolutions of Regret Adopted.

Oscar Clarence Kleine, formerly president of the Kleine Optical Co., and for many years a prominent member of the Kings County Pharmaceutical Society, died suddenly April 14 aged 55. A heart disease. He was for two years a trustee and member of the board of trustees of the Brooklyn College of Pharmacy, with which institution his connection dated from its beginning, and at the time of his demise was an ex-officio trustee. He was deeply interested and actively engaged in the work of the New York State Pharmaceutical Association.

Mr. Kleine was born in New York, but since 1861 made Brooklyn his residence. Leaving school at 12 years of age he obtained his first employment with the *American Agriculturist*. He was later apprenticed to a barber. As an interpreter he assisted the apothecary at the East Brooklyn Dispensary in waiting on its German-speaking patronage. In this way he discovered his liking for drugs. He became a registered pharmacist and assumed charge of the dispensary. In 1891, Mr. Kleine opened a store of his own in Brooklyn. He is survived by a widow, daughter and four sons. Of the latter, two have chosen their father's profession, Martin Kleine being connected with Eli Lilly & Co., and Edward Kleine operates a pharmacy in Brooklyn.

At a meeting of the Kings County Pharmaceutical Society appropriate resolutions were adopted regretting Mr. Kleine's death. Adrian Paradis was chosen to succeed him as treasurer. This made necessary the election of Frederick E. Kalkbrenner as a trustee and Joseph J. Vetter as censor of the Brooklyn College of Pharmacy.

Horace Benton, of Benton, Hall & Co.

CLEVELAND, April 20.—Horace Benton, of Benton, Hall & Co., wholesale druggists, died recently in Florida, where he went for his wife's health. He was 83 and she is 79 years old. Change of water and climate caused his fatal illness. Mr. Benton was born in Chardon, Ohio, and after college came to Cleveland, with two brothers establishing the firm of Benton Bros., which later became Benton & Dunham, then Benton, Meyers & Co., and finally Benton, Hall & Co. In addition to his widow two sons and two daughters survive him.

George P. Smith, of the Gibson Drug Co.

ROCHESTER, N. Y., April 20.—George P. Smith, vice-president and manager of the Gibson Drug Co. and a prominent worker in the National Wholesale Druggists' Association, is dead of congestion of the lungs. He was originally identified with the Walker & Gibson Drug Co., Albany. Although only 41, he had become prominent in the trade and had hosts of friends. A widow and daughter survive.

Henry G. A. Goll, of the German Apothecaries.

Henry George Amandus Goll, aged 58, a former president of the German Apothecaries' Society, and for 35 years the proprietor of a drug store at Tompkins avenue and Hopkins street, Brooklyn, died last month of apoplexy. He was a native of Frankfort, Germany, and is survived by his widow, Mrs. Clara Goll; a daughter, Joanna, and two sons, Robert Goll, of Brooklyn, and Oscar, of Tombstone, Ariz.

Mrs. Farrand Was Widow of a Prominent Wholesaler.

DETROIT, April 20.—Mrs. Olive M. Farrand, widow of Jacob S. Farrand, in his day a leading wholesale druggist of this city is dead. Mrs. Farrand was born in Vernon, Ohio, in 1821, and descended from Puritan and colonial stock. She married Mr. Farrand in Hudson, Ohio, in 1841, and afterwards resided in Detroit. Until incapacitated, Mrs. Farrand was prominent in charitable and philanthropic work. She was the mother of William R. Farrand, Jacob S. Farrand, Jr., secretary of Farrand, Williams & Clark, and Mrs. Richard P. Williams, wife of the president of the same firm.

Obituary Notes.

—Edward H. Cameron, who went from Buffalo, N. Y., to Denver in 1880, is dead, aged 58. A widow and married daughter survive.

—Geo. B. Wallace, aged 57, of Bridgeton, member of the New Jersey Ph.A. since 1874, member of its executive committee and former first vice-president, died recently in Florida, whither he went for his health. He is survived by a widow and three children.

—BENJ. S. KRADWELL, secretary of the Kradwell Drug Co., Racine, Wis., was found dead under a trestle recently at Vail, Iowa. He was en route to Idaho for his health and probably fell from a train.

Dr. JAMES WALKER SEATON, who had attained some note by his scientific acquirements, is dead of apoplexy. He had been in Louisville for 58 years, most of this time in the drug business.

—MRS. FRED C. DODDS, wife of the secretary of the Illinois State Board of Pharmacy, died recently in Springfield. General sympathy was expressed for the bereaved husband.

—W. S. AKRIDGE, proprietor of the Piney Woods Drug Co., Pelham, Ga., is dead of a murderous assault. A. P. Spence, traveling man, Atlanta, was arrested on suspicion.

—H. S. PITTS, formerly of Palo Pinta and Thorpe Springs, recently ended his life with carbolic acid, shortly after buying a drug store in Sherman, Tex. A widow survives.

—CHAS. BUCK, representing the Whitall Tatum Co. in Maryland, was recently accidentally asphyxiated by gas in Baltimore.

—DR. JAS. M. AYRES, 71, former Cincinnati druggist, G.A.R. man, ex-U.S. consul, etc., is dead at Johnson City, Tenn.

—ISAAC T. COOPER, 65, Cooper & Son, Worthington, Ind., is dead. He was a Civil War veteran. Widow and son survive.

—CHAS. H. SLOCUM, pioneer, Superior, Wis., is dead, aged 64. Fell on a slippery sidewalk. Widow and three children.

—FRANK O. BROWN, druggist, Mason, Odd Fellow, married, who went from Wichita to Santa Fe four years ago, is dead.

—WM. GIDDINGS, Utah pioneer, is dead in Ogden. He was born in Iowa 64 years ago. A widow and son survive.

—WM. H. BUTLER, for 25 years a druggist in Brookline, Mass., is dead, aged 53. A widow and son survive.

—LUCIEN O. LOVELAND, Muskegon, Mich., died a week before the date set for his wedding. He was 56 years old.

—GEO. CATLIN, 67, formerly a Chicago manufacturer, died in San Antonio, Tex., where he had gone for his health.

—JOS. W. COLCORD, 67, Lynn, is dead. He was Civil War veteran and member Massachusetts Ph.A. and N.A.R.D.

—EDWARD G. EGGE, of New City, N. Y., is dead following an operation. He leaves a widow and six children.

—JOHN W. COOPER, Hancock, Mich., is dead of morphine. His wife, who also attempted suicide, recovered.

—ROBERT K. KROUT, 83, retired, pioneer druggist of Crawfordsville, Ind., is dead. Seven children survive.

—LOUIS WELLER, 39, since 1884 receiving clerk for Muth Bros. & Co., Baltimore, is dead of pneumonia.

—D. W. STRAYER, 50, of Strayer Bros., Marion, O., is dead in Los Angeles, where he went for his health.

—B. H. OVERBECK, Jr., for 30 years in the drug business in Cincinnati, is dead. He was a Mason.

—DR. GEO. A. EVANS, practicing physician and druggist, Brooklyn, N .Y., is dead, aged 65.

LUTHER B. HAYWARD, prominent in Cambridge, Md., is dead.

—GEO. H. PAYNE, Lincoln Drug Co., Lincoln, Neb., is dead.

—GEO. B. BROWN, ex-postmaster, Winchester, Mass., is dead.

—F. A. WILLIAMS, Ionia, Mich., is dead. A widow survives.

—A. E. HISS, Chicago, Ill., ended his life with morphine.

—JOHN C. HAUSER 39, Baltimore, is dead of pneumonia.

—EDWARD B. SCHLEMAN, 56, retired, Louisville, is dead.

—ROBT. T. HOLDERNESS, Fordyce, Ark., died recently.

—ALBERT A. ANDERSON, Mercer, Pa., is dead, aged 40.

—FRANK D. POTTER, Allegan, Mich., is dead, aged 45.

—J. GOVAN CAMM, Lynchburg, Va., is dead, aged 60.

—JOHN P. STEDMAN, retired, Albany, N. Y., is dead.

Missouri Ph.A. and Ph.T.A. Meetings.

The Maryville meeting of the Missouri Ph.A., June 14-17, will be its 32d annual convention. Ex-President Ed. G. Orear, of Maryville, is secretary. President William K. Ilhardt, of St. Louis, reports that his committees are all at work and anticipates an interesting programme. Prof. Francis Hemm is chairman of the committee on papers and topics. Dr. James H. Beal, of Pittsburg, will be a special guest.

The Missouri Pharmaceutical Teachers' Association will hold its 18th annual meeting at Maryville, June 16. President D. R. Donovan, of Kansas City, expects a large attendance.

New York Branch of Parke, Davis & Co. is Now Installed in New Business Home.

OSCAR W. SMITH.

As the present issue of the ERA goes to its readers the New York branch of Parke, Davis & Co. has just moved into its modern new building, of which an illustration is printed on this page, together with a picture of the New York manager, O. W. Smith, who has been connected with the company for 20 years and to whose energy and industry the growth and prosperity of the branch are due, in part at least. The branch began 29 years ago in a small way in Cedar street, with an office staff of six and two travelers. Now in the new building at Hudson and Vestry streets 200 persons are employed in the office and warehouse, besides a staff of nearly 100 travelers—not including the staff of the recently discontinued importing department.

It was in February of 1881 that the company made its modest entrance into the New York drug market, and the invasion by a Western concern was at that time considered somewhat audacious, as Western manufactured pharmaceuticals then were little used in the East. Parke, Davis & Co., however, were pioneers in drug standardization and the management possessed the courage of their convictions. The Cedar street quarters soon became too small and more spacious offices were taken at 60 Maiden Lane, where an entire four-s ory building was occupied. Soon larger quarters were required and the branch moved to 90-94 Maiden Lane. The development of the business, however, during the last four years was so rapid that the new building at Hudson and Vestry streets became necessary.

The new home is a modern eight-story steel and concrete structure occupying about 75,000 square feet, more than twice as much room as in the quarters just vacated, contains all modern conveniences, including two freight elevators, passenger elevator, electric dummy, speaking tubes, telephones, mail chutes and other devices.

The new building admits light upon three sides and the offices are located on the sixth, seventh and eighth floors, so that the working staff will be located in airy, sanitary quarters that will be as nearly ideal as possible.

Parke, Davis & Co. extend a cordial invitation to all their friends in the drug trade to visit the new establishment, which can be reached by taking the Ninth Avenue Elevated and getting out at the Desbrosses street station, from which point the building is only two squares distant. A room has been set aside for the convenience of out-of-town visitors and especially those coming from abroad, where every convenience will be placed at their disposal.

No manufacturing operations are conducted here, all goods being manufactured in the laboratories in Detroit and Walkerville. At the latter point many of the goods for export are manufactured, being shipped in bond. This feature is one in conjunction with the rapidly developing export business. The Spanish department of the Eastern office now consists of 25 office assistants and a dozen travelers. The staff includes correspondents who are thoroughly familiar with the Spanish, Portuguese, Italian and other languages, and it is a very interesting feature of the New York branch.

Every consideration has been devoted to providing the best possible facilities so that the Eastern business may be handled with the least possible delay. Telegrams for biological products receive instant attention, not only during office hours but at night and on Sundays and holidays, arrangements having been made to handle such telegraphic orders through a local druggist. This feature is regarded as especially important as frequently anti-diphtheretic serum and vaccine virus is required for immediate use.

Manager Smith has jurisdiction over all New England, New York, Pennsylvania, New Jersey, Florida and, what covers an infinitely larger area, all of South America, Central America and other Spanish-speaking countries.

Kentucky Druggist Murdered by His Son-in-law.

LOUISVILLE, April 21.—S. E. Welch, a prominent druggist of Berea, Ky., was shot and killed April 19. Grover C. Fish, his son-in-law, was arrested charged with the crime. Mr. Welch was one of the leading citizens of the town.

THE DRUG MARKETS

MANUFACTURERS RAISE CITRIC ACID PRICES.

Cod Liver Oil Production Less Than Last Year's Output and Stronger Market Abroad.

CHANGES SINCE LAST REPORT

A—Acid, Citric, cryst., kegs	lb.		—	39½
Less	lb.	.40	—	.47
Granulated	lb.	.40	—	.47
C—Alcohol, Cologne Spt., U.S.P., bbls.gal.			—	2.63
A—Aloes, Barbadoes, true	lb.	.80	—	.85
A—Asafetida, extra, select	lb.	1.15	—	1.20
Good, fair	lb.	1.10	—	1.15
A—Balsam Tolu	lb.	.30	—	.38
A—Beans, Tonka, Angostura	lb.	1.60	—	1.70
A—Buchu Leaves, Long	lb.	.80	—	.90
D—Buchu Leaves, Short	lb.	.75	—	.85
Powdered	lb.	.85	—	.90
A—Cubeb Berries, Sifted	lb.	.50	—	.55
Powdered	lb.	.55	—	.60
D—Cumin Seed	lb.	.25	—	.30
A—Flaxseed, cleaned	bbl.		—	9.00
Ground	lb.	.06	—	.07
A—Ipecac Root, Carthagena	lb.	1.40	—	1.50
Powdered	lb.	1.50	—	1.60
Rio	lb.	3.00	—	3.15
Powdered	lb.	3.10	—	3.25
D—Jalap Root, selected	lb.	.30	—	.35
A—Oil, Castor, American	lb.	.12	—	.14
A—Oil, Cottonseed, yellow and white	gal.	.75	—	.85
A—Oil, Gaultheria Leaf	lb.	6.30	—	6.50
A—Oil, Haarlem, Dutch	gross	4.00	—	4.25
A—Oil, Hemlock, cans, 20 lbs. or less	lb.	.85	—	.95
A—Oil, Neatsfoot	gal.	.90	—	1.00
A—Oil, Salad, Union	gal.	.80	—	.90
A—Oil, Sperm, winter bleached	gal.	.95	—	1.05
A—Opium, Natural	lb.	5.95	—	6.10
Granulated	lb.	6.95	—	7.10
U.S.P., Powdered	lb.	6.95	—	7.10
A—Prickly Ash Berries	lb.	1.90	—	2.00
D—Quince Seed	lb.	1.00	—	1.15
A—Uva Ursi	lb.	.10	—	.13
C—Wax, Bay	lb.	.25	—	.30

NOTE—A, advanced; D, declined; C, correction; N, new.

See page 518 for Price List Changes and page 520 and following pages for Prices Current.

NEW YORK, April 25.—Continued quiet conditions have prevailed in nearly all sections of the general drug and chemical market, but the undertone is fairly steady and price changes are few and only of ordinary importance. Opium quotations remain unchanged, but it is claimed the inside figure can be shaded. Quinine is without new feature and steady. Glycerin is slightly easier. Manufacturers of castor oil have advanced quotations on all grades, and Norwegian cod liver oil is stronger with a better inquiry. Uva ursi leaves are slightly higher and cables confirming previous reports of strong foreign markets for short buchu leaves have been received. Quince seed is easier and Carthagena ipecac is lower under a light demand. Angostura beans are somewhat higher with quotations showing a wide range. Jalap is easier, owing to free offers to arrive at concessions from previous prices. Both the Carnauba and bayberry varieties of wax have been advanced.

OPIUM—Is moving slowly and chiefly in a routine way, and the market has a quiet appearance, although the tone is steady, with quotations slightly advanced over those of last month. Jobbers are asking $5.95@$6.10 for natural, $6.95@$7.10 for granulated and $6.95@$7.10 for U.S.P. powdered. The arrivals of opium in Smyrna to April 2 amounted to 1920 cases against 2044 cases on the same date last year. The present stock in Smyrna is 375 cases.

QUININE—Is easier to move with only a limited consuming demand and the market has a quiet appearance, with a steady undertone and manufacturers' prices being maintained on the old basis of 14c. for bulk in 100-ounce cans. Cables received on April 19 report the bark shipments from Java during the first half of April as 330,000 kilos. At the Amsterdam auction on April 15, 1400 kilos were sold at an average price of 10.37 florins, against 10.41 florins at the previous sale.

COD LIVER OIL—Norwegian is firmer in sympathy with a stronger position abroad, but quotations remained unchanged at $28@$30 per barrel and $1.00@$1.10 per gallon, as to brand and quality. Official figures regarding the fishing called on April 18 were as follows: In Lofoten 1910, 13,700,000 fish, producing 11,480 barrels of oil, as against 16,700,000 fish, producing 17,210 barrels of oil in 1909. In all other districts (1910) 34,000,000 fish produced 24,535 barrels of oil; in all other districts (1909) 37,000,000 fish produced 35,150 barrels of oil. The total production to April 18 is placed at 16,245 barrels less than that of last year.

UVA URSI LEAVES—Have met with a good demand and quotations are fairly firm at 10@13c. per pound in usual jobbing quantities.

QUINCE SEED—Is easier under freer offerings and light inquiry and quotations have been reduced to $1.00@$1.15, as to quantity and quality.

IPECAC—Carthagena has fluctuated in price considerably during the month, but at this writing is easier under a light demand and more or less selling pressure. Present quotations are $1.40@$1.50 per pound for whole and $1.50@$1.60 for powdered. Rio is firm and scarce with quotations advanced to $3.00@$3.15 per pound for whole and $3.10@$3.25 for powdered.

ASAFETIDA—Stocks are almost exhausted and the inquiries are in excess of the supply. Prices are firm at $1.15@$1.20 per pound for extra select; for good to fair, $1.10@$1.15 is asked.

HAARLEM OIL—Is in fairly good demand with business of average volume and available supplies being gradually reduced. The ruling quotations are $4.00@$4.25, as to holder.

TONKA BEANS—The Angostura variety are again higher owing to continued scarcity and jobbing quotations have been further advanced to $1.60@$1.70 per pound, as to quantity and seller. Para are also firmly held with only small lots available. The market is entirely bare of crystallized Surinam.

BUCHU LEAVES, SHORT.—Continue to show a hardening tendency under the influence of increasing strength abroad and light available stocks at all points. Quotations have been advanced to 75@85c. for whole and 85@90c. for powdered.

BALSAM TOLU—Is scarce and firm with jobbers quoting 30@38c. per pound.

CUBEB BERRIES—The market continues to advance, owing to scarcity in primary markets, and a further advance seems likely, as berries of good quality are difficult to obtain except at higher figures. Dealers are quoting 50@55c. per pound for clean, sifted, and 55@60c. for powdered.

JALAP—Is easier under the influence of freer offers of forward delivery and prices have been marked down to 30@35c. per pound for whole and 35@40c. for powdered.

CASTOR OIL—American is firmer in sympathy with stronger markets for beans and manufacturers have advanced quotations 1@c. per pound on all grades. Jobbers now quote 12@14c.

CITRIC ACID—Manufacturers have advanced prices 3c. per pound and jobbers now quote 39½c. per pound for kegs and 40@47c. for less. In sympathy with this advance all citrates have been marked up.

OIL GAULTHERIA—True leaf oil is in demand and scarce, jobbers asking $6.30@$6.50 per pound.

FLAXSEED—The market is decidedly higher and the prospects are that it will advance still further. Jobbers now quote $9.00 per barrel for whole clean seed, but have made no change in price for the ground, which remains at 6@7c. per pound.

BAYBERRY WAX—Is in better demand with the market firmer in sympathy with the stronger position of carnauba wax. In consequence dealers have advanced their prices to 25@30c. per pound. There is said to be some buying of carnauba here for export to Hamburg, but none is offered from primary sources of supply.

Take Advantage of Our Advertising

This year, we are going to spend $150,000 in advertising Diamond Dyes.

This advertising will appear in 46 women's publications throughout the United States and Canada.

Many of these publications will go into the homes of people right in your neighborhood.

The women next door to you and all around your store will read these advertisements.

And you can be sure that after they do, they'll want to use Diamond Dyes.

Every printed word will be the best sort of salesmanship.

For all these women will learn of the countless superiorities of Diamond Dyes. They will learn why Diamond Dyes are called the "Standard of the World." And they will learn why Diamond Dyes are the only safe dyes to use for any purpose.

DIAMOND DYES

Our advertising is giving you a wonderful chance to get new business.

All this new business mean *additional* profits. Profits that you can depend on for all time.

You are safe in recommending Diamond Dyes, for they are the only dyes that can be used with absolute safety to the material—

Because they are the only dyes perfect in formula, positive in action, certain in results.

And, on this account, every package of Diamond Dyes sold over your counter will make a lasting customer and win new ones.

Co-operate with us in this advertising.

Recommend Diamond Dyes to your customers —put the Diamond Dye card where it can be seen always—and you will reap the profits this advertising will bring you.

You can please your customers by carrying a full assortment of Diamond Dyes and recommending their use—

For they are the only dyes that will please and satisfy your customers with the splendid results they give.

FACTS THAT WILL HELP YOU

Always be sure that your customers get the right kind of Diamond Dyes for the material they intend to dye. For while it is almost impossible to fail with Diamond Dyes, if the directions are carefully observed, it is imperative that the right dyes be used.

Frequently customers want to know why one dye won't do for any kind of materials. Then tell them this:

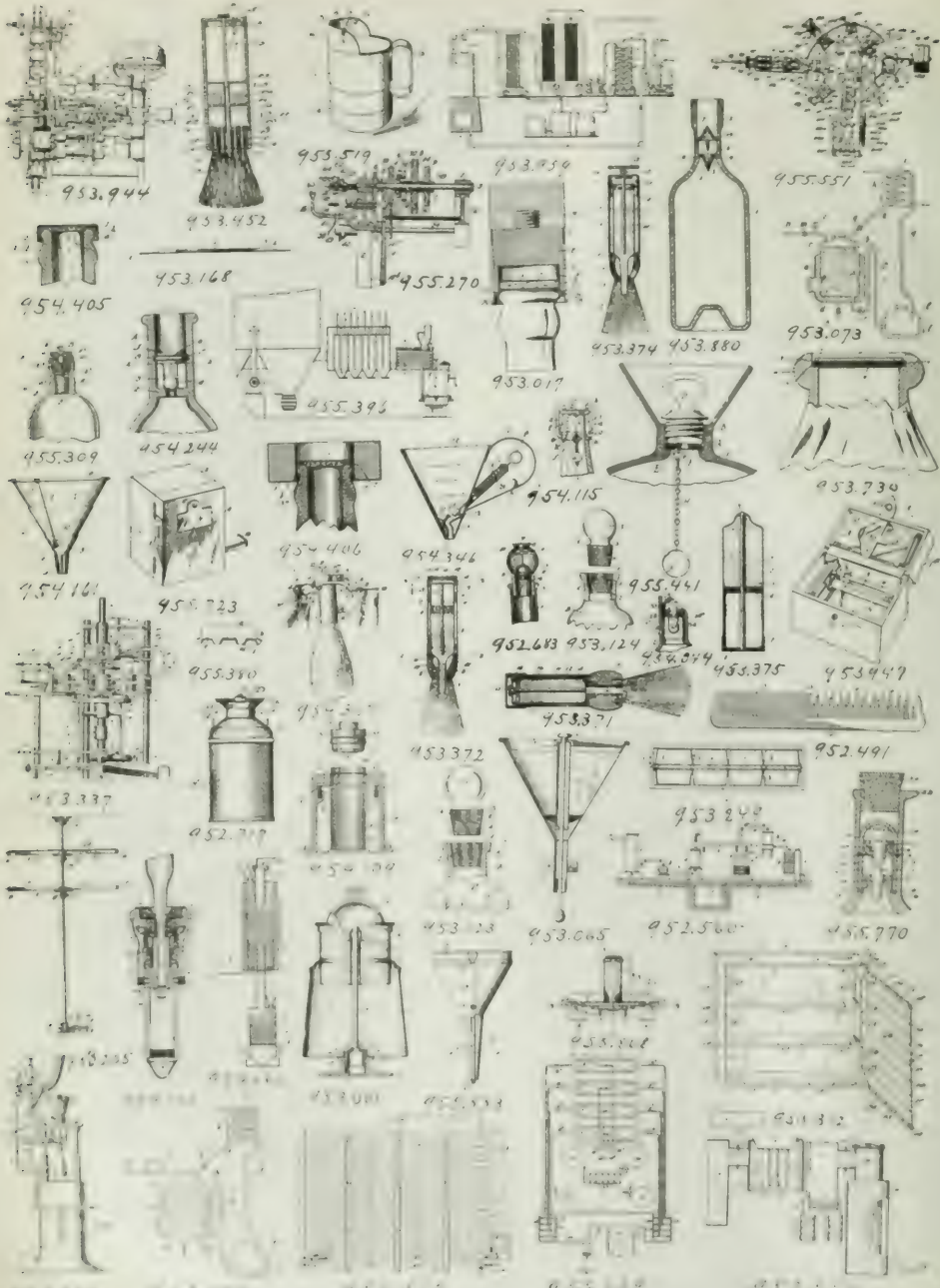
Wool, silk and like materials are made up of animal fibres, while cotton, linen and mixed goods are composed of vegetable fibres, which are entirely different in composition and slower to take up the dyes. And the only way to get absolutely sure and satisfactory results is to use the kind of dyes especially adapted to the fabric. This is supported by the authority of all the most eminent dye-chemists.

If care is taken to secure the proper dye, there is positively no reason for failure. For dyeing at home with Diamond Dyes is just as simple, as sure of success, as washing a shirtwaist.

But be sure to explain carefully the reasons for the separate dyes, for every imitation that is sold undermines the confidence of your trade in the possibilities of home-dyeing and kills possible profits.

WELLS & RICHARDSON COMPANY
BURLINGTON, VT.

PATENT TRADE MARKS, ETC.—(See Page 502.)



Attractive Service Creates Business

Try This At Your Fountain

Grape Juice With Cracked Ice

Fill a phosphate glass with good sized lumps of ice. (*Not crushed or chipped ice.*) Pour in Walker's Grape Juice, filling the glass to the top. Place the glass on a small china plate, with two or three crisp crackers, plain or salted.

This is but one of the many attractive specialties described in our book of grape juice recipes for the soda fountain. Write for a copy to be sent you as soon as off the press. It is filled with new ideas.

The brilliant clarity and rich color of Walker's Grape Juice gives to any drink made with it an attractiveness impossible with other grape juices. Walker's is pre-eminently the fountain brand, and will multiply your sales of grape juice drinks. Keep a supply for sale by the bottle too. It's the great home beverage. Your jobber can supply you.

Walker's
GRAPE JUICE

"It's Clear Because It's Pure"

The "Ten Pin" Bottle

Quantity Discounts	5 Case Lots,	5 and	5%
	10 " "	10 and	5%

SPECIAL PUNCH BOWL OFFER
With First Order 10 Cases

THIS BOWL is the greatest novelty ever offered the Fountain Trade. Of seamless spun steel, triple enameled, hand-painted in colors which are burnt in, handsome as china, indestructible.

Properly displayed it will sell many times the quantity in a single season. Yours as long as you sell no other grape juice from it.

Measures 18 ins. wide, 10 ins. high. Base and bowl of separate pieces.

Advertising matter on request. Special assortment with quantity lots.

(Order from your jobber now.)

THE GRAPE PRODUCTS CO.
North East, Pa.

PATENTS, TRADE MARKS, ETC.—(See Page 500.)

PATENTS.

Granted March 22, 1910.

952,491—Fred E. Youngs, Detroit. Toilet comb.

952,540—Morton J. Lyster and Benton R. Lyster, Whitefield, N. H. Apparatus for the production of gentian oil.

952,560—Nikolaus Caro, Berlin, Germany, assignor to Gewerkschaft der Steinkohlenwerke Mont Cenis, Sodingen, Germany. Process of obtaining ammonium sulphate from gases.

952,625—Charles A. Nutt, Rochester, N. Y., assignor of one-half to Norman E. MacIlvain, Rochester. Bottle-stopper.

952,704—Paul Boessneck, Leipzig, Germany, assignor to the firm of M. B. Vogel. Process of making antimony compounds.

952,717—Lee Sturges, Chicago. Hermetically sealing stopper for cans.

953,001—James W. Chapman, Meriden, Conn., assignor to Manufacturers Bowman & Co. Percolating device.

953,017—John A. Hicks, Summit, N. J., assignor to Auto Stopper Co., New York. Implement for applying sealing-caps to vessels.

Granted March 29, 1910.

953,049—Julius Mogenburg, Leverkusen, near Cologne, Germany, assignor to Farbenfabriken vorm. Friedr. Bayer & Co., Elberfeld. Process of making 1-8-Diaminonaphthalene-4-sulfonic acid.

953,065—John R. Smith, Bradford, Mass., assignor of one-half to John M. Lynch, Hyde Park, Mass. Funnel.

953,073 and 953,074—Heinrich Trillich, Munich, Germany. Extracting caffein from coffee.

953,123—Conrad M. Conradson, Madison, Wis., assignor, by mesne assignments, to Precision Glass Grinding Machine Co., Sioux Falls, S. D. Ground neck of bottles and the like for use with correspondingly ground stoppers.

953,124—Conrad M. Conradson, assignor to Precision Glass Grinding Machine Co. Ground stopper for use with correspondingly ground bottle necks, etc.

953,168—Joseph R. Hamilton, Kansas City, Mo. Collapsible-object mailing and souvenir card.

953,187—Frederick W. S. Valentiner, deceased, late of Leipzig, Germany; Alfred Victor Richter, administrator, assignor to the firm of Valentiner and Schwarz, Leipzig-Plagwitz, Germany. Process of producing a sulphur compound of quinine.

953,205—Arthur S. Hughes, Mansfield, Ohio. Display rack.

953,240—Jakob Widmer-Ackermann, Zurich, Switzerland. Apparatus for molding liquids which solidify when cold.

953,256—Peter Bruders, Aachen, Germany. Feeding-bottle for children.

953,313—John H. Astruck and Carmine J. Salviolo, New York, assignors to John Henry Astruck. Cigar-cutter.

953,326—Egmont R. Freyer, Sacramento, Cal., assignor to Peerless Crown Cork Feeder Co., San Francisco. Mechanism for feeding caps to capping-machines.

953,337—Julius Horvath, Newark, Ohio. Bottle annealing and delivering machine.

953,371, 953,372 and 953,376—Walter L. Clark, New York. Fountain-brush.

953,373 and 953,375—Walter L. Clark, New York. Paste-tube.

953,374—Walter L. Clark, New York. Fountain-brush and reservoir therefor.

953,452—Hugh H. Woodmansee, Azusa, Cal. Fountain shaving-brush.

953,577—Alvan H. Baer, Waynesboro, Pa., assignor to Frick Co. Ammonia-condenser and liquid-cooler.

953,621—Paul Jaeger, Stuttgart, Germany. Liquid coating composition.

953,626—George A. La Vallee, Marietta, Ohio, assignor to The Northwestern Chemical Co. Composition for stopping leaks.

953,677—Sigmund v. Kapff, Aachen, Germany. Cellulose formate.

Granted April 5, 1910.

953,730—Richard Zastrow, New Haven, Conn. Closure for wide-mouthed bottles.

953,890—Roger Williams, Brooklyn. Non-refillable bottle.

953,944—LeRoy W. Earl, Pecatonica, Ill. Can-end-labeling machine.

953,947—Arthur Frankl, Berlin, Germany. Remedy for swine-plague.

953,959—Heinrich Koppers, Essen-on-the-Ruhr, Germany. Process of recovering ammonium sulphate from gas.

953,960—Heinrich Koppers. Ammonia saturator.

954,044—Burton E. Paul, Tacoma, Wash. Non-refillable bottle.

954,080—Otto Dieffenbach and Wilhelm Moldenhauer, Darmstadt, Germany. Process of producing hydrocyanic acid.

954,109—Charles F. Jenkins, Washington, D. C., assignor to Single Service Package Corporation of America, New York. Bottle-closing device.

954,115—Paul Leinbrock, Copitz, near Dresden, Germany. Closure for bottles or like vessels.

954,161—Robert L. Rest, Bismarck, N. D. Funnel.

954,290—Felix Mueller and George W. Gwinn, New York, assignors to Standard Stopper Co. Capping-machine.

954,244—Louis Anderson, San Francisco. Non-refillable bottle.

954,[illegible]—George D. Lacey, Lansing, Mich. Stamp and label adhesive.

Copy of one TRADE MARK or PATENT, with 64 page Booklet on LEGAL TRADE MARKS, PROTECTIVE PATENTS and FOOD AND DRUGS ACT, sent for 25 cents.
G. H. DAVIS, Attorney, 908 G St., N.W., Washington, D. C.

954,[illegible]—Jose B. Romero, Camarillo, Cal. Measuring-funnel.

954,405—Earl P. Wetmore, New York, assignor to Sterling Cork & Seal Co. Sealing-cap for bottles.

954,406—Earl P. Wetmore. Method of sealing bottles and other vessels.

Granted April 12, 1910.

954,486—Eduard Weiss, Weiden, Germany. Saponaceous compound.

954,564—Hod C. Dunfee, Clarksburg, W. Va. Nursing-bottle.

954,582—Ernest S. Peck, Cleveland. Percolator.

954,635—Alvin N. Ketterer, St. Joseph, Mo. Bottle-labeling machine.

954,647—Henry Pond, Metz, Mo. Filter.

954,660—William J. Wells, Decatur, Ill. Apparatus for extracting oils.

954,685—John A. McAnulty, Baltimore. Bottle-capping machine.

954,816—Sidney L. Long, Minneapolis. Stamp-vending machine.

954,824—Adolph Schneider, Chicago. Bottling-machine.

954,835—John A. Wesener, Chicago. Apparatus for storing, diluting, and bleaching agents.

954,841—Frank O. Woodland, Worcester, Mass. Label-follower mechanism.

954,873—James F. Moulton, Baltimore. Vending-machine.

954,897—Louis G. Steininger, Fort Plain, and Alton A. Walrath, Minden, N. Y. Bottle and jar seal.

954,949—Gilbert J. Fowler, Urmston, near Manchester, England. Process of extracting lac dye.

954,958—Carl D. Hellstrom, Belgviken, Eskilstuna, Sweden. Centrifugal liquid-separator.

954,984—Victor E. Mertz, Fallowfield, Manchester, England. Process of producing cuprammonium solution.

955,041—Emil Barell and William Girard, Basel, Switzerland, assignors to the firm of The Hoffmann-La Roche Chemical Works, New York. Box for vials, flasks, and similar objects.

955,070—Harry W. Johnson, Stockport, England. Means for stoppering or sealing bottles or other receptacles.

955,082—Sigmund von Kapff, Aachen, Germany. Cellulose formate.

955,092—Frederick L. McGahan, St. Louis. Blowpipe.

955,090—Jeremiah L. Peters, Allentown, Pa. Stopper-lock for bottles.

955,121—Charles A. Hollett, Indianapolis. Apparatus for administering anesthetics.

Granted April 19, 1910.

955,270—Thomas K. Keith, deceased, late of Boston; Harold C. Hudson, administrator, assignor of one-half to Francis N. Chapman, Salem, Mass. Machine for closing bottle ends with tin-foil.

955,309—William P. Bebler, Philadelphia, assignor to Edward M. Hull. Bottle.

955,312—Constantine Belli, Philadelphia. Medicine-cabinet.

955,380—Amos Calleson, Brooklyn, N. Y., assignor of one-half to Benjamin Adriance. Bottle-cap.

955,396—James B. Hannay, Cove, Castle, Scotland, and Samuel B. Wilson, Westminster, London, England. Manufacture of white sulphate of lead pigment.

955,441—Maximilian C. Schweinert, West Hoboken, N. J., and Henry P. Kraft, New York. Water-bottle stopper.

955,519—John Lazarus, Wilkes-Barre, Pa. Measuring device.

955,530—Winfield S. Morrison, Oakland, Cal. Collapsible tube.

955,551—Simon Rehberg, Quincy, Ill. Bottling-machine.

955,553—Louis N. Ritten, Minneapolis. Funnel.

955,587—Max Engelmann, Elberfeld, Germany, assignor to Farbenfabriken vorm. Friedr. Bayer & Co. New purin bases.

955,659—Eudo Monti, Turin, Italy. Apparatus for concentrating solutions by freezing.

955,723—Albert F. Vorce Benzonia, Mich. Perfume-vending machine.

955,772—William Douglas, Tacoma, Wash. Bottle and stopper therefor.

955,808—Arthur G. Kent, Rochester, N. Y., assignor to Seymour W. Kent, Jordan. Cap for bottles and vessels.

TRADE MARKS.

Published March 22, 1910.

32,383. Mexican Amole Soap Co., Peoria, Ill. Facial creams, hair tonic, remedy for dandruff, etc.

41,426—Vertriebs-Gesellschaft Prof. Dr. Schleich'scher Praparate G. m. b. H., Berlin, Germany. Cold-cream, peptonated paste, hair tonic, mouth wash, etc.

46,293—S. Kann Sons & Co., Washington, D. C. Cold-cream and talcum powder.

46,319—Leon B. Diez, New Orleans. A remedy for use in the treatment of colds, croup, and pain.

46,843—Albert P. Baumann, New York. Tooth brushes.

46,917—The Keystone Chemical Manufacturing Co. of New Jersey, Philadelphia. Sodium phosphate.

47,105—Fred W. Israel, Wichita, Kan. Cough remedies and a breath-purifier.

47,316. H. Rolff Pianten, Brooklyn. A remedy for the treatment of genito-urinary diseases.

Published March 29, 1910.

40,549—Leighton Wright Co., Buffalo. Antirheumatic, antipyretic, and analgesic remedies.

41,927—Horace D. Griswold, Nashua, N. H. A medicinal preparation for the skin and scalp.

42,068. Lillian W. Moon, New London, Conn. A remedy for asthma.

(Continued on Page 504.)

SUPRACAPSULIN

Solution 1-1000

Permanency Guaranteed

A superior solution of the Active Principle of the SUPRARENAL GLAND. It is right in every respect—Absolutely Aseptic.

Reliable at all Times

When you use **Supracapsulin** you get the expected results. Specify "CUDAHY'S" on your prescription.

Samples and literature on request.

THE CUDAHY PACKING CO.

NEW YORK
BOSTON

PHARMACEUTICAL DEPT.
SOUTH OMAHA, NEB.

CHICAGO
SAN FRANCISCO

Hot Drinks at the Soda Fountain
ARE BECOMING MORE POPULAR EVERY DAY

ADD TO THAT POPULARITY BY USING

R.S.P. CO.'S Rockford Quality SILVER PLATED SERVICE WARE

We have a full line of appropriate service equipment especially suited to the needs of the better class of Soda Fountain Patronage.

All Jobbers carry and recommend our line

Perfect service guarantees satisfaction—"R. S. P. Co.'s" Silver Plated Ware guarantees perfect service.

ROCKFORD SILVER PLATE CO.
ROCKFORD, ILL.

ROCKFORD SILVER PLATE CO.,
Rockford, Ill.

Please send me complete Price List of the R. S. P. Co.'s Silver Plated Fountain Ware.

Signed.....

Address.....

My Jobber is.....

BUSINESS RECORD

Changes in Ownership, New Drug Stores, Incorporations, Fires and Other Commercial Matters of Interest to Wholesale and Retail Merchants.

Supplement to The Era Druggists' Directory.

ALABAMA—Birmingham—Burton Drug Co., 2105 Third avenue, a new store.
ARKANSAS—Osceola—The Osceola Drug Co., a new store.
CALIFORNIA—San Francisco—J. Isaacson, Geary and Octavia streets; succeeded by Brenner Bros.
CONNECTICUT—Hartford—Marshall E. Charter, Park and Broad streets, succeeded by Morris Joseph. [illegible] Graves, 115 Main street, succeeded by A. E. Seltzer.
New Britain—New Britain Drug Co., Whiting and Cherry streets, succeeded by Wm. F. Roy.
ILLINOIS—Girard—Claude B. Smith, new store.
Liberty—Geo. D. Mercer, succeeded by Mercer Drug Co.
KANSAS—Wellington—H. F. Smith, succeeded by Gallup & Crew.
KENTUCKY—Corbin—John J. Hagan, succeeded by John Archer.—Smith Bros., succeeded by Red Cross Pharmacy; C. M. Smith, proprietor.
MAINE—Brownsville—L. C. Page, succeeded by Wilmot F. Dow.
MASSACHUSETTS—Weymouth—Weymouth [illegible], succeeded by the Kemple Drug Store; Geo. R. Kemple, proprietor.
MICHIGAN—Hartford—Munson & Kernen, succeeded by Maus & [illegible].
MINNESOTA—McIntosh—P. O. Neraal, succeeded by Dr. C. E. H[illegible].
MISSISSIPPI—Eupora—Arnolds & Co., succeeded by Lindsey & W[illegible].—L. L. B[illegible], succeeded by J. F. [illegible].
NEBRASKA—Ashland—L. R. Brush, succeeded by Thos. Roberts.
NEVADA—Carson—Frank J. Steinmetz, succeeded by J. A. M[illegible].
OHIO—Ashland—W. B. Cousins, succeeded by Bockley Bros.
PENNSYLVANIA—Shamokin—Frank G. Schad, 423 East Sunbury street; succeeded by City Drug Store; C. I. Glover & Co., proprietors.
SOUTH CAROLINA—Greenville—M[illegible] Pharmacy, Main and Washington streets, new store.
VIRGINIA—Farmville—H. C. Crute, succeeded by Freear & [illegible].
WEST VIRGINIA—Sutton—L. W. Martin, succeeded by Gillespie & [illegible].
WISCONSIN—Soldiers Grove—R. L. Smith, succeeded by Erickson & Barney.
Sun Prairie—Crosse & Crosse, succeeded by H. C. Bars.

TRADE MARKS.

(Continued from Page 502.)

4[illegible]—Paul Wesser, Berlin, Germany. Medicinal soaps.
43,956—Arthur Seidman, Cleveland. A compound for use as a remedy for [illegible] and intestinal disorders, etc.
44,030—Chemische Werke vorm. Dr. Heinrich Byk, Berlin, Germany. [illegible]
44,107—[illegible] Johnson, St. Paul. Lotions.
44,287—McKesson & Robbins, New York. Chamois-skins.
44,463—Miller & Blake Chemical Co., Adrian, Mich. Local [illegible].
45,012—Fritz Kripke, Berlin, Germany. Ointments, salves, powders for treating the hair and skin, etc.
4[illegible]—[illegible] & Kemp, New York. Liniments.
4[illegible]—W[illegible] Chemical Co., Des Moines, Iowa. Cold cream.
4[illegible]—[illegible] M[illegible] Co., Buffalo. [illegible] pills, [illegible] and [illegible], etc.
46,038—Charles Herman Budde, Dayton, Ohio. A corn-salve.
4[illegible]—[illegible] K[illegible], Tarpon, Texas. [illegible]
4[illegible]—[illegible] W. M[illegible], San Antonio, Texas. A remedy for rh[illegible].
46,579—The Nature's Creation Co., Columbus, Ohio. A remedy for [illegible].
4[illegible]—[illegible] Petersburg, Va. Remedies for venereal dis[illegible].
4[illegible]—[illegible]umers Service Co., Inc., South Bend, Ind. A remedy [illegible] disorders and diseases of the kidneys.
4[illegible]
4[illegible] Washington, [illegible] cream, [illegible] mouth-washes, etc.
4[illegible] New York. [illegible]
4[illegible] A remedy for [illegible]
4[illegible] Ky. Remedy for [illegible]
4[illegible] N. Y. Medicine [illegible]
4[illegible] A remedy for [illegible]
4[illegible] A remedy for the treatment of [illegible]
4[illegible]
4[illegible]

47,490—Alfred A. Burnham, Boston. Effervescent aperients.
47,[illegible]—[illegible] & Dunn Co., Charlotte, N. C. A remedy for use in the treatment of liver troubles, biliousness, constipation, loss of appetite, etc.
47,[illegible]—[illegible] A. Harris, Conway, Mo. A remedy for cancer, [illegible] of the bones, ulcerated sores, blood-poisoning, etc.
47,[illegible]—Jefferson I. Potter, Seward, Neb. A remedy for constipation.
47,917—Everhart & Co., Laurel, Md. Vaginal capsules.
47,937—Zonol Products Co., New York. Disinfectants and insecticides.

Published April 5, 1910.

40,354—Katie E. Dunn, Washington, D. C. Toilet creams, nail-enamel, toilet lotions, massage-creams, etc.
44,328—Ellen's New Discovery Co., Newburg, N. Y. A medicinal veterinary remedy for galled shoulders and backs, pimples, etc.
46,315—J. D. Riedel Aktiengesellschaft, Berlin, Germany. A cholagogue for acute and chronic catarrhs of the liver and biliary passages, hyperchlorhydria, constipation, etc.
46,815—The Hoffmann-La Roche Chemical Works, New York. Potassium guaiacol sulphonate, a remedy for phthisis.
47,443—Hellen Garey, Salt Lake City. A remedy for blood-poison and skin diseases.
47,590—Smith, Kline & French Co., Philadelphia. An egg emulsion of cod-liver oil.
47,619—Samuel L. Holmes, Detroit. An antiseptic solution, tooth-paste, tooth-powder, etc.
47,700—Isiah W. Jenkins, Youngstown, Ohio. Worm-syrup and remedies for rheumatism, piles, eczema, etc.
4[illegible]—Bele Tarshis, Brooklyn. A remedy for female complaints.

Published April 12, 1910.

23,917—Wm. L. Strauss & Co., New York. Baby-pacifiers adapted to be held in the mouth.
33,802—The Pasteur Vaccine Co., Ltd., London. A vermin-destroying virus.
39,733—C. F. A. Sarg, Vienna, Austria. Beeswax, remedy for disease of the skin, hair-tonic, tooth-paste, etc.
45,050—Carl Bienek, Oakland, Cal. A remedy for coughs.
45,630—Robert A. Anderson, Fort Worth, Texas. A toilet article in the nature of an antiseptic deodorizing-powder.
46,438—Closset & Devers, Portland, Ore. Ammonia, bicarbonate of soda, etc.
47,074—Thermo-Chemical Co., New York. An anhydrous hyperthermic poultice to be applied externally in the treatment of inflammatory, congestive, and similar conditions of animals.
47,574—Christine Dunn, New York. Ointment for the treatment of obesity, enlarged glands, and muscular rheumatism.
47,839—Anthony Ertel, Hempstead, N. Y. A remedy for coughs, colds, bronchitis, whooping-cough, etc.
48,099—Fred A. Thompson, Trenton. A paste composition for cleaning eyeglass-lenses, etc.
48,334—Troy Chemical Co., Binghamton, N. Y. Ointment.
48,348—George A. Gottschalk, Louisville, Ky. Liver-pills.
48,412—Lever Bros. Co., Portland, Me., and Cambridge, Mass. A preparation of oxygen for bleaching, cleansing, and purifying.
48,422—The Roessler & Hasslacher Chemical Co., New York. Toilet creams.
48,493—Cardinet Fountain Brush Co., Oakland, Cal. Fountain-brushes.

Published April 19, 1910.

42,817—Stock & Krause, New York. Cathartic salts, antiseptic gargle, and a corn remedy.
4[illegible]—[illegible] H. Baines, Peekskill, N. Y. A remedy for affections of the throat and lungs.
45,158—Joseph R. Lefebvre, Lawrence, Mass. A remedy for rheumatism.
45,943—Baker Manufacturing Co., Knoxville, Tenn. Medicines for diseases of the blood, liver, kidneys, and children, and for rheumatism, scrofula, blood-poison, etc.
46,401—William Ludden, Somerville, Mass. A remedy for all cutaneous diseases.
46,470—Rollie B. Cochrane, Columbus, O. Toothache remedies.
48,131—Frederic Silvester Mason, New York. Perfumes.
48,1[illegible]—Gerhard Mennen Chemical Co., Newark, N. J. Talcum powder.
48,617—Edwin Cudlipp, New York. Ointment for chapped and cracked skin.

NEW INCORPORATIONS.

Bryan Drug Co., Tulsa, Okla. Capital, $3000. Incorporators: W. D. Bryan, S. G. Bryan and Mary A. Bryan.

[illegible] Drug & Chemical Co., Chicago, Ill.; wholesale druggists and chemists. Capital, $2500. Incorporators: Adolph L. Benner, Leo J. Frank and Charles Goodman.

Zin-Bell Company, Paterson, N. J.; druggists, chemists, etc. Capital, $25,000. Incorporators: Albert D. Schenk, Walter V. D. [illegible] and Edward O'Byrne.

Paine Drug Co., Rochester, N. Y. Capital, $50,000. Directors: [illegible] P. Van Zandt, Frank H. Gale, George W. Sanford.

[illegible] Chemical Co., Kansas City, Mo. Capital, $[illegible]. Incorporators: N. P. Ladd, F. Cremer, W. H. [illegible] Reed.

City Drug Co., Del Rio, Texas. Capital, $10,000. Incorporators: [illegible] Thompson, R. F. Merritt and [illegible].

[illegible] A. Watson Drug Co., Spokane, Wash. Capital, $10,000. Incorporators: [illegible] A. Watson, [illegible] and F. R. [illegible].

[illegible] Co., Edgewater, N. J.; drugs, chemicals, etc. Capital, $100,000. Incorporators: E. M. Doughty, G. F. Barton, Brooklyn, N. Y.; H. J. [illegible], N. J.

W[illegible] Chemical Co., [illegible], W. Va.; to engage in the sale of drugs. Capital, $50,000. Incorporators: S. A. Willhide, G. P. Hall and James J. Ogilvie, Jr., Durbin; R. S. Hickman, Cass, and [illegible], Baltimore, Md.

MARCHAND'S
MEDICINAL PREPARATIONS

If you, Mr. Pharmacist, had devoted over *a quarter of a century* to the manufacture of five high grade preparations with only one standard of purity and uniformity, wouldn't you feel they were better than those made by a newcomer?

Then, is it any wonder we are proud of *our* preparations?

We were the first to manufacture Peroxide of Hydrogen (Marchand's) for medicinal purposes—that was thirty-one years ago—we are the PIONEERS.

PHYSICIANS KNOW

That MARCHAND'S PEROXIDE OF HYDROGEN (medicinal, 15 Vol.) is superior, because it is 50% *stronger* than the ordinary U.S.P., 10 Vol., and because it contains *NO ACETANILID*, and is absolutely free from any impurities.

That HYDROZONE (30 Vol.) is *THREE TIMES AS STRONG* as the ordinary preparations, and that it is the *most powerful of all germicidal agents*, yet is *absolutely non-poisonous.*

That GLYCOZONE ($C_3H_6O_4+C_8H_8O_3$), because of its remarkable properties is of signal value when applied to inflamed mucous membranes or other tissues. It is especially serviceable in acute and chronic forms of gastritis, intestinal catarrh, gastric ulcer, etc.

HYDROZONE AND MARCHAND'S PEROXIDE OF HYDROGEN (Medicinal) are put up in the best quality of flint glass bottles, for the reason that flint glass is not so brittle as amber glass. This, in connection with Marchand's improved process of manufacture, reduces the risk of breakage to a minimum.

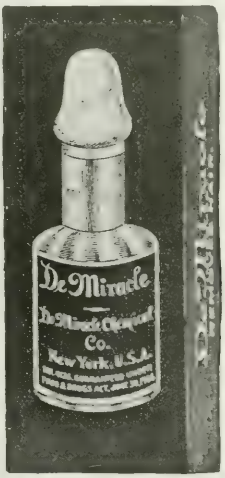
When a prescription or a request comes to you for **MARCHAND'S PEROXIDE OF HYDROGEN (Medicinal), HYDROZONE, GLYCOZONE, MARCHAND'S EYE BALSAM** or the **DREVET MFG. CO.'S U.S.P. H_2O_2 Official**, see that it is dispensed and no attempt made to urge anything else upon the customer.

Your profit is **LARGER** than it would be if you urged the sale of an inferior article.

DREVET MFG. COMPANY
MANUFACTURING CHEMISTS
SOLE PROPRIETORS OF
CHAS. MARCHAND'S MEDICINAL PREPARATIONS
57-59 PRINCE ST., NEW YORK

DeMiracle

Announcement Extraordinary To the Trade



The only real seller of its kind

Offers the dealer a chance to increase his profits

Reduced Prices

New Price List

DeMiracle	$1.00 size,	$8.10 per dozen
DeMiracle	2.00 size,	16.20 per dozen
DeMiracle Cream..	.25 size,	2.00 per dozen
DeMiracle Cream..	.50 size,	4.00 per dozen
DeMiracle Soap....	.15 size,	.80 per dozen

Your Jobber will sell you at the above prices. If he does not, tell us.

Dealers are warned against handling preparations similar in name to DeMiracle, trade marks are registered.

Special Advertising Offer to Dealers
Write for information

De Miracle Chemical Co.
London NEW YORK Paris

MARYLAND ENACTS PURE FOOD AND DRUG LAW.

Based on Federal Act, Enforced by Health Board and Becomes Operative on the First of July.

BALTIMORE, April 2[illegible].—The most important result accomplished by the Maryland Legislature at its recent session was the enactment of a Pure Food and Drug Law, which follows in the main the provisions of the National statute, departing therefrom only in such particulars as are called for by the peculiar conditions in this State. The measure has been signed by the Governor and will go into effect July 1. The Act provides:

That it shall be unlawful for any person in the State to manufacture or sell or offer for sale any article of food or drug which is adulterated or misbranded within the meaning of this Act, and any person who shall violate any of the provisions of this Act shall be guilty of a misdemeanor, and for each offense shall, upon conviction thereof, be fined not to exceed $100 or shall be sentenced to not more than one year's imprisonment, or both fine and imprisonment, in the discretion of the court:

Provided, that no article shall be deemed misbranded or adulterated within the provisions of this Act when intended for export to any foreign country and prepared or packed according to the specifications or directions of the foreign purchaser when no substance is used in the preparation or packing thereof in conflict with the laws of the foreign country to which said article is intended to be shipped; but if said article shall be in fact sold or offered for sale for domestic use or consumption, then this proviso shall not exempt said article from the operation of any of the other provisions of this Act.

The term "drug" shall include all medicines and preparations recognized in the United States Pharmacopoeia or National Formulary for internal or external use, and any substance or mixture of substances intended to be used for the cure, mitigation or prevention of disease of either man or animals. The term "food" shall include all articles used for food, drink, confectionery, or condiment by man or animals, whether simple, mixed or compound.

A drug shall be deemed adulterated when sold under or by a name recognized in the United States Pharmacopoeia or National Formulary and differing from the standard of strength, quality or purity, as determined by the test laid down in the U.S.P. or the N.F. official at the time of investigation. But such preparations may be of a different standard if this fact is plainly stated upon the bottle or package. A compound, however, may not fall below the standard set forth on the label under which it is sold.

Foodstuffs are to be deemed misbranded if they fall below the professed standard or quality under which they are sold. In the case of confectionery, if the goods contain terra alba, barytes, talc, chrome yellow, or other harmful mineral substance or poisonous color or flavor, or other ingredient deleterious or detrimental to health, or any vinous, malt or spirituous liquor or compound, or narcotic drug, they are misbranded.

Foods are to be considered misbranded if any substance has been mixed and packed with them so as to reduce or lower or injuriously affect the quality or strength; if any substance has been substituted wholly or in part for the article; if any valuable constituent of the article has been wholly or in part abstracted; if it be mixed, colored, powdered, coated, or stained in a manner whereby damage or inferiority is concealed; if it contain any added poisonous or other deleterious ingredient which may render such article injurious to health; if it consist in whole or in part of a filthy, decomposed, or putrid animal or vegetable substance, or any portion of an animal unfit for food, whether manufactured or not, or if it is the product of a diseased animal, or one that has died otherwise than by slaughter. Food products, however, when prepared for shipment, may be preserved by some external application in such a manner that the preservative is necessarily removed mechanically, or by maceration in water, or otherwise, and directions for the removal of said preservative shall be printed on the covering of the package.

The term misbranded shall apply to drugs or articles of food, when the packages bear any statement, design or device regarding such article, or the ingredients or substances contained therein which shall be false or misleading in any particular, and to any food or drug product which is falsely branded as to the locality where it is manufactured or produced.

Drugs are also to be deemed misbranded if they are an imitation of or offered for sale under the name of another article; if the original contents of the package have been removed in whole or in part and other contents placed in such package; if a package fail to bear a statement of the quantity or proportion of any alcohol, morphine, opium, cocaine, heroin, [illegible] antipyrin, alpha or beta [illegible] stores are subject to all the regulations [illegible]

[illegible] misbranded if they are offered for sale under the [illegible] name of another article [illegible] fail to [illegible] or if [illegible] must be so labeled, but manufacturers of proprietary foods are not required to disclose their formulas

except in so far as it may be necessary to secure freedom from adulteration or misbranding.

A guarantee signed by the wholesaler, jobber, manufacturer, or other person in the State from whom an article is purchased shall protect the dealer.

The standards of purity, quality and strength for foods and drugs adopted by the Department of Agriculture shall govern [illegible]

Mineral waters must either be taken from the spring or other original source indicated, or, if artificial, the fact must be set forth on the label in plain letters.

Any officer or agent of a corporation guilty of an act of omission or commission shall confer liability upon the company, and there is to be no dodging, as in the case of the trusts, behind the plea that the officers had no knowledge of what was being done.

Violations are to be punishable by a fine of not more than $500 or by imprisonment of not more than one year, or by fine and imprisonment, in the discretion of the court.

The execution of the law is placed under the direction of the State Board of Health, which shall name a commissioner, at a salary of $2500 a year, to do the executive work, with such assistants as the Board of Health shall deem necessary, the total appropriation not to exceed $15,000 a year. Chemical analyses shall take place at the office of the State Board of Health, and when evidence of a violation has been developed, the fact shall be certified to the State Attorney for prosecution.

The Act shall take effect July 1 of the present year, but shall not apply to goods purchased prior to the passage of the Act until January 1, 1911. After that date, if there are any such goods in original packages on hand, they must be supplied with a label or sticker, in conformity with the new law.

MORE JUDGMENTS FOR DRUG LAW VIOLATIONS.

Products Containing Cocaine and an "Infallible" Remedy for the Grip Figure in Recent Convictions.

WASHINGTON, April 20.—The Department of Agriculture has given public notices of judgments 230 to 257, imposed by the courts in cases brought by the United States involving violations of the Food and Drugs Act, most of them relating to misbranding or adulteration.

Horace N. Wheeler, Mystic, Conn., doing business under the name and style of "The Aceton Medical Co.," shipped from Connecticut to Massachusetts, a misbranded drug, known and designated as "Aceton." He pleaded guilty and was fined $75. "Aceton" was branded as a preventive for pneumonia, a sure cure and an infallible remedy for the grip, headache and neuralgia.

A. L. Pilsbury, Jr., New Orleans, shipped from Louisiana to Tennessee, a misbranded drug known as "Pilsbury's Coke Extract." Product contained cocaine, and was misbranded in that label did not state amount of same. Fined $10.

Three cases of "Dr. Jones' Beaver and Oil Compound," adjudged misbranded, were permitted to be sold by Morris Spiegel, claimant, he to rebrand them as court directs and to pay costs of proceedings.

Heekin Spice Co., Cincinnati, shipped from Ohio to Indiana, a consignment labeled "Heekin's Turpentine." Same was found to be misbranded and adulterated. Defendant pleaded guilty and was fined $5.

C. C. Bowden, F. H. Bowden, Athens, Ga., doing business as the Athens Bottling Works, shipped a quantity of a syrup known as "Cafe-Coca Compound," misbranded in that it contained cocaine, which was not stated on the label. Fined $5.

"Cancerine" Indictments Dismissed—Appeal Taken.

United States District Judge Phillips of Missouri, has quashed six indictments found under the Federal Pure Food and Drugs Act, against O. A. Johnson, 1233 Grand avenue, Kansas City, on a charge of misbranding "Cancerine" tablets, in that the public would be led to believe that the remedy would cure cancer, whereas the same was not true, together with five other preparations manufactured by the defendant. The judge holds that the authorities cannot under the law go into the question as to whether a remedy is efficacious or not. An appeal has been taken.

Thacher Medicine Co. Changes Hands.

CHATTANOOGA, TENN., April 20.—A company headed by J. T. Lupton has purchased the Thacher Medicine Company. The new owner announces that $[illegible] will be expended in improvement of the property and enlarging the business.

Druggist Burned by Nitric Acid.

LOUISVILLE, April 20.—[illegible], a druggist of [illegible], Ky., was seriously burned on the hand and arm recently while attempting to open a bottle of nitric acid.

IN THE KING'S NAME

In merchandizing propositions the store owner is the logical possessor of all the "good will" values which his efforts can build. But he can never positively own any trade for goods that are not packaged under his *own* name. When you work to sell goods under the name of another, you become

A Flunkey In Your Own Court

You can make Perfumes and Profit "In the King's Name" with our Concentrates and formulae. Try one—say the odor which is now all the rage—Corylopsis—@ $3.00 per ounce.

THE CHARLES E. SHOLES COMPANY
CONCENTRATES AND PERFUMERS' ACCESSORIES
164 Front Street, New York
11 Cite Trevise, Paris

WILL YOU SPEND 2 CENTS FOR A $10,000$\frac{00}{100}$ BOOK?

If you are interested in **Labels and Boxes** fill out coupon below, and send to us for our **Label and Box Catalogue** which cost **$10,000.00** to compile and print. A copy of this beautiful book is yours for the asking. We are one of the **largest** manufacturers of **Labels and Boxes** in the Middle States, and our PRICES are RIGHT. **Buy your Labels and Boxes direct from the manufacturer and SAVE MONEY.**

Send today for Catalogue. It's VALUABLE

Merchants Publishing Co.
MANUFACTURERS OF
LABELS AND BOXES
KALAMAZOO, MICH.

MERCHANTS PUBLISHING CO.
KALAMAZOO, MICH.

Please send us copy of your Catalogue.

.....

.....

HOLLAND WOULD LIKE MORE OF OUR GOODS.

Head of Big Sales Organization in Amsterdam, Here on Trip, Talks Interestingly of Opportunities.

[illegible] largely in goods exported from this country to Holland. Mr. Sanders is a close student of trade conditions and is optimistic in his views of the opportunities for American exporters to increase their sales in his country. While here he talked interestingly concerning trade affairs and in conversation with an ERA representative presented considerable useful information.

In Holland there are 1400 chemists and 600 druggists; the former can sell all kinds of drugs and medicinal preparations, but the latter can sell only patent medicines, a privilege which [illegible] restrictions of sale except as here noted. The duty is 5 per cent on medicines containing no alcohol and 2 shillings a liter on products containing more than 5 per cent of alcohol. This applies also to soaps and perfumery. There are 4000 barbers and perfumers, but of these only 400 maintain shops of any importance. There are 250 dentists.

A feature of the Sanders organization is keeping in touch with the doctors, of whom there are 2000, about 1200 being engaged in private practice. For this purpose three canvassers are employed to call on the doctors and records are kept for reference and future use. Sanders has trade connections with five wholesale houses and 900 chemists, in addition to 360 druggists. There are no co-operative or chain stores in Holland.

The population of Holland is given as 6,000,000. There are 70 towns with more than 10,000 inhabitants. Amsterdam has 600,000 and Rotterdam 400,000 population. There are few English or American residents, but there are many tourists of [illegible] newspapers and the people are invariably subscribers, even the workingmen being regular readers. Evening papers offer the best field for advertising campaigns, and Sanders has conducted several of them for [illegible] Such a campaign, conducted with reasonable thoroughness, would cost about $15,000 a year. The Dutch like foreign-made goods. They do not appear to be wealthy, but the people in the streets are comfortably clad and the poorest laborer is able to smoke a cigar.

Among the agencies now in the hands of the Sanders organization are those of Burroughs Wellcome & Co. and Horlick's Malted Milk. An extensive establishment takes care of the trade and there is, in addition to a retail store, a warehouse where 30 girls are employed for wrapping medicines and doing work in connection with the distribution of goods. Sanders also employs five travelers.

Both chemists and druggists in Holland are willing to give their windows to displays of goods and Sanders has arranged for more than 150 exhibits of this description of a single article. Druggists, having larger window space, are inclined to [illegible] Sanders employs a window dresser for this purpose.

Mr. Sanders is extremely well posted upon matters of advertising and the distribution of goods and can tell an inquirer in a moment all about the cost of distribution, the most effective methods, postage rates, labels, bill posting, trade marks, freight rates, business customs and other things that would be of value to an American desirous of cultivating the trade of the people of Holland, or her colonies, or both. The colonies, which [illegible] include the Dutch West Indies and the islands of Sumatra, Java, Borneo and others.

Alcoholic Patents May be Rated as "Beverages."

ALBANY, N. Y., April 20.—Proprietary medicines which [illegible] may be sold as beverages under the Liquor Tax Law if compounded with a certain [illegible] to the Assistant Attorney General. The decision of the Assistant Attorney General [illegible] combining more than a [illegible] per cent of alcohol [illegible] medicinal purposes, such as beverages and [illegible] of the Liquor Tax Law [illegible] cure certificates authorizing sales of liquor without a prescription, to be issued by [illegible]

MISBRANDING ALLEGED AGAINST BOSTON FIRMS

Headache Remedies, Pie Filling, Maple Butter, Nutmeg Extract and Fruit Preparations Named in Suits.

BOSTON, April 20.—A sweeping series of [illegible] were filed in the United States District Court here on the 13th against a number of manufacturers, under the Pure Food and Drugs Law. The [illegible] are among the most notable in the city. They are:

The [illegible] for an alleged misbranding of certain [illegible] to which it contained more than 30 per cent corn syrup not [illegible]

[illegible] for an alleged misbranding of mixture [illegible] which it contained less than 30 [illegible]

Joseph Middleby, Jr., Inc., for an alleged misbranding of [illegible] syrup, when it contained more [illegible]

Cramer Drug Co., of the South End, for an alleged misbranding of [illegible] for headache and neuralgia by stating that the preparation contained [illegible] which the government denies.

[illegible] for an alleged misbranding of [illegible] powders, in not giving the quantity and proportion of acetanilid.

Paul Manufacturing Co., for an alleged misbranding of "Concentrated Flavor of Orange," whereas the government alleges that it was not concentrated flavor of orange, but dilute extract of orange. Another charge against the company is of misbranding "Egyptian Deodorizer and Germ Killer," by stating that it is "a perfect fumigator and destroyer of disease germs," which the government denies.

D. & L. Slade Co., for an alleged misbranding of "pure extract of strong nutmeg, two ounces net," in that it is underweight.

Vermont Farmers' Co., for an alleged misbranding of maple butter, in stating that it was made of genuine Vermont maple, cane and corn syrup, when such is not the case.

Will Destroy Seized Drugs and Medicines.

WASHINGTON, April 20.—The Treasury Department has issued a regulation as to the method to be used in the disposition of small shipments of medicinal preparations found to be in violation of the Food and Drugs Act and not relabeled. The decision, in the form of a letter to the Collector for the port of New York, is in part as follows:

"The Secretary of Agriculture expresses the opinion that it would not be advisable to sell such goods without proper labeling, and that it would not be practicable to attempt to label the goods properly for the purpose of selling the same. The Secretary adds that the most satisfactory disposition to be made of such articles would be to destroy the same at the expiration of the ninety days provided by statute."

New Home for Consolidated Drug Co.

The Consolidated Druggists' Realty Co., the holding company which is being organized to provide funds to invest in a new building for the New York Consolidated Drug Co., now located at 297 Pearl street, New York, held a meeting on April 28, the reports of the temporary officers showing a bright outlook for the success of the company. Chas. F. Schleussner presided. Treasurer Frederick Schaefer stated that 100 stockholders had already subscribed about 25 per cent of the proposed capitalization.

Changes in a Wisconsin Wholesale House.

MILWAUKEE, April 20.—Eugene Yahr, treasurer of the Yahr & Lange Drug Co., has resigned because of ill-health. Max Rosenthal, for many years a stockholder in the company, has increased his holdings so that he is now equal owner with F. T. Yahr and has been elected treasurer. F. T. Yahr retains the presidency of the company and L. A. Lange remains secretary. Eugene Yahr, former treasurer, is now recuperating at a sanitarium at Waukesha, Wis.

New Plant for Sheffield Dentifrice Co.

Sheffield [illegible] is building a large new plant at New London, Conn., which will be completed in the way. The structure is being built in two halves, so that there will be no cessation in operation. When finished the old plant will have disappeared. *Fame* recently reprinted one of the Sheffield ads, which are carried in the New York subways, elevated and surface cars as a model of good lettering.

New Location for Passow & Sons.

Passow & Sons, manufacturers of soda fountains, having purchased the [illegible] building 542 to 548 Madison street, near Halsted street, Chicago, have arranged to occupy it with their Chicago show rooms and offices about May 1.

FINE PROFIT ON A FINE PRODUCT

Here's a Zymole specialty you ought to know more about—

ZYMOLE HAIR TONIC

Very handsomely put up, large 6 oz. bottle with sprinkler top retailing at 50 cents—costs you $3.00 a dozen

It's a worthy product, too, very effective against dandruff, and a most delightful hair dressing.

Quickly wins the favor of the customer, for, like other Zymole specialties, Zymole Hair Tonic is a repeater.

Include a dozen or half-dozen in your next order to your jobber—or to us. You'll find it a good investment.

FREDERICK STEARNS & CO.

SELLING AGENTS

DETROIT, MICH., U.S.A.

THE HANDSOMEST PACKAGES OF

TALCUM POWDER

VIOLET No. 17 ROSE No. 20

10, 15 and 25 cent Sellers

2½ oz. Round, 4 oz. Oval, 8 oz. Dome Top, 1 lb. Canisters
Soft, White, Velvety Powder nicely perfumed

Your name on label advertising yourself. Prices to make you 100% profit. Send for sample

HENRY K. WAMPOLE & CO., Inc.

Manufacturing Pharmacists Philadelphia, U.S.A.

BUSINESS NOTICES

$10,000 Label Book for 2 Cents.

In this day of extraordinary facilities for artistic printing there is really no good excuse the druggist can bring forward for using unsightly labels, cheap-looking cartons or ugly wrappers for any purpose. In fact it has been positively demonstrated that in the attractiveness of the label and distinctiveness of dress of the package depend to a great extent the sale of a pharmaceutical specialty. The same argument applies to the labeling of all articles which are sold over the druggist's counter.

A neatly printed and artistic label is an index of the character of the pharmacist and also of the goods he sells. The Merchants Publishing Co., Kalamazoo, Mich., the largest manufacturers of labels in the Middle States, have something to say on this subject in their advertisement on another page of this issue which every druggist should read. They also tell how you can get a Label catalogue which cost them $10,000 to compile and print for 2 cents. They state that by buying your labels direct from the manufacturers you can save money. Read their ad. and send for their catalogue.

C. T. Miller New President Ray Chemical Co.

DETROIT, April 20.—Recent changes in the Ray Chemical Company holdings have resulted in the retirement of President Cornelius N. Ray, who will devote himself to the management of the C. H. Little Company, dealers in builders' supplies. On leaving the position he held for so long the officers and directors of the company presented him with a dinner and a suitable memento as a token of their appreciation of his past services.

Charles T. Miller, the new president and manager, who was formerly treasurer and manager, has been with the company since its organization and is well known in Detroit. Gustavus D. Pope remains as the vice-president, while J. B. Schlotman becomes the treasurer, and Superintendent H. A. Burnett the secretary of the company. These officers, with Messrs. Willard Pope, F. T. Ducharme and Dr. Carl S. Oakman, constitute the board of directors. The last named will have entire charge of the work relating to scientific questions and matters of a medical and professional character. The laboratory staff has also been strengthened by the addition of H. T. Graber, a pharmaceutical chemist and graduate of the Boston Institute of Technology. The reports presented at the annual meeting showed that the company had enjoyed a successful year and was meeting with an increased sale of its products.

Trite and Clever Sayings on Ad. Topics.

You can lead a horse to water, but you can't make him drink; And you can print advertisements that won't make people think.

But it is the other kinds of advertisements that principally concern the Wagstaffs, of Atlanta, authors of a bright booklet entitled "Ad. Briefs," wherein these enterprising experts enunciate the principle that "the science of making a poor business good and a good business better is called Advertising." Throughout the booklet there runs a lively vein of terse fact, mixed with sugar-coated advice and timely hints that cannot fail to interest everybody who advertises or intends to do so. It is quite likely that the Wagstaffs, if addressed at 218 Brown-Randolph Building, Atlanta, Ga., will mail a copy to any ERA reader who sends a request for this unique and attractive publication.

Selling Eddy Razor Strops Profitable.

The Eddy Company, Worcester, Mass., have a new advertisement in this issue which tells of the merits of the Eddy Razor Strop. This strop is one of the best on the market, gives satisfaction to the user and pays a good profit to the dealer who makes the sale. Prices range from 25c. to $2.50, and every strop bearing the Eddy Company's name is fully guaranteed, no matter where or by whom it is sold. Read the ad. and send for catalogue and price list.

RIKER'S FOOT BALM

A SEASONABLE PREPARATION
NOW IN GENERAL DEMAND

Different from Foot Powders, and much preferred
by sufferers from sore and aching feet

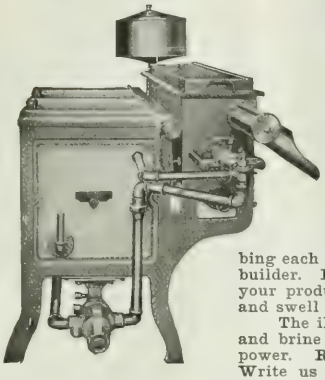
In Bottles—Retail Price 25 cents

For discounts to dealers, write

WM. B. RIKER & SON CO.

WHOLESALE DEPARTMENT
109 W. Twenty-seventh St., New York

A Money Maker *for the* Ice Cream Maker



Reduce the cost of making your ice cream and get a better quality by freezing it in

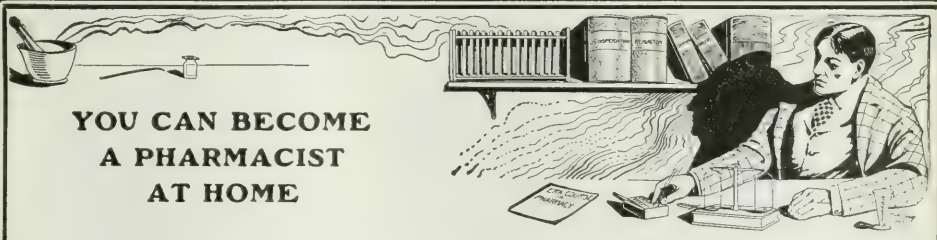
The DISC Continuous Freezer

It has the most perfect system of freezing employed in any freezer. Cold brine circulates through revolving discs immersed in the cream. No cold wasted. No metal parts or scrapers rubbing each other to generate heat and waste ice. The Disc Freezer is a trade builder. Handsome in appearance, clean, sanitary; it creates a demand for your product. Freezing operation in full view; operator controls quality and swell at will.

The illustration shows our perfected combined freezer, brine apparatus and brine pump just as we ship it all ready to set up and connect with power. Requires only one belt to drive entire outfit. No pipe fitting. Write us today for our Ice Cream Freezer Catalog P. E. describing all styles and sizes of Disc Freezers.

The Creamery Package Mfg. Company
61-67 West Kinzie St., Chicago

Kansas City, Mo. Waterloo, Ia. Omaha, Neb. Albany, N. Y. Minneapolis, Minn.



YOU CAN BECOME A PHARMACIST AT HOME

There is no need to struggle along for years awaiting some favorable opportunity to attend a College of Pharmacy. The 5000 students and graduates of

THE ERA COURSE IN PHARMACY

attest the value of the instruction we give. Our Course is divided into ten parts, and can usually be completed in ten months. The instruction is given by correspondence, can be studied without interfering with the regular duties of the student or necessitating his absence from home, and his progress is tested by regular written examinations. The lectures are clear, practical and easily mastered.

Conducted by **PROF. J. H. BEAL**
Ex-President of the American Pharmaceutical Association

Classes are started each month *Send for a complete prospectus*

D. O. HAYNES & CO., 90 William Street, New York

BUSINESS NOTICES

Huyler's Metropolitan Sweet Chocolate.

Huyler's [illegible] in all of the leading newspapers, magazines and trade papers throughout the entire country and the dealer who sells it gets the benefit of [illegible] already established. Its sale not only gives the dealer a good profit but it gives customers satisfaction. The manufacturers present three cogent reasons why you should promote the sale of Huyler's Metropolitan Sweet Chocolate. Read their advertisement on page 440 and if your jobber can't supply you with the goods write to Huyler's, 18th street and Irving Place, New York City, and please mention the ERA.

Big Advertising Appropriation for Coca-Cola.

The Coca-Cola Co., Atlanta, Ga., state that the popularity of coca-cola is demonstrated by the fact that nearly 4,000,000 gallons of coca-cola syrup, equivalent to 435,815,750 glasses of the beverage, were sold last year, which, figured at a profit of 3 cents per glass, yielded the dealers who sold it the enormous sum of $13,074,472.50. To further push the sale of coca-cola the manufacturers have made a $600,000 advertising appropriation and they say that now is the time to put in your supply for the coming season. Read their advertisement and send for their booklet, "The Truth About Coca-Cola."

The Newer Euthymol Preparations.

Additions to the well-known "Euthymol Family" invariably command attention. The group now numbers close upon a dozen, the most recent acquisition being Euthymol Smelling Salts and Euthymol Shaving Soap—preparations which, although but a short time upon the market, appear already to have taken a firm hold upon the popular fancy. Euthymol Smelling Salts consists of fragments of ammonium carbonate [illegible] and emit a vapor of marked pungency and strength. The container is air-tight, having a close-fitting glass stopper, thus conserving the odor, which would otherwise be much sooner exhausted. They are highly recommended in fatigue, headache, fainting spells, car-sickness, etc.

Euthymol Shaving Soap, like the salts, is certain to be a credit to the family to which it belongs, as well as to Parke, Davis & Co., the manufacturers. It is non-irritating, antiseptic and convenient, and bids fair largely to supersede the unclean shaving-mug, with its attendant possibility of germ-infection. It has a pleasing odor, is easily applied, and affords a creamy, persistent lather. It is marketed in collapsible tubes.

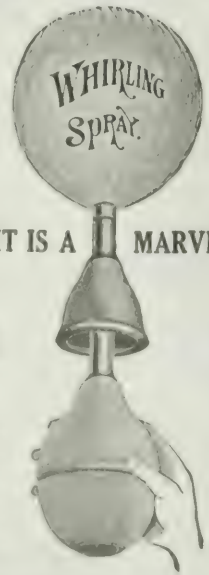
Rockwood & Co.'s Cocoa Powders.

Rockwood & Co., 88 Washington avenue, Brooklyn, N. Y., who are erecting a new factory in addition to their present plant to enable them to take care of their rapidly increasing business, have a new advertisement in this issue of the ERA in which they call attention to the meritorious quality of their Cocoa Powders. Their plant is one of the finest in the world and they manufacture Cocoa for all purposes and at prices which will satisfy the most exacting buyer. Soda fountain operators particularly will find Rockwood & Co.'s Cocoa just suited to their needs. Read the Rockwood & Co.'s advertisement on another page and let them show what they can do for you.

B. F. Goodrich Co.'s Druggists' and Surgical Goods.

The B. F. Goodrich Company, Akron, Ohio, are well-known manufacturers of druggists' and surgical goods. Their line is very comprehensive, embracing all kinds of rubber goods, Atomizers, Bed Pans, Crutch Tips, Ice Bags, Cushions of all kinds, Fountain and Combination Syringes, Tubing and a very extensive variety of Water Bottles. A full list of these goods is given in their advertisement on another page. Write to the B. F. Goodrich Co., Akron, Ohio, for particulars and prices, and please mention the ERA.

THE MARVEL "WHIRLING SPRAY" SYRINGE



IT IS A MARVEL

WAS AWARDED THE GOLD MEDAL, DIPLOMA, AND CERTIFICATE OF APPROBATION, BY THE SOCIETE D'HYGIENE OF FRANCE, OCTOBER, 9, 1902.

as the latest and best improvement in Vaginal Syringes. Particular attention is called to the fact that by reason of its peculiar construction the Marvel Syringe cleans and thoroughly irrigates [illegible] by means of whirling spray, which [illegible] the folds and permits the injection to come into contact with the entire surface, instantly dissolving and removing and not [illegible] with discharges.

FULLY PROTECTED BY PATENTS
ALL JOBBERS SELL IT

THE MARVEL CO.

Sole Proprietors

44 E. 23rd St. NEW YORK

BRANCH OFFICES

Paris, France 42 Rue du Marche
London, England 11 Queen Victoria Street
Sydney, N. S. W. Australia 117-118 George St.
Montreal, Can., National Drug & Chemical Co.

Ratsch Peerless

ATHLETIC GOODS and BASE BALL UNIFORMS

Send for our Complete Colored Catalogue

Chicago Sporting Goods Mfg. Co.

225 North May St., Chicago

7 Years of the Miles Plan

Has Made the Retail Druggists Hundreds of Thousands of Dollars in Profits.

Did You Get Your Share?

PRICE PROTECTION

is after all the only live issue —the one that gives point to the druggists' motto:

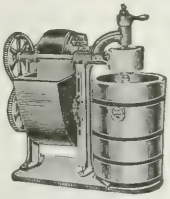
"Live and Let Live."

The co-operation of the Druggist is especially due to those who help him.

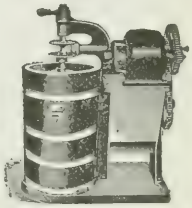
THE DR. MILES MEDICAL CO.

ELKHART, IND.

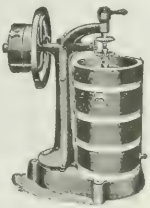
The BEST FREEZERS FOR DRUGGISTS



40 qt. Monarch Freezer, Crusher and Motor



20 qt. Monarch Freezer, Crusher and Motor



Druggists Special 20 qt.

Catalogue C-B Free

J. W. Allen & Co.

110-118 N. Peoria St.

CHICAGO, ILLINOIS

NEW AND ATTRACTIVE

Advertising signs and novelties will be cheerfully supplied on receipt of a line from you, with your card or label, that we may be certain to get your name and address correct. If you write to us we will send you customers, not only for our remedy, but for all you sell. Your customers will be pleased, your business will be enlarged and your profits thereby increased to our mutual advantage as a result of our outlay and enterprise and your cooperation.

PLEASE REMEMBER the *VERY LIBERAL DISCOUNT OF* **EIGHT PER CENT**

which all wholesale druggists allow on our remedy on one gross lots or over from the list price of $18.00 per gross, and of five per cent on half gross lots and over, and send in your orders direct to your wholesaler, but write to us for the advertising matter. It pays to sell SYRUP OF FIGS AND ELIXIR OF SENNA, and we wish to increase your sales. Thanking you most cordially, we are, yours very truly,

CALIFORNIA FIG SYRUP CO.

Louisville, Ky. SAN FRANCISCO, CAL. New York, N. Y.

BUSINESS NOTICES

Blood Wine Co. Offer Free Merchandise.

The Blood Wine Company, Bloomington, Illinois, [illegible] Mess. have a new advertisement on page [illegible] and attention to the merits of Blood Wine which they claim is a most valuable tonic and one which will [illegible] weak-ness and physical exhaustion. They state that it is made of the purest drugs, contains no opiates, and the formula has been approved by the Internal Revenue Department so that Blood Wine can be sold without the payment of tax.

Blood Wine has given great satisfaction wherever sold and to further introduce it to the local trade, the manufacturers offer to send one and two pounds $1.00 to any druggist who will furnish them with the names of twenty-five of his customers, the object of the manufacturers being to circularize each customer and furnish him with a coupon to be presented to the druggist for a trial bottle of Blood Wine free. The list of names can be written by the druggist or his clerk in a very few minutes and the scheme, as planned, has in it the elements of good advertising in that it creates customers. The sales of this remedy pay the druggist a good profit and satisfy the buyer. Read the advertisement on page 480 of this issue and fill out the blank at once.

Lippincott's New 1910 Sundries Catalogue.

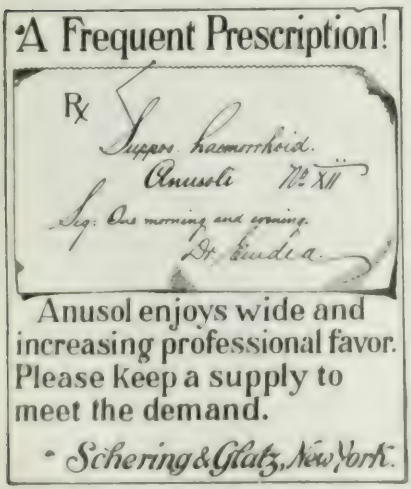
In addition to being a triumph of the printer's art, the handsome new Sundries Catalogue for 1910 just issued by A. H. & F. H. Lippincott, Inc., Philadelphia, and now ready for distribution, will be of particular interest to soda fountain owners, as it contains a vast amount of information pertaining to the successful operation of the fountain. The catalogue is also replete with illustrations, prices and descriptions of the various sundries employed in connection with the dispensing apparatus, reflecting in a high degree the Lippincott quality, both in the production of the book and the goods it describes. You will be missing a great opportunity if you neglect to send for one.

The manufacturers state that the book is too expensive for general distribution but that they will be pleased to send you a copy of it if you will send them 10 cents with coupon No. 2 which forms a part of their advertisement on page 479 of this issue of the ERA. With this catalogue they will send you a coupon [illegible] of which [illegible] appears in the advertisement, good for $1 on your first purchase of at least $10 worth of sundries at their regular prices. But be sure to send for the "New Sundries Catalogue." It will help you in your business.

Standardization of Suprarenal Preparations.

Standardization of Suprarenal Preparations is advised in an editorial in a recent number of the *Journal of the American Medical Association*. The editor of the *Journal* quotes from the report of Schultz, Bulletin 61, Hyg. Lab. Bureau of Public Health and Marine Hospital-Service, to the effect that of six different suprarenal products examined, only two were of the strength claimed; the others varied from 3.7 to 66.6 per cent of [illegible] strength. In the face of these findings and similar reports from other pharmacologic laboratories, it is of great importance that the practitioner exercise unusual care in the selection of the suprarenal in solution on which he depends for definite results.

In this connection the reader's attention is directed to Supracapsulin, which is one of the two products showing the required strength and retaining same, being accorded the highest percentage of any examined. Supracapsulin is manufactured and marketed by the Pharmaceutical Department of the Cudahy Packing Co., South Omaha, Neb. This company not only has unusual facilities for manufacturing its product, but, as the result of experimental research covering several years, it has given the profession a solution of this important drug the permanency of which it guarantees. Under the circumstances, it would seem that the following statement is entirely justified: "To make sure of securing results, specify Supracapsulin (Cudahy's).


A Frequent Prescription!
℞
Supper. haemorrhoid.
Anusols No XII
Sig: One morning and evening.
Dr. Endea.
Anusol enjoys wide and increasing professional favor. Please keep a supply to meet the demand.
Schering & Glatz, New York.

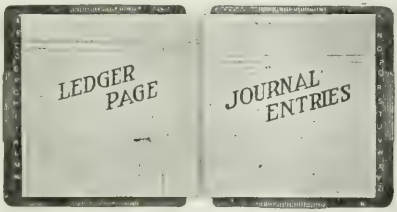
HEARN

WEST FOURTEENTH STREET
NEW YORK

NO DRUGS
GROCERIES
LIQUORS

BUT EVERYTHING
IN
DRY GOODS

COMBINED DETACHABLE LEAF **Journal, Ledger and Monthly Statement Book**



A Time Saving System

FOR RETAIL MERCHANTS

HUNDREDS OF DRUGGISTS USE IT

Write for Sample Forms of This System and for Our General Catalogue F

The Richmond & Backus Company

DETROIT, MICHIGAN

There is Nothing "JUST AS GOOD"

A "Formula" introduced by the late Mr. Planten Over 70 Years Ago

POPULAR FOR GENERATIONS

PLANTEN'S (TRADE MARK) **C & C OR BLACK CAPSULES**

(REGISTERED IN U. S. PATENT OFFICE.)

Beware of "NEAR GOODS," "NEAR NAMES," and Imitations

ONE OF THE OLDEST AND BEST REMEDIES FOR

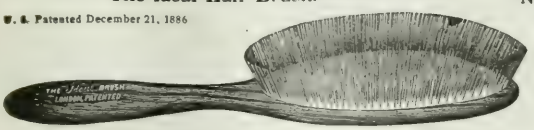
Chronic and Acute Gonorrhoea, Gleet, Urethritis

H. PLANTEN & SON Founded 1836 BROOKLYN, N. Y.

AIR CUSHION.

The Ideal Hair Brush.

U. S. Patented December 21, 1886



SIBERIAN BRISTLES.

Nothing Like it on the Market.

Do not confound this brush with the rubber back wire brushes. It is entirely different. The "Ideal" has an Air-Cushioned Back and Genuine Siberian Bristles. It is the best selling brush on the market. Order through your jobber, wholesale drug or dry goods.

HENRY L. HUGHES, Exclusive Licensee and Importer

Room 439-78 Monroe St., American Express Bldg., CHICAGO, ILL.

BOYKIN FI-LEZY

PRESCRIPTION FILING CABINET

WRITE FOR INFORMATION

E. B. READ & SON CO., - BALTIMORE, MD.

DRUG LABELS BOXES PRINTED LITHOGRAPHED

BUSINESS NOTICES

Making Ice Cream With Snow.

Many druggists would undoubtedly make their own ice cream if they could be assured that the product would always freeze smooth and firm and not "weak after repacking." For this reason, the offer of B. Heller & Co., 512 South Jefferson street, Chicago, will no doubt appeal to a very large number of progressive druggists. They have a product known as "Snow," that gives the ice cream that "stand-up" quality which prevents it from breaking down when the carbonated water strikes it. It has several other desirable features that should appeal strongly to every ice cream maker.

B. Heller & Co., the manufacturers of "Snow" have published an "Ice Cream Makers' Guide" for the trade, which is described in their advertisement in this issue of the ERA and which they are sending out free to all druggists. The "Guide" contains a large number of ice cream formulas, many helpful suggestions, and other valuable information for any one who operates a fountain.

Woodworth's Imperishable Perfumes.

It pays to push the best goods in the perfumery line, as a trade well established by selling the finest odors only is the trade which will be permanent and satisfactory to both dealer and consumer. Such a class of perfumes is that manufactured by the C. B. Woodworth Sons Co., Rochester, N. Y., advertised on another page of this issue of the ERA, and any retail druggist who will devote a part of his energy to pushing these odors is sure to reap handsome profits. The manufacturers call particular attention to Woodworth's "Blue Lilies," which they say has the largest sale of any American perfume. It is a most popular odor, a quick mover, and shows a better profit than any other perfume of the same high quality. They also manufacture a full line of all other odors, Toilet Waters, Sachets and Toilet Creams. The perfume and toilet articles trade belongs to the retail druggist and it will remain with him if he will cater to the demands of his trade. Write to the C. B. Woodworth Sons Co., Rochester, N. Y., for a copy of their new catalogue now in press. A postal card request will bring you one.

United Watch Co.'s Special Offer to Druggists.

A coupon which forms part of the advertisement of the United Watch Co., Inc., appearing in this issue of the ERA, entitles the holder to 50 cents, the conditions which accompany it being of a character that should appeal to druggists, particularly those who have a jewelry department and who want to make money and save time and trouble. But turn to the advertisement, read the offer for yourself, and then write to the United Watch Co., making use of the coupon.

Genuine Lanolinum Liebreich.

Graab & Kranich, Berlin-Rixdorf, call attention in their advertisement to a decision of the Prussian High Court which has ordered the Vereinigte Werke of Charlottenberg, represented by Victor Koechl & Co., of New York, to cease selling Lanolinum Liebreich. They state that you can get the genuine Liebreich brand of Lanolin exclusively under their trade mark and that it is sold on very favorable terms. A reproduction of their trade mark appears on page 517.

Glass Shelf Fixtures for Drug Stores.

Glass Shelf Fixtures for drug stores is a specialty of the Norwich Nickel & Brass Co., Norwich, Conn., whose salesrooms are located at 712 Broadway, New York, and 26 Kingston street, Boston, Mass. An illustration of these handy fixtures is shown in their advertisement on another page. Write for their 1910 catalogue.

Crown Shampoo-Bag for Washing the Hair.

Several claims are made for the Crown Shampoo-Bag advertised on another page of the ERA, which should attract the attention of druggists who are on the lookout for new and taking specialties. See the advertisement and write to the Laboratories of Jas. C. Fuller, D. C., for particulars.

WHEELING METAL CEILINGS

WHEELING METAL CEILINGS
Steel Shingles
FIRE PROOF VERMIN PROOF PERMANENT
ARTISTIC ECONOMICAL
Large Stock at all Stories
Wheeling Corrugating Company
WHEELING, W. VA.
BRANCH OFFICES AND STORES
NEW YORK CHICAGO
PHILADELPHIA CHATTANOOGA
BOSTON ST. LOUIS
DETROIT

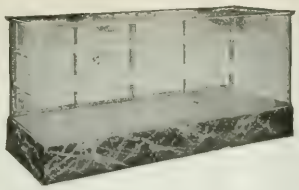
FREE

Walnutta Hair Stain

Cut this ad. out of **Pharmaceutical Era** and send to your jobber or to address below with an order for one-quarter dozen **"Walnutta" Hair Stain**, to be sent through the jobber you name, and we will send you, ABSOLUTELY FREE OF ALL COST in the United States, one 60-cent bottle of **"Walnutta" Hair Stain**, if you will agree to exhibit our handsome window display in the front window so you can sell "Walnutta."

WALNUTTA
Reg. U. S. Patent Office.

HOWARD E. NICHOLS,
ST. LOUIS, - - - MISSOURI.



You Are Striving to Increase Your Business

—so are your competitors
—there is a **FIGHT**
—and usually **TO A FINISH**
—the road to success is not one strewn with roses.
—therefore, the wise man plans for the future.
—Commence a **CONSTRUCTIVE CAMPAIGN.**
—with modern selling appliances.
—convert your store into a **MODERN ONE**, which means
—saving of space
—attractiveness
—and ease in handling your goods.

Give us a rough sketch of your store and the location of your present departments.

You will be surprised at the changes we can make.

Our price, **QUALITY CONSIDERED**, can not be duplicated by any other reputable concern in the United States.

Catalogue sent on request

Grand Rapids Show Case Co., GRAND RAPIDS MICHIGAN

Branch Factory: Lutke Mfg. Co., Portland, Ore.

Offices and Showrooms: New York, 724 Broadway. St. Louis, 1329-31 Wash. Ave. San Francisco, 693 Mission St. **Under our own Management**

Largest Manufacturers of Store Fixtures in the World

The Most Complete and Convenient Inhaler made

Duplex Menthol Inhaler

Entirely new. The double outlet allows use of inhaler with both nostrils at one and the same time

Retails at 25c.

$1.65 per Dozen. $18.00 per Gross

Order of Jobber or direct, mentioning Jobber's name

WINDLE SUPPLY CO.

1221 N. 60th St., PHILADELPHIA, PA.

WE ALSO MANUFACTURE

Windle's Frost and Steam Preventive, for Eyeglasses. Windle's Mending Tissue, for all kinds of Repairing. Elite Cloth Cleaning Pad, for Grease Spots. Oriental Polishing Cloth, for Silverware.

LANOLINUM LIEBREICH

TRADE MARK

Also the Prussian High Court has ordered the Vereinigte Werke of Charlottenburg, represented by Victor Koechl & Co., of New York, to cease selling Lanolinum Liebreich. You can get the genuine Liebreich brand exclusively with our trade mark, and we will sell it at very favorable terms. Regular stock in New York.

GRAAB & KRANICH

BERLIN-RIXDORF

DON'T BE AFRAID

To Stock Our Preparations. We Guarantee the Sale of Each and Every One. We take back Unsalable Stock

THE DEMAND

Is created by our hundreds of thousands of dollars spent for advertising annually

AND REPEAT VIRTUES

All our products have, and we guarantee to the Government under Serial No. 1204—A.

Blackburn's Casca Royal Pills	10c.,	25c.,	75c.,	$2.00 doz.
Blackburn's Pain-Away-Pills	10c.,	25c.,	75c.,	2.00 doz.
Mentho-Laxene			75c.,	6.00 doz.
Triopeptine Tablets			50c.,	4.00 doz.
Rose-Kayloin			50c.,	4.00 doz.
Hypo-Nuclane Tablets			90c.,	7.20 doz.
Antiseptic Vilane Powder			50c.,	4.00 doz.
Glycol-arbolene			75c.,	6.00 doz.

Every one of our preparations are profitable, and the live druggist in every city and town should write us for our **"Special Sale Boosting Plan."**

Address—THE BLACKBURN PRODUCTS CO., Dayton, Ohio

PRICE LIST CHANGES

Eli Lilly & Co., Indianapolis, Ind., issue the following list as Supplement B to change sheet No. [illegible] 1[illegible] list contains 33 changes that appeared in Supplement A.

Fluid Extracts.

Page		Per pint
5—	Asafetida	$ 0.60
17—	Ipecac, U.S.P.	2.00
18—	Ipecac Soothing, for making Syrup	2.00

Veterinary Hypodermic Tablets.

		Per 1[illegible]	Per 12
69—	Arecoline Hydrobromide, ¼ gr.	$ [illegible]	$ .55
	½ gr.	[illegible]	1.00
	1 gr.	[illegible]	1.80

Tablets.

		Per 1000	Per 500	Per 100
72—	Acetphenetidin and Caffeine Aconitine, 1/250 gr. Caffeine Citrated, 1½ grs.	$ 4.40	$1.73	$ .40
81—	Asafetida			
	1 gr. C.C. or S.C.	1.20	.53	.15
	2 grs. C.C. or S.C.	1.60	.80	.25
	3 grs. C.C. or S.C.	2.00	1.03	.25
	4 grs. C.C. or S.C.	2.40	1.23	.30
	5 grs. C.C. or S.C.	2.80	1.43	.34
82—	Asafetida and Iron, C.C.	1.70	.88	.25
84—	Asafetida and Nux Vomica, C.C.	2.40	1.23	.30
	Blaud, Nux Vomica and Cascara, No. 2, C.C.	1.90	.98	.25
	Blaud's Mass, 5 grs.			
	Ext. Nux Vomica, ½ gr.			
	Ext. Cascara Sagrada, 1 gr.			

Syrups.

		Per doz pints	Per 5 pints	Per gal.
162—	White Pine Compound, with Codeine	$7.20	$2.60	$4.00

Tinctures.

		Per pint
195—	Asafetida, U.S.P.	$2.50

The foregoing prices are subject to our regular discount.

The following prices are strictly net:

		Trade	List
183—	Berberine Hydrochloride		
	In 1 oz. bottles, per ounce	$ .45	$ .50
	In ¼ oz. bottles, per ounce	2.40	2.75
183—	Berberine Phosphate		
	In 1 oz. bottles, per ounce	2.55	3.00
	In ¼ oz. bottles, per ounce	2.80	3.25
184—	Berberine Sulphate		
	In 1 oz. bottles, per ounce	2.55	3.00
	In ¼ oz. bottles, per ounce	2.80	3.25
186—	Lime Iodo-Arsenate		
	In 1 gal. bottles, per gallon	1.95	2.30

New Distributers for Resor-Bisnol Preparation.

BATTLE CREEK, April 20.—A. G. Stollenwerck, until recently connected with the Battrough Bros. Manufacturing Co., has purchased the Resor-Bisnol Chemical Co., and it will occupy quarters at 106 West Lombard street. Mr. Stollenwerck has severed [illegible] the Battrough company its business in the preparations put on the market under the name of Resor-Bisnol, and will devote his attention to its distribution. Mr. Stollenwerck is president and treasurer and H. S. Hurst vice-president.

Merck & Co. Sole Selling Agents of Kelene.

Merck Bros., manufacturing chemists, 92 Reade street, New York, announce to the trade that they have arranged with Merck & Co. to act as sole selling agents and distributers in the United States of their well-known anesthetic "Kelene" (pure chloride of methyl) and they request that all orders for the same be sent to Merck & Co. at New York, Rahway, N. J., or St. Louis.

Isarol Not Duty Free, as is Ichthyol.

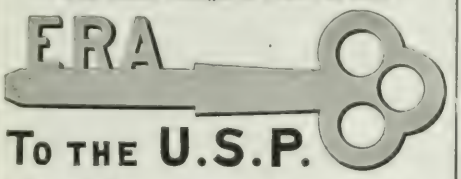
T.D. 30526 promulgates a decision of the Board of General Appraisers in which it is held that isarol, although similar in use to ichthyol, but not chemically identical with, nor commercially so known, is not free of duty as "ichthyol" under paragraph 626, Tariff Act of 1897, but is dutiable under paragraph 68 as a medicinal preparation.

Court Decides Against the Osteopaths.

In a recent test suit the Appellate Division of the New York Supreme Court decided that the Board of Health could not be forced to recognize osteopaths as physicians.

NEW EDITION—JAN. 1, 1910

With Latest Changes in U.S.P. to Date



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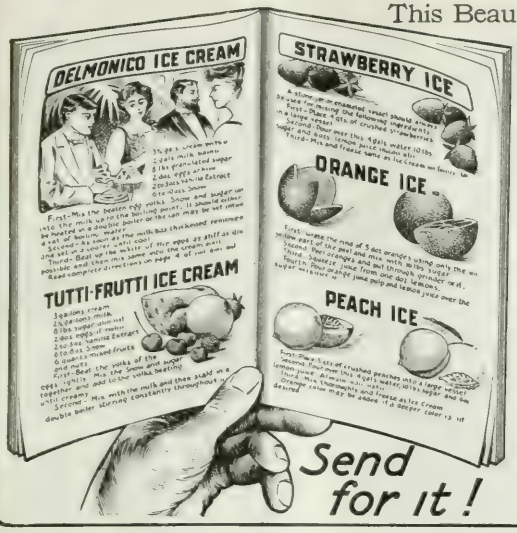
This Beautifully Lithographed Edition Free to Ice Cream Makers



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Retails for	$5.45
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Retailer's Profit Over 45%	$1.70

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TO SUBSCRIBERS [illegible]

Article	Unit	Low	High
A[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
A[illegible]	[illegible]	[illegible]	[illegible]
A[illegible], U.S.P.	[illegible]	[illegible]	[illegible]
A[illegible]	[illegible]	[illegible]	[illegible]
Acid, Acetic, No. 8 (sp. gr., [illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
B[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
B[illegible]	lb.	11	[illegible]
[illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.	17	[illegible]
B[illegible]	[illegible]	[illegible]	[illegible]
Carbolic, cryst., bulk	lb.	[illegible]	[illegible]
10 and 5 lb. cans	lb.	.12½	.14
Crystals, 1 lb. bottles	lb.	[illegible]	[illegible]
Crude, 10-95 p. c.	gal.	[illegible]	[illegible]
C[illegible]	[illegible]	.25	.17
C[illegible]	[illegible]	[illegible]	[illegible]
C. P.	oz.	[illegible]	[illegible]
Chrysophanic, true, vials	oz.	[illegible]	[illegible]
Cinnamic, synthetic, v.	oz.	[illegible]	[illegible]
Natural, 1 oz. v.	oz.	[illegible]	[illegible]
C[illegible]	lb.	.40	.47
Granulated	lb.	[illegible]	[illegible]
Powdered	lb.	[illegible]	[illegible]
Formic, Conc. 1 lb. bot.	lb.	1.00	1.10
[illegible]	[illegible]	[illegible]	[illegible]
Gallic	[illegible]	[illegible]	[illegible]
⅛, ¼, 1 lb. cartons	lb.	[illegible]	[illegible]
Glycerinophosphoric	oz.	[illegible]	[illegible]
Hippuric	oz.	[illegible]	[illegible]
Hydriodic, sp. gr. 1.50	1 oz.	[illegible]	[illegible]
Sealed Tube	oz.	[illegible]	[illegible]
Hydrobromic, conc., incl.	oz.	[illegible]	17
Dil., U.S.P., 1 [illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
H[illegible]	[illegible]	[illegible]	[illegible]
per cent	oz.	[illegible]	[illegible]
U.S.P., 10 p. c.	oz.	[illegible]	[illegible]
L[illegible]	oz.	[illegible]	.12
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
M[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
M[illegible] 20 deg. (Car-	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
C. P. Hy[illegible]	[illegible]	[illegible]	[illegible]
N[illegible]	[illegible]	[illegible]	[illegible]
Oleic, purified	lb.	[illegible]	[illegible]
Oxalic	lb.	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
P[illegible]	[illegible]	[illegible]	[illegible]
U.S.P., 1880, 50 p. c.	lb.	[illegible]	[illegible]
Syrup, 85 per cent	lb.	[illegible]	.40
Glacial sticks	lb.	[illegible]	[illegible]
Picric	lb.	[illegible]	[illegible]
P[illegible]	[illegible]	[illegible]	[illegible]
cans	lb.	[illegible]	[illegible]
1 oz. v.	oz.	.18	.21
Pyroligneous, purified	lb.	[illegible]	[illegible]
Crude	gal.	.25	[illegible]
Salicylic, 1 lb. carton	lb.	.40	[illegible]
Bulk	lb.	[illegible]	[illegible]
From Gaultheria, 1 oz. v.	[illegible]	[illegible]	[illegible]
Sulphuric, aromatic	lb.	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]
C. P.	lb.	.10	.14
Sulphurous, U.S.P. solution	lb.	[illegible]	.16
Tannic, Phar., 1 lb. cart.	lb.	[illegible]	[illegible]
Medicinal	lb.	1.10	1.20
Tartaric, cryst.	lb.	.27	[illegible]
Powdered	lb.	[illegible]	[illegible]
T[illegible]	[illegible]	.20	.27
Valerianic, 1 oz. v.	oz.	[illegible]	[illegible]
A[illegible]	[illegible]	[illegible]	[illegible]
A[illegible]	[illegible]	[illegible]	[illegible]
Aconite leaves, Eng. 1 lb. b.	lb.	[illegible]	1.25
German	lb.	[illegible]	[illegible]
Powdered	lb.	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	.75
[illegible]	[illegible]	[illegible]	.85
Root, German	lb.	[illegible]	[illegible]
Powdered	lb.	[illegible]	[illegible]
A[illegible]	[illegible]	[illegible]	1.40
Nitrate, Amor., 15 gr. v.	ea.	[illegible]	[illegible]
Cryst., 15 gr. v.	ea.	[illegible]	[illegible]
Adeps Lanae, Anhydrous	lb.	[illegible]	[illegible]
Hydrous	lb.	[illegible]	[illegible]
Agar Agar	lb.	[illegible]	[illegible]
Agaricin	oz.	[illegible]	[illegible]
A[illegible]	[illegible]	[illegible]	[illegible]
[illegible] U.S.P., bbls.	gal.	[illegible]	2.63
Less	gal.	[illegible]	3.00
Com'l, 95%, U.S.P., bbls.	gal.	[illegible]	[illegible]
Less	gal.	[illegible]	[illegible]
Denatured, bbls. & ½ b.	gal.	[illegible]	[illegible]
Less	[illegible]	[illegible]	.60
Methylic (Wood), bbls.	gal.	[illegible]	[illegible]
Less	[illegible]	[illegible]	.75
Alkanet Root	lb.	12	.14
A[illegible], Powdered	[illegible]	[illegible]	.40
Allspice, clean	lb.	11	.14
Powdered	lb.	.16	.20
Almonds, Bitter, shelled	lb.	[illegible]	.50
Sweet, Jordan	lb.	[illegible]	.50
Aloes, Barbadoes, true	lb.	[illegible]	.85
Powdered	lb.	[illegible]	.90
C[illegible]	lb.	14	.18
Powdered	lb.	[illegible]	.31
Curacoa, gourds	lb.	18	.22
Socotrine, True	lb.	[illegible]	.40
Powdered	[illegible]	40	45
P[illegible]	[illegible]	.75	1.00
A[illegible]	[illegible]	[illegible]	.15
A[illegible]	[illegible]	.25	.30
Alum, Ammonia, bbls.	lb	.02	.05
Dried, 1 lb. cartons	lb.	[illegible]	14
Ground, bbls. or less	lb.	.02½	.05
Powdered, bbls. or less	lb	[illegible]	.08

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REGISTERED CHOLAX TRADE MARK
(KOLAX)
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$4.00 PER DOZEN
The Kelvan Company
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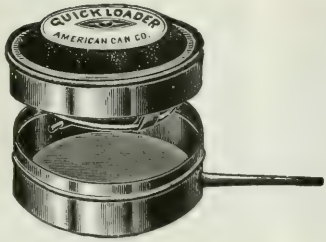

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INSECT POWDER GUN

LEADS THEM ALL

It Leads in Quick Sales
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It Leads in Construction
It Leads in Applying the Powder
It Leads in Price

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Advise us the probable quantity of guns you will wish this coming season and we will make you an attractive price and help you to sell them.

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"Retained when all other foods are rejected"

Is a pancreatised cereal and is devised to be used with fresh milk. Can be adapted to suit the dietetic need of infants, invalids and the aged.

PRICES

Retail,	25c.,	$2.25 per doz.
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Samples, literature and show cards on application. Write for particulars of co-operative advertising.

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Sanatogen
THE FOOD-TONIC

Sanatogen sells time and again to the same person—and it sells to the very highest class trade. It is a scientific, approved preparation, and has been prescribed by the best physicians everywhere for years past.

Be sure you don't have to say "No" when your customers ask for Sanatogen.

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Prices Current of Drugs and Chemicals—(Continued

Ammoniac, Gum, tears	lb.	.30	—
Ammonium, Acetate, crys	oz.		—
Carbonate, Jars	lb.	.12	—
1 lb bots	lb.	.30	—
	lb.	.20	—
Citrate, 1 oz v.	oz.		—
Hypophosphite (lb. 1.00)	oz.	.16	—
Molybdate	oz.	.15	—
Muriate	lb.	.13	—
Powdered	lb.	.16	—
Oxalate, 1 lb. bots.	lb.		—
Phosphate, 1 lb. bots.	lb.	.50	—
Salicylate	lb.	.90	—
Sulphate	lb.	.05	—
Valerianate	oz.	.18	—
Angelica Root, foreign	lb.	.30	—
Star	lb.	.33	—
Annatto Seed	lb.	.12	—
Apomorphine Muriate, Amor-			1.20
Root	lb.	.40	—
Arrowroot, Jamaica	lb.	.08	—
St. Vincent	lb.	.15	—
boxes, 12 lb.	lb.	.26	—
Iodide	oz.	.32	—
Wax			
Powdered, pure	lb.	.11	—
Yellow, Lump (Carphinent)	lb.	.16	—
	lb.	.25	—
Asafetida, extra, selected	lb.	1.15	—
	lb.	1.10	—
	lb.	.85	—
Balmony Leaves, Pressed	lb.		—
Tolu	lb.	.30	—
Barium Carbon, prec. pure	lb.	.28	—
Chloride, 1 lb. bots.	lb.		—
Sulphate, Powd. (Barytes)	lb.	.07	—
Pure Precip.	lb.	.35	—
Basswood Bark, Pressed	lb.		—
Bay Rum, P. R., bbls	gal.	1.60	—
less	gal.	1.70	—
Beans, Tonka, Angostura	lb.	1.60	—
Vanilla, Mexican, long	lb.	8.25	—
Short	lb.	5.25	—
Cuts	lb.	3.75	—
Bourbon	lb.	4.00	—
Belladonna Leaves, English, 1 lb. bots.	lb.		—
German	lb.	.30	—
Cultivated, S. & C.	lb.		—
Powdered	lb.	.33	—
Benzine	gal.	.20	—
Benzoin, Sumatra	lb.	.50	—
Powdered	lb.	.65	—
	oz.		—
Phosphate	oz.		—
Berberis Aquifolium	lb.		—
	oz.		—
Bismuth			
Citrate and Ammonium	lb.		—
	lb.		—
40 p. c.	lb.		—
Sub-benzoate	lb.		—
Valerianate	oz.		—
Blue Mass (Blue Pill)	lb.		—
Blue Vitriol (see Copper Sulphate).			
Bone, Cuttlefish	lb.		—
Powdered	lb.		—
Jewelers'	lb.		—
Boneset, Leaves and Tops	lb.		—
Powdered	lb.		—
Buchu Leaves	lb.		—
Powdered	lb.		—
Short	lb.		—
Powdered	lb.		—
Buckthorn Bark	lb.		—
Buds, Balm of Gilead	lb.		—
Cassia	lb.		—
Burdock Root, Crushed	lb.		—
Seed	lb.		—
Cacao Butter, bulk	lb.		—
Baker's A and white	lb.		—
Dutch	lb.		—
Huyler's, 12 lb. box	lb.		—
Maillard's	lb.		—
Caffeine, pure	lb.	3.75	—
	oz.	.30	—
Benzonate	oz.	.31	—
Bromide	oz.	.31	—
Citrated	lb.		—
Hydrobromide, gran., eff.	lb.		—
Hydrochloride (true salt)	oz.		—

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A PAIN-RELIEVING HEALING OIL

25 and 50 cents

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SCIENTIFIC

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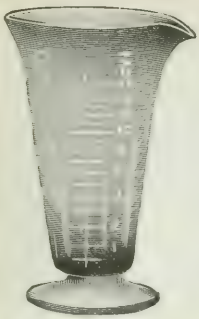

Cambridge Perfection Engraved Graduate Glass

LABORATORY AND DRUGGIST GLASSWARE

Laboratory Outfits
Medicine Glasses
Funnels
Bell Glasses
Hydrometer Jars
Percolators
Mortars and Pestles

Our entire product is hand-engraved—no machine work—but every article made by absolute test and guaranteed.

Sold generally by Wholesale Druggists everywhere. If your Jobber does not handle "Cambridge" line write us direct, mentioning his name.

NOTE—Full line of Glassware specialties for Soda Fountain service and Photographer's use.

The Cambridge Glass Co.
Cambridge, Ohio

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¶Prices better than Germany can offer and SUPREME QUALITY at the Price. Samples cheerfully sent anywhere.

E. C. KROPP CO. DEPARTMENT E Milwaukee, Wis.
LOCAL VIEW EXPERTS ESTABLISHED 1898

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Just a cube and a little boiling water and you have delicious bouillon with
"STEERO"
BOUILLON CUBES
No seasoning required, not even salt or pepper.
A CUBE MAKES A CUP
The quality is proved by the Samples we mail you Free. Write at once.
Distributed and guaranteed by
Schieffelin & Co., William St., New York
Made by American Kitchen Products Co.

"STEERO" BOUILLON CUBES

HAVE YOU STOCKED THEM?

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"SPECIAL OFFER"

¶Try "STEERO" at home and at the Fountain.

¶The simplicity and quickness with which "Bouillon" or "Beef Tea" is prepared with "STEERO" Cubes will delight you.

Schieffelin & Co.
195 William Street New York City

Prices Current *of* Drugs *and* Chemicals—(*Continued*)

[illegible]	oz	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]
Calamus Root, peeled	lb.	.18	.20
[illegible]	lb.	.22	.25
[illegible]	lb.	.25	.30
[illegible]	oz.	.12	.15
[illegible]	lb.	.06	.08
[illegible]	lb.	.06	.08
[illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.	.22	.25
[illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.	.70	.80
[illegible]	lb.	.15	.20
[illegible]	lb.	.17	.20
[illegible]	lb.	1.20	1.30
[illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.	1.07	1.10
[illegible]	lb.	.17	.18
[illegible]	lb.	.35	.45
[illegible]	lb.	[illegible]	.14
[illegible]	oz.	.07	.11
[illegible]	lb.	.40	.50
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	lb.	.48	.60
[illegible]	lb.	.50	.15
[illegible]	lb.	[illegible]	.04
[illegible]	lb.	.52	.57
[illegible]	oz.	.17	.20
[illegible]	lb.	.03	.06
[illegible]	lb.	.04½	.06
[illegible]	lb.	.30	.35
[illegible]	lb.	1.80	1.90
[illegible]	lb.	1.80	1.90
[illegible]	lb.	1.10	.15
[illegible]	lb.	.20	.25
[illegible]	lb.	.27	.32
[illegible]	lb.	.18	.20
[illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.	.11	.15
[illegible]	lb.	1.00	1.00
[illegible]	lb.	.80	.90
[illegible]	lb.	.80	.90
[illegible]	lb.	.30	.35
Cascara Sagrada Bark	lb.	.10	.15
[illegible]	lb.	.20	.25
[illegible]	lb.	.27	.32
[illegible]	lb.	.20	.25
[illegible]	lb.	.11	.15
[illegible]	lb.	.80	.90
[illegible]	lb.	.30	.35
[illegible]	lb.	.20	.25
[illegible]	lb.	.09	.10
[illegible]	lb.	.20	.25
[illegible]	lb.	.20	.30
Saigon, thin, select	lb.	.50	.70
[illegible]	lb.	.35	.50

Catechu, Medicinal	lb.	[illegible]	[illegible]
[illegible]	lb.	[illegible]	[illegible]
Celery Seed	lb.	.25	.30
[illegible]	lb.	.20	.22
Yellow	lb.	[illegible]	.20
[illegible]	lb.	[illegible]	.50
Chalk, Precipitated, Eng.	lb.	[illegible]	[illegible]
Lb. bags	lb.	[illegible]	.11
[illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.	[illegible]	.20
[illegible]	lb.	[illegible]	.65
[illegible]	lb.	[illegible]	.03
Chamomile Flowers, Ger.	lb.	[illegible]	.45
Roman	lb.	.22	.28
Charcoal, Willow, pwd.	lb.	[illegible]	.15
[illegible]	lb.	.60	.75
[illegible]	lb.	[illegible]	.12
[illegible]	lb.	[illegible]	.45
Chiretta	lb.	.25	.30
Chloral Hydrate, Cryst.	lb.	[illegible]	1.50
Chloroform	lb.	.35	.40
[illegible]	[illegible]	[illegible]	.45
[illegible]	lb.	.35	.40
Red	lb.	[illegible]	.50
Yellow	lb.	[illegible]	.10
Cinchonidine, Alkal., pure	oz.	.50	.55
Salicylate	oz.	[illegible]	.6
Sulphate	oz.	.28	.32
[illegible]	oz.	.15	.17
Salicylate	oz.	[illegible]	.30
[illegible]	lb.	.20	.25
Cloves	lb.	.25	.30
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
soni	lb.	.35	.40
Cocaine, Alkaloid, ⅛ oz. v.	oz.	4.50	4.70
[illegible]	oz.	3.45	3.70
⅛ oz. vials	oz.	3.65	3.90
[illegible]	oz.	1.00	1.35
Coca Leaves	lb.	[illegible]	.50
Cocculus Ind. (Fish Berries)	lb.	.10	.12
Powdered	lb.	.22	.27
Cochineal, Honduras	lb.	.65	.75
[illegible]	lb.	.15	.85
Codeine	oz.	4.65	4.90
[illegible]	oz.	4.20	4.45
Sulphate	oz.	4.65	4.80
Colchicum Root	lb.	.21	.26
Powdered	lb.	.26	.31
[illegible]	lb.	.70	.80
[illegible]	[illegible]	[illegible]	.90

[illegible]	[illegible]	[illegible]	[illegible]
Flexible	[illegible]	[illegible]	[illegible]
[illegible]	lb.	.40	.50
[illegible]	lb.	.15	.20
[illegible]	lb.	[illegible]	[illegible]
[illegible]	lb.	[illegible]	.75
Condurango Bark, true	lb.	.15	.20
[illegible]	lb.	.18	.22
[illegible]	lb.	[illegible]	.20
Copaiba, S. A.	lb.	[illegible]	.60
[illegible]	lb.	.65	.70
Copper, Acetate, distilled	lb.	[illegible]	.50
[illegible]	lb.	[illegible]	.50
[illegible]	lb.	[illegible]	.32
Chloride, Pure, cryst.	lb.	[illegible]	.75
[illegible]	lb.	[illegible]	.40
Subacetate (Verdigris)	lb.	.42	.45
[illegible]	lb.	.40	.45
Sulphate (Blue Vit.)	lb.	.10	.12
[illegible]	lb.	[illegible]	.07
[illegible]	lb.	.15	.20
Copperas (see Iron Sulphate).			
[illegible]	lb.	.10	.12
[illegible]	lb.	.16	.20
Corrosive Sublimate (see Mercury Bichloride).			
[illegible]	oz.	[illegible]	1.75
[illegible]	lb.	.15	.20
[illegible]	lb.	.30	.35
[illegible]	oz.	.90	.95
[illegible]	lb.	.30	.35
[illegible]	lb.	.30	.35
[illegible]	lb.	.15	.20
[illegible]	lb.	.20	.25
[illegible]	lb.	.24	.28
Creosote, Beech Wood	lb.	.90	1.50
[illegible]	oz.	[illegible]	.45
[illegible]	oz.	[illegible]	.45
[illegible]	lb.	.45	.50
Powdered	lb.	[illegible]	.55
[illegible]	lb.	.20	.25
[illegible]	lb.	.15	.20
[illegible]	lb.	.25	.30
[illegible]	lb.	.27	.32
[illegible]	lb.	.25	.27
[illegible]	lb.	.20	.30
Root	lb.	[illegible]	.90
Leaf	lb.	.25	.35
[illegible]	lb.	.08	.10
Wine	lb.	.08	.10
[illegible]	oz	6.25	1.50
15 gr. vials	[illegible]	.50	.55

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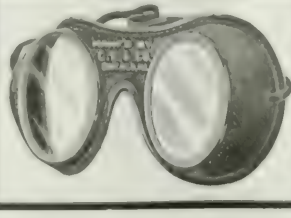

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In ¼ lb. to 5 lb. Fancy Boxes

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Necco Chocolate Wintergreen	Necco Pepsin Chewing Gum
Necco Chocolate Nougatines	Necco Chocolate Pecan Fudge
Necco Chocolate Almonds	Necco Chocolate Cream Cakes
Necco Chocolate Assorted Nuts	Carnation Pastilles
Necco Chocolate Molasses Crisp	Necco Chocolate Mints
Violet Pastilles	Necco Licorice Drops

PENNY GOODS

Pee Wee Mottoes	Peek-a-Boos
Coltsfoot Rock	Lover's Dreams
Pony Hearts	American Fig Confections
Sweet Orange Slices	Base Ball Caps

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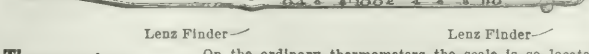
Perfectly Aseptic, equipped with Lenz Finders and anti-rolling devices, provided with means to limit the extent to which it should be inserted into the body.

Insertion Aseptic

Projection for Antirolling



Lenz Finder

Lenz Finder

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On the ordinary thermometers the scale is so located that a portion thereof is inserted into the mouth or other organs of the body when making a test of the bodily temperature, and by reason of this fact that portion of the scale which is inserted into the body is worn off, and, in addition to this, the coloring material of the scale gets into the body, and this is one great objection which THE ADVANCE THERMOMETER obviates. Any manufacturer pretending to sell THE ADVANCE is making fraudulent claims and will be brought to justice through the intervention of the U. S. Patent Courts. Manufactured by

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German, 15 gr. vials..ea.			.70
Powdered	lb.		.27
Ether, Acetic	lb.		.65
Chloric, U.S.P.	lb.		.50
U.S.P.	lb.		.50
Washed	lb.		.40
Powdered	lb.	.40	.45
Grindelia Robusta Herb	lb.	.15	.20
Powdered	lb.	.23	.28
Guaiac, Resin	lb.	.27	.32
Powdered	lb.	.42	.47
Wood rasped	lb.	.03	.05
Guaiacol, liquid	lb.	2.40	2.50
Carbonate, lbs. 3.10	oz.	.23	.27
Salicylate(Guaiacol-Salol)	oz.		1.00
Valerianate (Geosote)	oz.		1.34
	lb.	2.25	3.50
Powdered	lb.	3.50	3.75
Gun Cotton (Pyroxylin)	oz.	.20	.25
Gutta Percha, crude chips	lb.	1.50	1.75
		1.50	1.75
Hellotropin	oz.		.60
Hemlock Bark, crushed	lb.	.12	.15
Powdered	lb.	.16	.18
			.80
Gold Thread (Coptis trifol.)	lb.	1.10	1.20
Golden Seal Root	lb.	2.60	2.70
Powdered	lb.	2.80	2.90
		.80	.40
Powdered	lb.	.40	.45
Grindelia Robusta Herb	lb.	.15	.20
Powdered	lb.	.23	.28
Guaiac, Resin	lb.	.27	.32
Powdered	lb.	.42	.47
Wood rasped	lb.	.03	.05
Guaiacol, liquid	lb.	2.40	2.50
Carbonate, lbs. 3.10	oz.	.23	.27
Salicylate(Guaiacol-Salol)	oz.		1.00
Valerianate (Geosote)	oz.		1.34
	lb.	2.25	3.50
Powdered	lb.	3.50	3.75
Gun Cotton (Pyroxylin)	oz.	.20	.25
Gutta Percha, crude chips	lb.	1.50	1.75
		1.50	1.75
Hellotropin	oz.		.60
Hemlock Bark, crushed	lb.	.12	.15
Powdered	lb.	.16	.18
			.80
		.04	.06
			1.00
Powdered	lb.	.28	.32
			.25
	lb.	.35	.45
15 gr. v.			.55
			1.00
			.75
			.40
		.20	.25
			.45
	lb.	.12	.16
	lb.		.40
lb. pkgs.	lb.		.45
P. cryst.	oz.		10.00
	oz.		15.00
			10.00
		.11	.13
Hydrogen Peroxide, Sol. Medicinal	lb.		.25
Sol. Technical	lb.		.20
Hyoscine Hydrobrom 1 gr. v. gr.			.30
Hyoscyamine, Amorph., 15 gr.			3.00
Crystal, white	gr.		.40
Hydrobromide	gr.		.25
Iceland Moss	lb.		.16
		4.00	4.25
Indigo, Bengal, true	lb.	1.35	1.50
Manila	lb.	.60	.70
Insect Powder	lb.	.50	.55
Pure Uncol'd Dalmatian	lb.	.50	.60
Iodine Bromide	oz.		.42
Resublimed			3.10
	& powd.		3.00
	oz.	.50	.55
		1.40	1.50
Powdered	lb.	1.50	1.60
Rio	lb.		3.15
Powdered	lb.	3.10	3.25
Irish Moss, bleached	lb.	.15	.20
Irisin (Eclectic Powder)	oz.		.60
Iron, Acetate, dry	oz.		.38
Bromide	oz.		.10
			.32
Chloride, cryst., U.S.P.	lb.		.25
Citrate, U.S.P.	lb.	.58	.62
and Ammonia, Sol.	lb.	.54	.58

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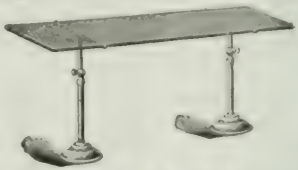

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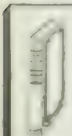

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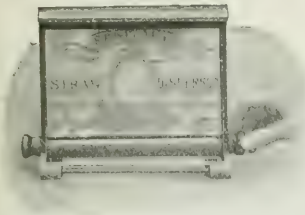

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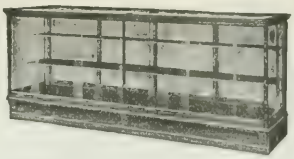

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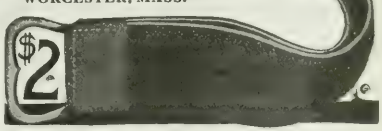

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Iron [illegible]				
[illegible]		[illegible]	—	1.75
[illegible]		[illegible]		[illegible]
Hy[illegible]		[illegible]		[illegible]
Iodide [illegible]		[illegible]		[illegible]
Syrup [illegible]		[illegible]		[illegible]
Nitrate [illegible]		.25	—	[illegible]
Oxalate [illegible]	oz.		—	[illegible]
Phosph. [illegible]		[illegible]	—	[illegible]
U.S.P. [illegible]		[illegible]	—	[illegible]
Pro[illegible]		[illegible]		.40
Pro[illegible]				[illegible]
Pyrophosphate [illegible]		.52		[illegible]
Quinine [illegible]		.50		[illegible]
Salicylate	oz.			[illegible]
Sesquichloride	lb.	.25	—	.40
[illegible]	lb.	.13	—	.18
S[illegible]	lb.	.25	—	[illegible]
S[illegible]	lb.	.12	—	.18
Sulphate (Copperas), 100 lbs.		1.00	—	1.12
[illegible]	lb.	.08		.10
[illegible]	lb.	.15		.20
T[illegible]	lb.			[illegible]
[illegible]	lb.	.48	—	[illegible]
Tersulph. Solution, U.S.P.	lb.		—	.20
Valerianate	oz.	.15	—	.90
Isinglass, Russian	lb.	3.50	—	3.75
Jaborandi Leaves	lb.	.25	—	.30
Powdered	lb.	.30		[illegible]
Jalap Root, selected	lb.	.50		.60
Powdered	lb.	.57	—	.62
Juniper Berries	lb.	.09	—	.11
Kamala	lb.	.35	—	.40
Powdered	lb.	.45		.50
Purified	lb.	1.50	—	1.75
K[illegible]	lb.	.05		.08
Kino	lb.	.45	—	.50
Powdered	lb.	.50	—	.55
Kola Nuts, small and large	lb.	.15	—	.25
Powdered	lb.	.30	—	.35
K[illegible] powdered	lb.	[illegible]		.60
Lactucarium	lb.	8.75	—	9.50
Ladies' Slipper Root	lb.	.55	—	.65
Lanolin	lb.	.30	—	.75
Anhydrous	lb.	.40	—	1.25
Lavender Flowers	lb.	.10		.15
Lead Acetate (Sugar)	lb.	.15		.18
Carbonate	lb.	.50		[illegible]
Iodide, powdered	lb.	.20		.22
Nitrate	lb.	.16	—	.18

Lead Oxide, Medicinal	lb.	[illegible]	—	[illegible]
Red	lb.	[illegible]	—	.12
[illegible]	lb.	[illegible]		.48
[illegible]		[illegible]		.06
[illegible]	lb.	[illegible]		.15
[illegible]	lb.			.20
[illegible]	lb.			[illegible]
Mass	lb.		—	[illegible]
Powdered	lb.		—	.42
Root [illegible]	lb.		—	.20
Powdered	lb.		—	.20
Sp[illegible]	lb.		—	.20
Powdered	lb.		—	.15
Lime, Chlorinated, bulk	lb.	.04		.06
Assorted 1 [illegible] and ¼ lb.		[illegible]	—	.12
Lithium Acetate			—	.19
Benzoate	oz.		—	.13
Bromide	lb.		—	1.70
Carbonate	lb.	.92	—	1.00
Citrate	lb.	1.32	—	1.40
Glycerophosphate	oz.		—	[illegible]
Salicylate	lb.	1.10	—	1.20
Lobelia Herb	lb.	.20	—	.25
Powdered	lb.	.25	—	.30
Seed [illegible]	lb.	.50	—	.60
Powdered	lb.	.60		.70
Lovage Root, select, white	lb.	.90	—	1.10
Seed	lb.		—	.65
Lupulin	lb.	.50	—	.60
Lycopodium	lb.	.50	—	.60
Mace, Whole	lb.	[illegible]	—	.60
Powdered	lb.	.60		.65
Magnesium, Benzoate	oz.	.25		.29
Calcined	lb.	[illegible]		.60
Carbonate, 4 ozs.	lb.	.15		.20
2 ozs.	lb.	.16		.20
Powdered	lb.	.08		.15
Pordeters	lb.	.80		.85
Glycerophosphate	oz.	.40		.44
Hypophosphite, pure	lb.	1.25	—	1.35
Met[illegible] Powdered	oz.		—	.20
[illegible]	oz.			.60
Phosphate [illegible]	oz.	.08		.10
Sulphate (Sal Epsom)	lb.	.03		.05
C. P. Crystals	lb.	.17		.20
Dried	lb.			[illegible]
Malva Flowers, large	lb.	.30		.35
Blue, small	lb.	.50		.55
Mandrake Root	lb.	.12		.16
Powdered	lb.	.16		.20

Manganese Bromide	oz.		—	.26
Carbonate [illegible]	oz.		—	.14
Chloride, cryst.	lb.		—	.50
Hypophosphite	lb.	1.35	—	1.50
Lactate	oz.			.50
Oxide, black, powdered	lb.	.08	—	.10
Manna, flake, large	lb.	.90	—	1.00
Small	lb.	.65	—	.75
Matico Leaves	lb.	.25		.30
Menthol, cryst.	lb.	3.25	—	3.50
	oz.	.30	—	.35
Mercury	lb.	.80	—	.85
Ammon. (white precip.)	lb.	1.34	—	1.41
Bichloride (c. sublimate)	lb.	.92	—	.98
Powdered	lb.	.95	—	1.00
Bisulphate	lb.	.73	—	.76
Chloride, mild (Calomel)	lb.	.96	—	1.06
Iodide, green, Proto	lb.	2.50	—	2.75
Red (Pre.) Biniodide	lb.	2.75	—	3.00
Nitrate Solution	oz.		—	.18
Oxide, red (Red Precip.)	lb.	1.11	—	1.21
Yellow	oz.	.15	—	.18
Salicylate	oz.	.23	—	.27
Sulphate (Turp. Mineral)	lb.			1.05
Mercury with Chalk (by succussion)	lb.	.51	—	.54
Millet, sweet, American	lb.	.04	—	.05
German	lb.	.02½	—	.03
Morphine, Acetate, 1-8 oz. v.	oz.	3.80	—	3.90
Alkaloid, pure, 1-8 oz. v.	oz.	4.90	—	5.05
Hydrobromide, 1-8 oz. v.	oz.	3.80	—	3.90
Hydrochloride, 1-8 oz. v.	oz.	3.90	—	4.00
Sulphate, 1 oz. v.	oz.	3.55	—	3.65
1-8 oz. v.	oz.	3.75	—	[illegible]
Valerianate, 1-8 oz. v.	oz.	5.65	—	5.75
Morrhuol	oz.	.55	—	.60
Mullein Flowers, 1 lb. cans	lb.	.90	—	1.00
Musk Root	lb.	.18	—	.28
Powdered	lb.	.25	—	.30
Mustard Seed, black	lb.	.12	—	.14
Ground	lb.	.13	—	.17
White	lb.	.06	—	.10
Ground	lb.	.13	—	.15
Myrrh (Gum-Resin)	lb.	.28	—	.33
Naphthalene, flake or balls	lb.	.02¾	—	.05
Nickel, Acetate	oz.		—	.34
Bromide	oz.		—	.37
Sulphate	lb.		—	.45
Nickel and Ammo. Sulphate	lb.	.20	—	.30
Nutgalls	lb.	.27	—	.32

Insect Powder, strictly pure. Any size package from a 2 oz. sprinkle top can to 100 lb. drum. Write us for samples and prices.

ALLAIRE WOODWARD & CO. - - PEORIA, Illinois

TRADE RISICCOL MARK

Castor Oil in Powder

Druggists are requested to write to the undersigned for particulars of a Special Offer good during March and April.

We will show you how to make a handsome profit, in a pleasing way. We will bring new trade to your store.

The Risiccol Co., 118 William St., New York, N. Y.

Wholesale Drugs, Chemicals and Sundries

Guaranteed Food and Drugs Act. Serial No. 5151

LEE & OSGOOD CO.

131 MAIN STREET NORWICH CONN.

WHOLESALE DRUGGISTS and IMPORTERS

Guaranty No. 34

WRITE FOR PRICE LIST

Henry Klein & Co., 220 Greenwich St., New York

EXCELLENCIES [illegible]

OFFER [illegible]

[illegible] Brooklyn, N. Y.

Exclusive Sale — 100% Offer on

SECURITY GALL SALVE

2 dozen, 25c. size
2 dozen, 50c. size } $10.00

1 dozen, 25c. size, free for freight
50 Samples with order

COST $10.00 SELLS $21.00

PROFIT $11.00, or 110%

TERMS: May 1, 120 days, 3 per cent discount if paid May 10. ¶ Only one dealer sold in a town. ¶ Not handled by jobbers. ¶ *100 SAMPLES MAILED DIRECT.*

SECURITY REMEDY CO., Minneapolis, Minn.

To Please Your Customer, Pleases You
SELLING

"NAILENE" NAIL SHINE

WILL PLEASE THE TWO

¶ Comes in small book form on attractive display card and sells on sight. (No Buffer Needed.) ¶ Trade supplied by all wholesale druggists in the United States.

Special Wholesale Distributers
Western Wholesale Drug Co., Los Angeles, Cal.

Price to Retailer per doz. $1.50
Sells at 25c.

¶ **MARGO CO., Los Angeles, Cal., the manufacturers, are spending thousands in advertising "NAILENE."**

Delicious drink; quenches the thirst and cools one off. Quick seller and profitable to handle, because price is low.

Concentrated

Champagne Syrup

FOR THE FOUNTAIN

To be diluted one gallon to three or four gallons simple syrup.

	Per Gal.
1 gal.	$1.25
10 "	1.15
30 "	1.10
50 "	1.05

SAMPLE ON REQUEST WRITE US TODAY

The LEHMAN-ROSENFELD CO., Cincinnati, Ohio

CORRUGATED WATERPROOF FIBRE BOXES

for Every Packing Purpose

Illustrated Catalog
"HOW TO PACK IT"
and Sample Box for the asking

THE HINDE & DAUCH PAPER CO.
Sandusky, O., or 165 Duane St., New York City

Make a note of the brand—Y & S—on our Pepsin Gum. This brand—Y & S—has been used by us and our antecedents for forty years on the best known stick licorice in this country.

It means just as high quality when used on our chewing gum.

Four flavors: LICORICE, PEPPERMINT, WINTERGREEN, SPEARMINT. Each piece wrapped singly, 5 pieces to package, 20 packages to box. Order a trial box, assorted if required, from your jobber.

NATIONAL LICORICE CO.
BROOKLYN, N. Y.

Major's Cement

Oldest and Best

Unexcelled and does all that is claimed for it in mending broken articles of Glass, Bric-a-brac, Earthenware, etc. Don't incur the displeasure of your customers by unwittingly selling them some inferior preparation. Major's Cement has had a successful record of over thirty years which proves its worth.

It retails for 15c. per bottle.
Your jobber can supply you.

Major's Rubber Cement will mend all articles of rubber; Major's Leather Cement unequalled for repairing articles of leather. They are of the highest grade and sell for the same price, 15c. per bottle.

MAJOR MANUFACTURING COMPANY
461 Pearl Street. NEW YORK CITY

Prices Current *of* Drugs *and* Chemicals—(*Continued*)

Nutgalls, powdered ......lb.	[illegible]		[illegible]
[illegible]			
[illegible]			
[illegible]			
Powdered ....lb.	18		[illegible]
[illegible]			
[illegible]			
[illegible]			
Amber, crude, dark .....lb.	18		[illegible]
[illegible]			
[illegible]			
[illegible], Imported			
[illegible]	70	—	1 00
[illegible]	1 50	—	[illegible]
[illegible]			
[illegible]			
Cajuput, bottles .... .lb.	85	—	[illegible]
[illegible]			
[illegible]			
[illegible]			
[illegible]			
Castor, American ..			
[illegible]			
Cubeb ....lb.	[illegible]		[illegible]
[illegible] ...lb.	[illegible]		[illegible]
[illegible]			
Gaultheria Leaf ..	[illegible]		[illegible]
[illegible] natural lb.			
[illegible]			
[illegible] ns, 20 lbs. or			
[illegible]		—	90
J[illegible] Berries	[illegible]	—	[illegible]
[illegible]	[illegible]	—	1 60
[illegible]	[illegible]	—	1 60
[illegible]	[illegible]	—	3 75
[illegible]	[illegible]	—	1 35
[illegible]	[illegible]	—	6.00
[illegible]	[illegible]	—	6.25
[illegible]	[illegible]	—	3.20
[illegible]	[illegible]	—	2.85
[illegible]	[illegible]	—	1.65
[illegible]	[illegible]	—	3.00
[illegible]	[illegible]	—	3.00
[illegible] .....lb.	[illegible]		[illegible]
[illegible] ...gal.	90	—	1 00
Rose, Kissanlik	[illegible]	—	7 00
Rosemary Flowers ......lb.	1 40	—	1 50
Trieste ....oz.	80	—	90
[illegible] lb.	4.75	—	5.00
Sassafras ....lb.	80	—	90
Spearmint, pure ....lb.	2 50	—	2 75
Sperm, winter, bleached.gal.	90	—	1 00
Thyme, com'l ....lb.	45	—	50
Red, No. 1 ....lb.	1 25	—	1 35
White ....lb.	1 50	—	2 00
[illegible] gal.	60	—	62
[illegible] lb.	[illegible]	—	[illegible]
Heavy, true, f. grapes...lb.	5 00	—	[illegible]
Wintergreen ....lb.	5 00	—	[illegible]
Synthetic lb.	[illegible]	—	[illegible]
Wormseed, Baltimore ....lb.	1 75	—	1 90
Wormwood, Amer., good.lb.	6 00	—	6 50
Ointment, Mercurial, ½ mercury ....lb.	55	—	60
[illegible] lb.	45	—	50
Opium [illegible] lb.	[illegible]	—	6 00
[illegible] lb.	[illegible]	—	7 00
U.S.P. Powdered lb.	[illegible]	—	7 00
Orange Flowers lb.	1 40	—	1 45
Peel, [illegible]	15	—	20
Orris, Florentine ....lb.	18	—	22
Select Finger ....lb.	70	—	85
Verona ....lb.	10	—	.12
Paraffin ....lb.	.10	—	.12
[illegible] oz.		—	25
Paraldehyde ....lb.	.70	—	80
Pareira Brava Root ....lb.		—	40
Pelletierine Tan, 15 gr. v...ea.		—	25
Paris Green ....lb.	23	—	26
Pepper, black, clean sifted.lb.	12	—	15
White ....lb.	28	—	30
Peppermint, Herb, German.lb.	55	—	60
[illegible] pressed ozs lb.		—	[illegible]
Petrolatum, U.S.P., white...lb.		—	15
[illegible] oz.		—	[illegible]
Phosphorus, Amorphous ...lb.	1 30	—	1 40
Pilocarpine, Alk., pure ....gr.	08	—	09
Hyd[illegible] gr.	08	—	09
Hydrochloride ....gr.	04	—	05
Nitrate ....gr.	04	—	05
Pink Root, true ....lb.	.50	—	60
Piperidine ....oz.		—	1 00
[illegible] oz.	[illegible]	—	[illegible]
Pitch, Burgundy, American.lb.	[illegible]	—	[illegible]
[illegible] bbl.	2 00	—	[illegible]
True, dentists' sifted...bbl.		—	2 50
Pleurisy Root ....lb.	20	—	25
Powdered lb.	30	—	35
Podophyllin (Resin) ......lb.	[illegible]	—	4 00
Poke [illegible]	20	—	25
Root ....lb.	16	—	20
Powdered ....lb.	20	—	25
Poppy Heads	[illegible]	—	10
Seed, blue (Maw) ....lb.	15	—	20
White ....lb.	18	—	20

SCHOOL SUPPLIES

Druggists' and Stationers' Sundries, Camels' Hair Brushes, Fancy Goods, Novelties, Musical Instruments, Harmonicas, Etc.

WRITE FOR PRICES

EUGENE B. BAEHR, Mfrs. Agent
684 Broadway, New York

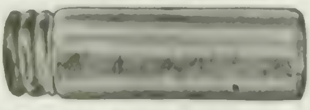
100 per cent PROFIT by handling
OXY Preparations

OXY Peroxide Cream, 2 oz Jars $1.75 [illegible]
OXY Peroxide Tooth Powder 1.50 [illegible]
OXY Peroxide Talcum Powder 1.50 [illegible]
OXY Peroxide Soap 1.50 [illegible]

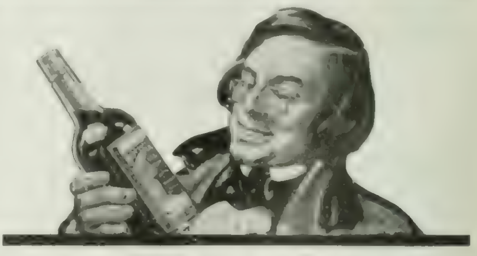
Quick Sellers and Repeaters at 100 per cent Profit

Bell Chemical Co., 58 E. 116th St., New York
Geo. Borgfeldt & Co., Wholesale Distributers

HOMOEOPATHIC VIALS



CHESAPEAKE GLASS COMPANY
424-426 W. Conway St. Baltimore, Md., U. S. A.



Proven Chemically Pure

Liquor, when prescribed for the sick-room, should be ABSOLUTELY PURE and the best obtainable.

For this and other good reasons, druggists should dispense

Old Jas. E. Pepper Whisky

It costs no more than other whisky; is full 7 years old—Bottled in Bond—and there is no good reason why it should not be dispensed in preference to cheap and uncertain commodities.

Send any jobber an order for a trial case. The difference will be apparent in the satisfaction it gives your trade.

JAMES E. PEPPER DISTILLING COMPANY

Distilleries Lexington, Ky. General Offices Chicago, Ill.

PHOENIX
SURGICAL DRESSING
MILWAUKEE

QUIT PAYING Salesmen's Expenses and JOBBER'S PROFITS
BUY DIRECT from the MANUFACTURER

Surgical Dressings, Absorbent Cotton, Plasters, Suspensories, etc. A straight discount of 30% on any size order—for instance—

SALOME CORN PLASTERS

Retail at 10c. per package.....		$14.40 per gross
List price, per gross.....	$9.00	
Less 30% discount.....	2.70	6.30
Net profit per gross....		$8.10

Send for New Catalogue. *All Goods Guaranteed*

PHOENIX SURGICAL DRESSING CO., 430 Thomas St., MILWAUKEE, WIS.

ROOT JUICE PROPOSITION
A BIG WINNER

Exclusive newspaper and other advertising. The plan which gets results. Many druggists have sold six dozen bottles of Root Juice (dollar size) in one day. The L. H. Ott Drug Co., of Harrisonburg, Va., sold 77 bottles in one day, and a few days later sold 110 bottles. They sold over 700 bottles since the 12th of last February. W. A. Gutelius, of Bluffton, Ind., sold over 2000 bottles in less than a year. J. W. O'Harrow, Bloomington, Ind., did even better, and hundreds of druggists throughout fifteen States, are doing a wonderful business with Root Juice, as it has the merit, and our advertising is the most catchy and convincing.

Our proposition is open to one live druggist in every town and city. Get it quick, or some one will beat you to it.

W. P. CABLER ROOT JUICE MED. CO.
Fort Wayne, Ind.

$5.50 PROFIT
on a
$6.00 ORDER

Would you spend 50c. to make $5.50 and at the same time insure the future regular patronage of twenty-five people? You can do it if you co-operate with us in the sale of

KRANK'S
PINK BLUSH
MASSAGE CREAM

A quality article, a toilet necessity so near perfection that in the short time it has been on the market the sales are wonderful.

Thousands of Dollars for Advertising

To tell the people of its merits and direct them to the druggists.

To make our plan a complete success, we wish your co-operation in selling an article of merit, under the *protected price selling plan*, which pays you a profit of 50 per cent. You have the same opportunity as your competitor, you buy and sell at just as low a price as he can.

If you are interested in our proposition send for our booklet which explains all about our advertising campaign. How Pink Blush is marketed, and how to make $5.50 profit on a $6.00 order. Write us today.

ALFRED J. KRANK Laboratories
153 SIXTH STREET ST. PAUL, MINN.

ERA WANT ADS.

Secure good clerks for employers; desirable positions for competent clerks; quick sales of drug stores, fixtures and stocks. :: :: :: :: :: :: ::

Have You Tried Them

GLYCO-THYMOLINE
TRADE MARK REGISTERED U. S. PATENT OFFICE
IN USE SEVENTEEN YEARS
THIS TRADE MARK IS THE PROPERTY OF KRESS & OWEN COMPANY NEW YORK

Prices Current of Drugs and Chemicals—(Continued)

Bicarbonate	lb.	.13	—
Bichromate	lb.	.13	—
Sulphate, 100 oz. tins	oz.		
1 oz. vials	oz.		
Bromide	lb.	.26	—
C. P.	lb.	.50	—
Refined (Sal Tartar)	lb.	.13	—
Chlorate	lb.	.13½	—
Powdered	lb.	.14½	—
Chloride, C. P.	lb.	.35	—
Citrate	lb	.45	—
Glycerophosphate	oz.	.16	—
Iodide	lb.	2.15	— 2.20
Nitrate	lb.	.07	—
Powdered	lb.	.07½	—
C. P.	lb.	.35	—
Permanganate	lb.	.20	—
Prussiate, red	lb.	.50	—
Yellow	lb.	.22	—
Salicylate	oz.		
Sulphate, powdered	lb.	.10	—
C. P.	lb.	.30	—
Sulphide	lb.	.14	—
Tartrate, Pow. (Sol. Tartar)	lb.	.50	—
Powder, Dover's, U.S.P.	lb.	1.00	— 1.10
Prickly Ash Bark	lb.	.25	—
Powdered	lb.	.35	—
Berries	lb.	1.90	— 2.00
Pulsatilla Herb	lb.	.22	—
Pumpkin Seed	lb.	.15	—
Quassia, rasped	lb.	.09	—
Powdered	lb.	.15	—
Quebracho Bark	lb.	.25	—
Quillaia			
Quinidine, Alk., cryst.	oz.		—
Sulph.	oz.		—
Quinine alkaloid	oz.	.50	—
Acetate	oz.	.53	—
Bimuriate	oz.	.50	—
Valerianate	oz.		
Quinoline Tartrate	oz.		
Garmen	lb.		
Red Saunders	lb.		
Resin, common	lb.		
Powdered	lb.		
Resorcin, pure, white	lb.		
Clippings	lb.		
Powdered	lb.		
Powdered, extra, tins	lb.	1.10	— 1.20
Rose Leaves, pale	lb.		
Red	lb.		
Bitartrate, 15 gr. v.	ea.		
Saffron, Amer. (Safflower)	lb.		
Spanish, true, Valencia	lb.		
Safrol	lb.		
Sage, leaves, Italian	lb.		
Salicin	lb.		
Salol	lb.		
Sandalwood	lb.		
Sandarac, Gum, clean	lb.		
Sarsaparilla, Root, Hon., cut	lb.		
Powdered	lb.		
Sassafras, Pith	oz.		
Bark	lb.		
Powdered	lb.		
Saw Palmetto Berries	lb.		—
Scopolamine, Hydrobromide	15		
Herb	lb.		—
Powdered	lb.		
Senega Mixture	lb.		
Senna Leaves, Alexandria	lb.		—
Powdered	lb.		—
Tinnevelly, select	lb.		—
Serpentaria (Va. Snake Root)	lb.		
Silver, Chloride	oz.		—
Cyanide	oz.		—
Nitrate, cryst.	oz.		—
Stone (Lunar Caustic)			
Oxide	oz.	1.10	— 1.14
Precipitated	oz.		—
Simaruba, Bark of Root	lb.		
Powdered	lb.		—
Skunk Cabbage, Root	lb.		—
Soap, Castile			— 5.00
Mottled, genuine	box		
White, Conti's	box		
Powdered	lb.		—
Soap Tree Bark, whole	lb.	.14	— .17
Cut	lb.	.17	— .20
Powdered	lb.		—
Soda Ash	lb.	.03	— .05
Caustic, purified, fused	lb.		—
Sodium, Acetate	lb.		—
Arsenate	lb.		—
Arsenite, pure	lb.		—
Benzoate	lb.		—
From True Benzoic Acid	lb.		
Bicarbonate	lb.		—
C. P., powdered	lb.		—
Bichromate	lb.		—
Bitartrate	lb.		—
Bromide	lb.		—
Carbonate (Sal Soda), 100 lbs.			— 2.50
C.P. cryst., U.S.P.	lb.		—
Dried, purified	lb.		—
Gran.	lb.		—
Chloride, C. P.	lb.		—
Dried	lb.		—
Citrate	lb.		—

Sylvester's Haarlem Oil

FOR 200 YEARS
the standard remedy of the world for
Kidney Diseases, Bladder Trouble, Gravel and all Inward Inflammation

WE ARE EXCLUSIVE AGENTS
for the U. S. and Canada for the importation of
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FROM HAARLEM, HOLLAND
None other is genuine Look for "C. SYLVESTER" on the label
M. COWARD Successor to C. SYLVESTER
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THE BEST OF ALL MALT TONICS
Is a rich, nutritious concentrated liquid food. Before the public 15 years. Prescribed and endorsed by leading physicians.
Long Island Bottling Co.
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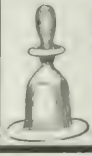
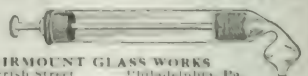


GLASS SYRINGES
TEST TUBES MEDICINE DROPPERS

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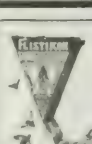

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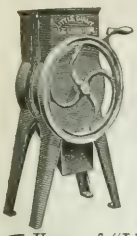

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You wouldn't think of crushing your ice in the old fashioned way by hand—machines do the work so much better and easier and in one tenth of the time.

Ice Crushing Machines Are a Necessity. You Need Them in Your Business.

There are all kinds of Ice Crushers on the market, some good, some bad, and some indifferent, but

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We know it, and have known it for years and we want you to know it by actual experience, too, that's why we are making you our

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We don't ask you to buy until you have used the machine 10 days. WRITE US TODAY for our Special Offer and Catalogue.

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Formerly Davenport Ice Chipping Machine Co.
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ADMITTEDLY THE FINEST

FRUIT JUICES
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HIGHEST QUALITY

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Remember
That we Guarantee them to sell.
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Let us know
And we will refund your money at price you paid.

YOU RUN NO RISK OF LOSS

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(3) OR Set of Troemner's Prescription Weights, put up in polished mahogany hinged lid compartment case. (Choice of three systems.)

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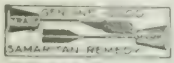
Benzoic Acid	**Iodides**
Bismuth Salts	**Kresapol**
Bromides	**Morphine**
Brucine	**Phenolphthalein**
Caffeine	**Salicylic Acid**
Carbolic Acid, U. S. P.	**Salol**
Cocaine	**Saponin**
Codeine	**Sodium Benzoate**
Creosote (Beechwood)	**Sparteine**
Cumarin	**Strychnine**
Guaiacol (Carbonate)	**Theobromine**
Guaiacol (Liquid)	**Veratrine**

The Hoffmann-La Roche Chemical Works
65 Fulton Street, New York

Prices Current of Drugs and Chemicals—(Continued)

Hypophosphite	lb.	.90	—	Strontium, Nitrate, dry	lb.	.11	— .12
	lb.	.04	—	Salicylate	lb.		— .75
Iodide	lb.	3.15	—	Strophanthus, Seed, brown	lb.	.06	— .70
Phosphate, cryst.	lb.	.07	—	Green	lb.	1.00	— 1.05
Recrystallized	lb.	.11	—			1.20	—
Pure granulated	lb.	.09	—			1.45	— 1.65
Dried	lb.	.15	—	Sulphur		1.55	—
						1.25	— 1.35
Salicylate	lb.	.40	—			.10	— .13
					lb.	.14	— .18
				Sulfonal, Bayer	oz.		— .65
Liquid	lb.	.04	—				— .60
Sulphate (Sal Glauber)	lb.	.01	—	Sulphonmethane, U.S.P.	lb.	3.75	— 3.80
Pure, cryst.	lb.	.08	—	Sulphonethylmethane, U.S.P.	lb.	6.25	— 6.30
Dry					oz.		— .45
Sulphocar. (Sulpho-Phen.)	lb.	.36	—	Sulphur, Bromide	oz.		— .75
							— .01
							— .18
Solomon's Seal Root	lb.	.28	—	Roll	lb.		— .03
Sorbilin	oz.		—				— .12
Snake Root, Canada	lb.	.50	—				— .10
Powdered	lb.	.35	—				— .08
Spearmint, leaves, ozs.	lb.	.30	—	Purified	lb.		— .60
Spearmint, cakes	lb.	.31	—				— 5.00
Spruce Gum	lb.	1.50	—				— .75
Extra	lb.	2.00	—	Iodide, U.S.P.	lb.		— 4.00
Spirit, Ammonia, U.S.P.	lb.	.54	—		oz.		— .85
Aromatic	lb.	.50	—	Tragacanth, Aleppo, extra	lb.		— 1.00
Nitre, U.S.P.	lb.	.45	—	Aleppo, No. 1	lb.		— .90
							— .80
Squill Root, white	lb.	.10	—	No. 2	lb.		— .80
				Powdered	lb.		— 1.10
	lb.	.20	—	Turpenthe, Chian, genuine	oz.		— .40
Storax, liquid	lb.	.31	—	Venice	lb.		— .40
Leaves	lb.	.25	—				— .60
	lb.	.27	—		lb.	.18	— .20
	s.	.20	—	Valerian Root, English	lb.		— .40
Seed	lb.	.15	—				— .30
Powdered	lb.		—	German	lb.		— .30
				Powdered	lb.		— .35
Bromide	lb.	.45	—	Vanillin	oz.		— .60
				Veratrum Viride, Root	lb.		— .30
				Powdered	lb.		— .35

							— .45
							— .15
				Japan	lb.		— .14
				White Hellebore, Root	lb.		— .14
				Powdered	lb.		— .16
				Wild Cherry Bark	lb.		— .12
				Ground	lb.		— .14
				Powdered	lb.		— .16
				Wild Indigo Root	lb.		— .25
				Ground	lb.		— .30
				Willow Bark, black	lb.		— .18
				White	lb.		— .25
				Witch Hazel, Extract, double			
							— .75
							— .75
				Leaves, pressed, ozs.	lb.		— .24
				Wormseed (Chenopodium)	lb.		— .45
				Powdered	lb.		— .50
				Levant (Santonica)	lb.		— .35
				Powdered	lb.		— .40
				Wormwood, bulk	lb.		— .35
					lb.		— .50
				Powdered	lb.		— .60
				Yerba Santa	lb.		— .50
				Zinc, Acetate, 1 lb. bots.	lb.		— .45
				Bromide	oz.		— .15
				Chloride, fused	lb.		— .20
				Gran.	lb.		— .18
				Medicinal	lb.		— .15
				Iodide	oz.		— .85
					oz.		— .15
				Lactophosphate	oz.		— .35
							— .15
							— .12
				Oxide, American	lb.		— .10
				Eng. Hubbuck's	lb.		— .12
							— .15
				Phosphide	oz.		— .45
							— .30
				Stearate	oz.		— .30
							— .25
					lb.		— .30
							— .35



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REGISTERED U. S. PATENT OFFICE.

Remedy for Hard and Soft Corns, Calluses, Bunions, Ingrowing Nails and Warts

Guaranteed under the Food and Drugs Act, June 30, 1906. No. 5629

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Factories: La Crosse, Wis.

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Guaranteed under the Food & Drug Act, June 30, 1906. Serial No. 6578

BAYER PRODUCTS IN TABLETS

OF OUR OWN MANUFACTURE

In addition to tablets of Antikamnia, Salol and Piperazine, we are now prepared to furnish the following Bayer Preparations in tablet form.

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ALYPIN

DIASPIRIN

HEDONAL
Sugar tablets, tubes of 10

SAJODIN

SABROMIN

CITARIN

AGURIN

HELMITOL

NOVASPIRIN

VERONAL AND VERONAL-SODIUM

These tablets are most carefully prepared. They can be easily crushed and will disintegrate quickly on the tongue or in water. You will have call for them. Order a sample from your jobber.

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House's Liver and Rheumatic Pills	1.50 per doz.

W. F. GRAY & CO., **Nashville, Tenn.**

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METAL POLISH

Used and Endorsed by the Leading Druggists

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THE PHARMACEUTICAL ERA

AN ILLUSTRATED MONTHLY PUBLICATION FOR THE DRUG TRADE

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VOL. XLIII. NEW YORK, JUNE, 1910 No. 6

THE PHARMACEUTICAL ERA

PUBLISHED MONTHLY

D. O. HAYNES & CO. - - - - *Publishers*

82 FULTON STREET, NEW YORK

Telephone, 2457 John Cable Address: "Era, New York"

SUBSCRIPTION RATES

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Remit by P. O. or Express Order or New York Draft payable to order of D. O. Haynes & Co. Add 10 cents for collection if you send check.

Published at 82 Fulton street, Borough of Manhattan, New York, by D. O. Haynes & Co., a corporation; President and treasurer, David O. Haynes; vice-president, Ezra J. Kennedy; secretary, Edward W. Drew. The address of the officers is the office of publication, and the title is registered in the United States Patent Office.

Entered at the New York Post-Office as Second Class Matter

TABLE OF CONTENTS.

EDITORIAL: May a Great Month for Pharmacy; The Riker-Rexall Controversy; Some Hard "Knocks" for "Boosters"; Interchange of Certificates; Association Journals; Now it is the "Doctors' Trust"; Do Not Miss Your State Meeting; War on Habit-Forming Agents; Another Version of Pharmacy Reform; Liability of Employers for Injuries . . . 557
HIS PROMOTER AND THE WIZARD TREE, Emma Gary Wallace . . . 561
CHICAGO R.D.A. ENDORSES THE N.A.R.D. . . . 562
PAPA'S PERSONALTEE, Joel Blanc, Jr. . . . 563
BOOK REVIEWS . . . 564
U.S. PHARMACOPŒIAL CONVENTION, Washington . . . 565
EXHIBIT OF LIVING MEDICINAL PLANTS . . . 568
A.PH.A. CONVENTION, Richmond, Va. . . . 569
PHARMACY'S FUTURE, Prof. E. V. Howell and Edgar F. Hoffner . . . 573
PHARMACY STUDENTS BANQUETED, Indianapolis . . . 575
QUESTION BOX . . . 575
THE QUIZ MASTER . . . 577
BOARD EXAMINATIONS . . . 577
SODA FOUNTAINS IN KANSAS . . . 580
FORMULAS FOR FOUNTAIN BEVERAGES . . . 581
WINDOW TRIMS FOR THE FOUNTAIN . . . 582
ADVERTISING HINTS FOR DRUGGISTS . . . 583
GROUP PICTURE U.S.P. CONVENTION, Washington . . . 584
INDEX TO ADVERTISEMENTS . . . 584
INDEX TO GOODS ADVERTISED . . . 593
MOSTLY PERSONAL, Leonard A. Lange, Milwaukee . . . 594
MR. LIGGETT'S SIDE OF RIKER CONTROVERSY . . . 601
COLLEGE COMMENCEMENT SEASON BEGINS . . . 603
MILWAUKEE DRUG CO. IN NEW HOME . . . 605
OBITUARIES . . . 607
DRUG MARKET . . . 609
PATENTS AND TRADE MARKS . . . 610
NEW CORPORATIONS . . . 612
PROPRIETARY ASSOCIATION OF AMERICA HOLDS ANNUAL MEETING IN NEW YORK CITY . . . 616
NEW YORK STATE PHARMACY BOARD WINS SUIT AGAINST MR. LAMB, OF BROOKLYN; Court Again Sustains Constitutionality of the Present Law . . . 616
FOUND GUILTY OF SUBSTITUTION . . . 616
BOWLING AT ATLANTIC CITY . . . 618
MAY BE MR. GODDARD'S STORES . . . 618
BUSINESS NOTICES . . . 618
PURE DRUG LAW JUDGMENTS . . . 620
TRADING STAMP SUIT REACHES HIGH COURT . . . 630
DRUGGISTS' INSURANCE COMPANY EXPANDING . . . 630
PRICES CURRENT . . . 632

MAY A GREAT MONTH FOR PHARMACY.

Without doubt the month just ended was one of the most important for pharmacy of any similar period within recent memory. The A.Ph.A. convention at Richmond, while chiefly devoted to Pharmacopœial revision, was notable for the variety of subjects discussed and the large number of thoughtful and well-considered papers that were submitted.

At the Pharmacopœial Convention the representation was large, the integrity of the Pharmacopœia was preserved and on the committee of revision for U.S.P. IX have been placed highly qualified and eminent men who can be trusted to take proper care of the interests of the divers elements that are concerned in producing the best Pharmacopœia within the limits of human possibility. Dr. Wiley's election to the presidency was a well deserved honor and at the same time it is a public warning to the opponents of pure foods and drugs not to attempt to tamper with this revision.

THE RIKER-REXALL CONTROVERSY.

In this issue of the ERA we are giving considerable space to an explanation which Louis K. Liggett, president of the United Drug Co., has sent to his shareholders, accompanied by a letter addressed to his "Dear Pardners." In this letter he complains that the trade papers, and the ERA in particular, have misrepresented him, a charge to which we do not plead guilty, for we have merely printed the news concerning the litigation in question.

In a way the story brings home the conviction that Mr. Liggett recognizes the underlying principle which stands for the success of all co-operative organizations when he says that each city represented in the company must earn at least its own dividends and that each and every stockholder must be treated alike. This apparently is frank enough to suit the majority, for any other contention would be antagonistic to co-operative effort. Viewed in this light, it becomes a question of some interest to learn to what extent the court will uphold Mr. Liggett's assertion that the Rikers neglected the United Drug Co.'s agency interests in New York, Brooklyn and Boston.

The real question at issue in this controversy, is the right of the Rexall management to deprive a shareholder of his inherited privilege as exclusive distributer of these goods in his city. Because the Riker and Jaynes companies happen to be located in large cities does not change the issue. If they can be deprived of their rights as exclusive distributers,

the shareholder in a smaller city is in the same predicament and with good reason he objects.

Undoubtedly, it was a mistake to give shareholders this exclusive privilege, regardless of the size of the city. It would be better for the company and its shareholders if the number of distributers was increased to some healthier proportion, say to one druggist for every 10,000 of population.

But the fact remains, that the druggists who stood by this company in its early days, when success was by no means sure, did so with the understanding that each druggist was building up an exclusive business for himself in his locality.

If the management of the United Drug Co. now wishes to change this original agreement, it would be in better taste for him to take it up logically and legitimately with the shareholders, instead of arbitrarily trying to force a shareholder to give up his rights, even if this shareholder has not fulfilled all of his implied obligations.

SOME HARD "KNOCKS" FOR "BOOSTERS."

Practicers of substitution in Chicago are being hit hard in a series of 50 advertisements which President McConnell, of the Economical Drug Co., is printing in the *Tribune*, of that city. Plain talks to the people is the best way to describe these terse, telling shots at the substituters. Mr. McConnell's own attitude on this question—a position which has won success for him—is given as follows:

> OUR STRICT RULE IS TO GIVE THE CUSTOMER PRECISELY WHAT IS ASKED FOR, and a clerk would be discharged who would dare to suggest a substitute. If the customer asks our opinion, or seeks our advice, it is given HONESTLY—generally, to consult a physician, as being the only safe rule, and probably cheaper in the end. We do not endorse patent medicines. There are some good ones, but the majority are worthless and should be avoided by sensible people. But if a customer asks for a secret nostrum, that is HIS business and he is entitled to have his wants filled without argument or parley.

Another extract from one of the advertisements is worth the attention of non-substituters and we believe Mr. McConnell would not object to its use by druggists in other cities, in cases where they are fighting the substitution evil:

> **How to Protect Against Substitution**
>
> A prize of $50 was recently offered by Ainslee's Magazine for the best motto with which to combat substitution. The money was awarded to a man who submitted the following terse and significant phrase: "No, thank you, I want what I asked for. Good-bye."
>
> If every self-respecting man or women would answer likewise when an attempt is made by a dishonest druggist to substitute something of his own make for the article called for by the customer, it would soon end the rascally substitution game.
>
> "A much better formula for use in Loop Substituting "joints" is: "No, thank you, I'll go to THE ECONOMICAL, where they always give me what I ask for."

In many ways Mr. McConnell's campaign is a remarkable one. He has built up a big business by advertising liberally and now that he does not need to use so much space has learnt of the efficacy of printers' ink has caused him to enter this educational crusade against substituters. He has the best of the argument and will get the best of the business, as against competitors who do not sell their patrons what they want.

INTERCHANGE OF CERTIFICATES.

Annual proceedings of the National Association of Boards of Pharmacy, giving the details of the 1909 meeting at Los Angeles, which have just been issued, confirm the impression which had been formed regarding the activity of the officers and the growth of their work in the direction of raising the standard of examinations and enabling the pharmacists who are qualified in one State to practice in another through the interchange of certificates. There are now 23 boards represented in active membership, Delaware having been the latest to qualify. In addition there are nine associate members, these being of boards that are in sympathy with the movement, but which cannot become active members until legal obstacles are overcome.

During the year 177 certificates were granted on the interchange plan. It is a curious fact that the two chief beneficiaries in adding pharmacists to their population in this way were the widely separated States of Vermont (42) and Texas (31). Totals for other divisions: Maine 21, Florida 18, Virginia 13, District of Columbia 10, Michigan 8, Oklahoma 8, Arizona 5, Indiana 5, Kentucky 4, Maryland 4, Massachusetts 4, Alabama 2, Arkansas 1, Louisiana 1. Other active members are Georgia, New Mexico, Oregon, South Dakota, North Dakota and West Virginia.

ASSOCIATION JOURNALS.

At the recent meeting of the American Pharmaceutical Association in Richmond, it was decided to make the "Bulletin" of the Association a regular monthly publication, to be sent to all of the members of the Association and to accept a selected line of advertisements.

In this connection it will no doubt be interesting to many members of the A.Ph.A. to know how this class of publications is recognized by the Postoffice Department, so far as enjoying the privileges of the second class postage rate is concerned.

The principal law under which publications are entitled to transmission as second class matter is the Act of March 3, 1879, but in July, 1894, a special act was passed by Congress for the purpose of extending the second class postage rates to publications which are published under the auspices of "societies, orders, trades unions and institutions of learning." It is assumed that this journal of the American Pharmaceutical Association expects to obtain its postal privileges under this so-called "educational" Act of July 16, 1894.

A few months since, the postoffice authorities expressed their views very fully on the standing of these publications, in a communication issued by Acting Third Assistant Postmaster General Travers in regard to the *South Carolina Pythian*, for the priv-

ilege of second class rates. In so far as subscriptions are concerned, the Acting Third Assistant Postmaster-General states very distinctly in this connection that:

"In all cases it must appear that it is left to the option of the member whether he will subscribe or not. The subscription must not be forced or made obligatory upon him."

The method of circulating the publication to members of societies is very fully discussed in this communication and the following are **not regarded** as meeting the law in fact:

(1) Where so called subscriptions of members are paid by deducting the subscription price from the membership fees or dues under a provision of the constitution or by-laws of the organization to the effect that such part of each member's dues or fees is set aside to pay his subscription.
(2) Where the subscription takes the form of a definite statement over the member's signature when transmitting his fees or dues, that a stated portion shall be used for the purpose of paying his subscription.
(3) Where subscriptions of members of societies, etc., are paid from funds contributed by the members and such funds belong to the society.
(4) Where subscriptions by members of societies, etc., are made obligatory upon such members by the constitution or by-laws of the society.

On the contrary, so far as subscriptions to members of societies are concerned, the following **are regarded** as meeting the requirements of the law:

(1) Members subscribing to the publisher direct and paying therefor independently of any dues or fees of a society.
(2) Members subscribing through the officers of societies and paying therefor independently of any dues or fees of the societies.
(3) Where the constitution and by-laws make special provision for the payment of dues with and without a subscription to the publication, provided the dues **without the publication** are an amount materially less than the dues **with the publication.**

As to the insertion of advertisements in these so-called "educational" publications which are allowed to circulate through the mails at second class rates, the Acting Assistant Postmaster-General quotes the following opinion of the Assistant Attorney-General for the Postoffice Department:

"I have to state that, in my opinion, a paper containing advertisements in the interest of other persons or concerns than the society, order, trades union, or institution of learning which such paper represents is not entitled to the privileges of the law quoted.

"My opinon is strengthened by the fact that the Act of Congress (March 3d, 1879, 1 Supp. R.S. 246) which authorizes you to accept at second-class rates certain periodical publications having a 'legitimate list of subscribers' expressly states: 'That nothing herein contained shall be so construed as to prohibit the insertion in periodicals of advertisements attached permanently to the same.'

"This proviso applies only to the Act in which it was incorporated, and as Congress has not seen fit to insert a similar provision in the Act of July 16, 1894, we can not place it there."

In further consideration of the advertising and subscription privileges of such publications, we quote the following from this letter:

"Accordingly, the department has uniformly held that publications containing advertisements in the interests of other persons or concerns than the society or trades union or institution of learning which the paper represents are not entitled to the privileges of that Act.

"Considering, therefore, that Congress undoubtedly intended to extend the second-class mailing privileges to certain publications under the conditions above set forth, it is clear that if these publications are to enjoy the second-class mailing privileges under an act other than the one specially designed for them the requirements of the alternative act should be fully met. They certainly can not enjoy the privileges of both acts without the restrictions of either. In this connection two observations may be made:

"1. It is a fact disclosed by answers to many inquiries that but few of the organizations whose publications are entered under the Act of March 3, 1879, and having the 'list of subscribers' based on a by-law or resolution providing for setting aside a portion of the members' dues, are actually abiding by the resolution, but, on the contrary, the moneys paid on account of alleged subscriptions enter into the general funds of the organization, and the cost of printing and circulating the publication is merely paid therefrom.

"2. It is manifestly an injustice to publishers competing in the same or a similar field and having papers which would be patronized by the members of an organization to be compelled to secure and maintain a list of subscribers based on the drawing power of the paper as such, whereas the competing organization paper's list of subscribers is composed of members also who were drafted in under a by-law of the organization and receive the paper as one of the benefits of membership, and not on account of voluntary subscription. Publishers of other papers have entered complaints asserting that people will not pay for that which they can receive free. Consequently, those receiving a paper through the medium of membership in a society are not disposed to pay for some other paper in the same field."

We are prompted to refer to this matter and to quote so freely from this official communication, because the subject does not seem to be clearly understood by many officials and members of associations who wish to publish such organs. In allowing these "educational" publications the privilege of second class postage rates under the Act of July 16, 1894, it evidently was not the intention of Congress to extend to these publications all the privileges that are permitted to independent publishers who are operating under the Act of March 3, 1879.

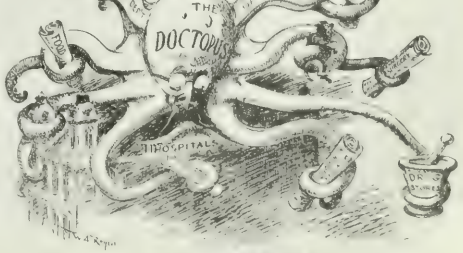
For further information on this subject we commend our readers to this letter of Acting Third Assistant Postmaster-General Travers, dated November 19, 1909, and known officially as "Form 3500-C." Copies can no doubt be obtained by applying to the Third Assistant Postmaster-General at Washington.

NOW IT IS THE "DOCTORS' TRUST."

When Senator Owens introduced his bill at Washington for a National department of health, with the head a member of the President's cabinet, it met with quite a lot of favorable comment and little opposition, but as the subject has been further discussed objectionable features have been brought to light and as a result of the hearings on the measure there is little likelihood of any legislation, for the present, at least.

Our readers who are interested have been fully informed through the daily papers regarding most of the arguments *pro* and *con* that have been offered. The present Federal machinery for conserving the health of the people has been admirably administered and it is extremely doubtful if any better results would follow its concentration into one department, while the creation of high-salaried positions and the further amplification of purposes would enormously increase the expense. Within the States the public health is now well cared for by effective boards and in emergencies and epidemics demanding Federal aid it has been demonstrated repeatedly that

N. Y. HERALD VIEW OF LATEST A.M.A. PROJECT.



the present statutes and should have been enough thorough and successful in action. We fail to see where pharmacy or pharmacists would be benefited in any material way should the new department be created.

With the physicians it is different, for the newspapers see in the proposition much to benefit them and have gone so far as to characterize the members of the A.M.A. who are supporting the movement as being the "Doctors' Trust." Druggists who remember the attitude of some physicians when the mythical "Drug Trust" was on the spit can now smile complacently at the grilling of the "Doctors' Trust," or "Dococtopus," as some of the papers call the new monster.

DO NOT MISS YOUR STATE MEETING.

Summer's grist of meetings of the State pharmaceutical associations has already begun and during the next two months there will be busy times for members and officers of these useful and beneficial organizations. Lack of space prevents the publication of the programmes, but the majority of the associations are yearly improving in the attractions offered to attendants at their sessions, both in mental pleasures and physical enjoyments. It is a high duty for all pharmacists to belong to their State organizations, for aside from the benefits just mentioned a full membership enables the officers to secure legislative reforms, or oppose hostile and oppressive legislation, as the case may be. To work in this direction successfully a solid front must be presented and the State body affords the most practical and effective way of emphasizing the wishes of the pharmacists of any commonwealth.

WAR ON HABIT-FORMING AGENTS.

In line with the general movement against habit-forming drugs the recent bulletin on "Habit-Forming Agents," prepared by Dr. Kebler and liberally summarized on page 432 of the May *Soda Fountain*, is a notable and comprehensive contribution to the literature on this subject. It has deservedly attracted much attention throughout the country and cannot fail to have an important bearing upon the suppression of this menace to the public welfare. For the information of our readers who may desire to peruse the indictment of habit-formers in its entirety it may be stated that the document is known officially as Farmers' Bulletin 393.

ANOTHER VERSION OF PHARMACY "REFORM."

A most remarkable brief in opposition to the Hill Pharmacy Bill, pending in the New York Legislature, discloses a curious trend of thought, based upon inconsistency and a desire for lowering the admission to and the practice of pharmacy. The proponents declare that there is no necessity for practical examinations and wish that provision stricken out, the effect of which is obvious. They want the size of fines cut from $50 to $25, which would put a premium upon carelessness, or lawlessness, whichever might be the source of violation.

Next they want the "police power" taken from the Board of Pharmacy, because, forsooth, "it is unconstitutional," but in the next breath they ask to have this same "police power" lodged with the Board of Health. It does not take much of a lawyer to appreciate that if it is unconstitutional for one board to exercise this power it would be unconstitutional for the other board to do so. As a matter of fact and law there isn't any real question of constitutionality at all; it is merely a case of using a lot of words in an attempt to harass and annoy the members of the Board of Pharmacy for doing their duty to their profession and to the public.

It might be a good thing if the doctors were entrusted with the "police power" to force dishonest druggists to obey the laws, for the physicians would be even more aggressive, persistent and active in making them walk the chalk line of purity than has been the case with the present State Board of Pharmacy.

LIABILITY OF EMPLOYERS FOR INJURIES.

Minnesota's Supreme Court, in reversing a lower court in the suit of J. J. Krenzer against the Spencer-Kellogg Company, of Minneapolis, has laid down the principle, which is of interest to employers and which will no doubt be extensively quoted in future liability suits, that an employer "must use reasonable care to select competent employees." The syllabus follows:

First—It is the duty of a master to use reasonable care to select competent employees, and where a master mechanic neglects such duty he is liable to another of his employees injured by the fault of the incompetent servant.

Second—Whether or not a workman is the fellow servant of another workman depends upon the character of the act performed, which may be a question of the jury.

Third—The selection of competent servants and the determination of the particular work to be performed by each are duties of the master which cannot be delegated by him so as to avoid liability for their negligent performance.

Renomination of Assemblyman George H. Whitney by the Republicans of Saratoga County is a fitting recognition of the good work done in the New York Legislature by this faithful, conscientious and progressive legislator, who has reflected credit alike upon his constituents, upon his chosen profession and upon himself. Mr. Whitney is a shining example of the possibilities of useful public and professional service of which druggists are capable.

Governor Hughes' appointment to the Supreme Court bench by President Taft is a fitting recognition of earnest and conscientious endeavor for better government. While pharmacists have differed with him as to what is best for them, none will question his sincerity of purpose.

In many sections movements are on foot for a safe and sane observance of the Fourth of July. In this direction druggists should heartily co-operate, for, next to the victims, they probably are among the greatest sufferers through disagreeable and usually profitless experiences in giving temporary or other aid to the maimed and otherwise injured patriots.

Readers of THE ERA who do not receive *The Soda Fountain* are missing most interesting news of a drug trade nature. *The Soda Fountain* fits in half way between two issues of THE ERA and aside from its own position in that industry offers information and news of value to druggists.

Reported passage of the Whitney Pharmacy Bill at Albany again puts the representatives of the New York State Board of Pharmacy "up to" Governor Hughes. This presents as much "opportunity" as the Hill bill which was introduced in the Senate, but which was defeated by its Assembly pals.

His Promoter and the Wizard Tree.

By Emma Gary Wallace.

THE Smithers entered their hotel apartments at exactly 11 p. m. unspeakably weary, much in need of abundant wherewith to remove the alkali grit and grime of the desert and with a peculiar feeling of being adrift on a limitless and unfriendly sea. They felt as dejected as they looked.

At 7 in the morning they emerged radiant in shining cleanliness, snowy linen and the light of hopeful expectancy illuminating their respective countenances. The Smithers looked as happy as they felt.

The magic of the glorious California sunshine was all about them and the sparkling electric air like purest crystal elixir. Deceptively near, appeared the great snow-capped sentinels of the beautiful San Gabriel Valley with Old Baldy and Grey Back wrapped in a marvelous opalescent veil of purple and gold and pink. Through the open window drifted the mingled perfume of orange blossoms, Cherokee roses and heliotrope.

Mrs. Smithers breathed long and deeply. The man by her side looked approvingly at her, quite as if he thought her the fairest sight of all.

* * * * * * * *

"The Ralph Uretons live here," he remarked in a matter of fact tone. "You remember, Ralph and I officiated in the twin capacity of head and assistant clerks for the Summers Drug Company over twenty years ago?"

Mrs. Smithers nodded. Her eyes were glued to the beauty of the hotel pergola where the sunlight filtered through countless roof blossoms and made shifting patterns on the cement floor below.

"We must hunt him up after breakfast. His sister gave me his address. He is in the drug business still and ought not to be hard to find."

"Yes," Mrs. Smithers responded brightly, "I promised her faithfully that we would be sure to find him right away. She spoke very proudly of his success."

"I'm sure I hope he has succeeded. He was a right good fellow and deserved all the luck that could come his way. When he landed here, his assets inventoried less than fifty dollars in money, a society girl for a wife and a well-seated case of tuberculosis. Yes, he surely deserves all the success that he can have won. We'll look him up as soon as we satisfy this bear-like appetite which is gnawing at my vitals."

A few directions from the hotel clerk started them on their way and in the first happiness of their arrival the tourists fared forth to seek the touch of the hand of "some one from home."

* * * * * * * *

The store was not difficult to locate. It was situated on the main artery of the business system and as the mildly well-to-do Smithers stepped inside the genteel doors which opened to admit them, they gave a gasp of astonishment. They had not expected anything so fine. The entire place was done in white onyx, snowy tiles and richest mahogany—and such mahogany! One felt as if he were looking into the warm pulsing depths of a great Oriental jewel. Surely fortune had favored the erstwhile seeker after health and wealth.

An inquiry and a card brought Ralph Ureton from his office in less time than it takes to tell it, and the travelers found themselves being greeted in such a manner as to leave no shadow of doubt of the warm-heartedness of their welcome.

A telephone message to Mrs. Ureton asked her to prepare a room for their guests, for of course his home would be theirs during their stay, and not to hurry with her morning engagements because he would not bring them out until he brought them in his machine in time for lunch.

In vain the Smithers protested against such an intrusion, but their self-appointed host simply refused to listen to them. They would chat here awhile, he said, and then he would take them for a spin and bring up at his own home by 1 o'clock. He would just telephone the "Baltimore" to have their things sent around to his house. It was most evident that the alchemy of prosperity had not changed one molecule of the essence of brotherly love which always had been one of Ureton's strongest characteristics.

"How did it all come about?"

Ureton looked thoughtful a moment. "I don't wonder you ask," he replied, "it does seem like a bit of magic, doesn't it, Bob? Well, I remember what a persistent chap you always were, and I suppose you will not be satisfied until you get something of the story. So here goes:

"As I wrote you, years ago, at the time of my arrival, I was about down and out, both physically and financially. My wife had never been accustomed to hardships, and yet many faced her, not only poverty but poverty alone, for the great white plague had fastened its clutches upon me and day by day was sapping my life away.

"And yet, Bob, it was our very poverty that proved our greatest riches. I tell my clerks never to regret poverty, it is sent for a purpose—and it is up to them to find out what that purpose is. Some of 'em solve the riddle and some never try.

"My worldly resources stood at just $47.97 and I wasn't able to work. Cheerful, eh?

"Well, we reached here weary and wondering what would come next. To save money we walked up from the little station and about half way I was taken with a spasm of coughing and we had to stop. Before I was able to go on again, my wife had spied a sign back in a field. It read, "To be sold for taxes." There were lots of 'em in those days. This was twenty years ago, remember, and this beautiful city with its palm boulevards and pepper-tree drives was then but a town of shacks.

"I made a mistake, old fellow, when I said my assets stood at $47.97, for I had millions I hadn't reckoned on. By my side was the bravest woman who ever struggled to save a drowning man, and if it hadn't been for her this story never would have been, to be told.

"We walked slowly along until we came to a little hotel and then she left me to rest and went out to prospect for gold, she said.

"When she came back she held a legal document in her hand and her face was bright.

" 'I've bought a ranch,' she said gaily, 'and who knows but there may be gold upon it. We have a home of our own and *now* all you have to do is to get well.'

"There was a sob in her voice in spite of her gaiety. I looked at her hand, friends, and her diamond engagement ring was gone. What had she done?

"Why, she had sold the jewel to some one, inquired the way to the City Hall, then a low board building—I'll show you our City Hall of today—found that the place she had seen advertised for taxes comprised about four and a half acres and could be had for a song, purchased it, was approached by a man lounging in the office who had a tent house to sell and after a little dickering she had agreed to buy it and pay for it when he delivered it on our property before sundown. That night, folks, we slept on our own estate.

"The purchase of land, house and even the few things necessary—we improvised what we could—pretty well used up our cash. Our few goods arrived by freight and even the packing boxes became clever furniture under the skillful touch of the Madam.

"I began to sleep and to eat and when I was wondering where the eatables were to come from, a sign appeared upon the front of our establishment which stated that fashionable millinery would be made out of material on hand. I've got that sign yet and it looks pretty good to me yet, even if it was home-made.

"Would you believe it, that little woman had all she could do right from the start. In a month I was able to put in a little garden and by using my strength carefully found that more was on tap in consequence. I began to long for something to do and my wife pointed out to me the great future of Eucalyptus. Rather doubtfully, I went to work a little each day as I was able, and planted out land to Red and Blue Gum Eucalyptus trees. The work in the earth and air put new life into me. The trees became friends and I grew to love them every one. I studied and found that the finest forest conditions could be had by setting them seven and a half feet apart, thus making 780 trees to the acre possible. We used all our land and eventually bought more and as money was coming in, we hired a cheap man to help.

"For two years the trees have to be cultivated and watered and after that they will have struck root deep enough to find water for themselves and will need no further care until the time of cutting, which is from five to seven years for fuel and about ten years for lumber. These trees grow in this climate at an astonishing rate, the Blue Gum being without doubt the fastest growing tree in the world. Seedlings frequently make a growth of an average of six inches per day the first year, and a Government Forestry Bulletin notes a tree nine years

the finest mahogany and is manufactured into exclusive furniture, store, bank and office fittings. Perhaps you noticed the store as you came in. It is all in Eucalyptus-mahogany. Fine, isn't it?

"Time justified our labors. Land began to rise. The Government awoke to the growing scarcity of hardwood timber. Some time ago, no less an authority than the then chief of the United States Forestry Service, Clifford Pinchot, sounded the note of warning of a timber famine ahead, stating that twenty years would exhaust the present supply and the standing growth. The lure of our wonderful climate drew thousands of home seekers and the business section grew out and encompassed our property. At the end of three years I had gone into a small drug store. At the end of five years, we erected a good-sized plant for extracting the Eucalyptol Oil from the leaves of the Blue Gum Eucalyptus, also some of the medicinal resins. The Madam looked after that, having taken in her millinery sign. Next thing I knew we were making big money manufacturing the finest Eucalyptus cough drops that could be bought anywhere.

"At the end of ten years the standing Eucalyptus was worth on an average of from seven to ten dollars a tree, and we sold it and received pretty handsome returns. The land was worth as many thousands as it had cost single dollars, for it was now cut up into city lots. I tell you, I hated to see those stumps dug out, for the sprouts spring up from the old stumpage and in another five or ten years are ready to cut again, without having cost an hour's care, making a perpetual income — see, just as I bought more land out west and replanted again. It had been a gold mine sure enough.

"Our cough drop orders now warranted a big factory and we did a thriving business in Eucalyptol. The crude oil has an odor resembling turpentine and a secondary odor of cinnamon.

"According to Dr. Attfield, it is not yet a settled question whether the Eucalyptol is the most valuable medicinal constituent of Eucalyptus oils or not, as they contain numbers of groups of ingredients.

"From the stringy bark varieties are obtained fibres used for paper manufacture and building thatch. Yes, it is a remarkable tree all right.

"Now, you see how I was able to build up a fortune, own not only the finest drug store anywhere around but a dozen others just as good—no pun intended, either.

"Here is the machine. Come along and see our city and then the best will be left to the last, for having introduced you to it and the wizard tree, you have yet in store the pleasure of meeting and knowing the best woman in the whole world—I call her the Creton promoter. A promoter, you know, must have courage, perseverance, initiative and decision, and let me tell you, she's IT."

Chapter Members Appear in One-Act Comedy.

BOSTON, May 20.—Boston Chapter 1, W.O.N.A.R.D., introduced a novelty in the way of entertainment at its April meeting. The event occurred in the evening, instead of at the usual afternoon hour, and the number participating in the entertainment [illegible] Music and fancy dancing formed the first part of the programme, while the one-act comedy, "The Kleptomanine," by members of the chapter, formed the second part.

Mrs. Jessie F. Waterhouse was in charge of the comedy, and those taking part were Mrs. Frances LaPierre Hayes, Mrs. Lilla [illegible], Miss Winifred Bell Wescott, Miss Martha Morey, Dr. Charlotte Farrington, Mrs. Blanche Edmunds and Miss Sally LaPierre.

Those taking part in the first part of the programme included Ralph Odiorne, violinist; Leo K. Andrews, accompanist; Miss Lily Chamberlain, whistling soloist, and Miss Sally LaPierre, Miss Dorothy Cunningham and Miss Jessie Lockwood in [illegible] dances.

[illegible] was about 250, but in a programme of 28 [illegible] were advertising. The advertising committee comprised Mrs. Wm. H. Henderson, chairman; Miss I. C. Gallivan, Mrs. Ella H. LaPierre, Mrs. J. W. Lowe and Mrs. J. J. Flanagan.

CORRESPONDENCE

Chicago R.D.A. Stands Firmly for the N.A.R.D.

[illegible]

Enclosed find resolutions adopted at the last quarterly meeting of the Chicago Retail Druggists' Association, the concluding paragraph of which instructs me, as secretary, to send same to you with the request that they be published in your valued journal.

Thanking you in advance for this favor on behalf of this association, I remain, sincerely yours,

Chicago, May 3, 1910. [illegible] M. LIGHT, *Secretary.*

The resolutions adopted are as follows:

Whereas, Various interests are actively at work to undermine and destroy the influence of the National Association of Retail Druggists, which during the seven years of its history has served the retail drug interests so faithfully and well; and

Whereas, The policy of these subversive interests is to [illegible] and create [illegible] to their purposes in the National body by the [illegible] and serving [illegible] the sole object of [illegible] and [illegible] that [illegible] the retail drug interests as represented by the Chicago Retail Druggists' Association in quarterly meeting assembled.

Resolved, That we hereby express our deepest loyalty to the great National Association of Retail Druggists of which we are proud to belong as the banner local association of retail druggists of Chicago, and to which we pledge [illegible] with our fellow members of America [illegible] by the [illegible] of organized protection and educational benefits and be it further

Resolved, That we condemn all enemies of druggists' associations, and the associations themselves as long as the deceptive tactics employed by our enemies succeed and succeed and urge them both as individuals and as associations to disregard and resent all false reports and malicious charges and to stand manfully and loyally by our National body and its trusted leaders, knowing always that a true interpretation of facts, and the facts themselves will ever prove, as they always have done, that in the National Association of Retail Druggists as a fearless, independent, conserving and constructive force, we have the truest and best exponent of the retail druggists' commercial and professional needs that [illegible] one fact, one that it has taken years of self-sacrificing labors of many heroic men to build, and the destruction of which would amount to a calamity, the enormity of which would be too large to estimate; and be it finally

Resolved, That a copy of these resolutions be sent to the Journal of the American Medical Association with the request that they be published therein, and to the medical and pharmaceutical press of the country, accompanied by a similar request in order that it may be made clear that the 900 retail pharmacists of America's most representative city which constitute the Chicago Retail Druggists' Association, resent the [illegible] to a [illegible] for the upbuilding, advancement and perpetuity of the National Association of Retail Druggists.

Effect of A.M.A. Article Nil in California.

Editor The Pharmaceutical Era:

I like the impartiality of your journal. As an expression from a retail druggist, I wish to state that I consider the late A.M.A. article very unjust and unwise toward the N.A.R.D. and A.D.S. I feel all members of those associations around here wish to co-operate with the medical profession as a whole, but we fail to see the least hope of ever doing away with what is known as household or patent preparations. To supply the demand that the druggist is called on to meet, we prefer introducing and selling a line in such cases that we know has merit and which the druggists themselves can control. We fail to find anything unethical in selling a party who refuses to see a physician a preparation we know to be an efficient one—rather than any of the numerous nostrums which we know nothing about whatsoever. Dr. Simmons' article is a dead one around here. OTTO J. MOURON.

Sonora, Cal., April 25, 1910.

Won by The Era's Apparent Fairness.

Editor The Pharmaceutical Era:

Kindly send me the ERA. Card $1 enclosed. Your apparent fairness towards the A.D.S. is what wins me.

Brooklyn, N. Y., May 1910. EDWARD WOLFF.

15,000 Doctors Expected to Attend.

St. Louis physicians are preparing for the 61st annual session of the American Medical Association in St. Louis June 7-10. It is expected 15,000 delegates will attend.

Papa's Personaltee.

By Joel Blanc, Jr.

MISSIS SPRIGGINS and her husban Bill, what is a druggist allsow, was spenting the eavning at our house and wile mama and Missis Bill was saying that thay gessed that Missis Snook got her new flour hat at a rummyidge sail them men was a talking airyplain stuff abowt the salvashun of the retale druggist beeing in the power of his personaltee. And I was under the tabble playing with a string and Bill Spriggins laig.

Papa swells up his chest cleer down to his stummick and he says he has arroved at the mentil condishun wich nables him to pumpusly eggnore them cutters and departmint stores cause he has riz to the full preesheashun of the grandjer of his own personaltee. Bill Spriggins he helps hisself to six olives and after he had revyved from the one what I had stuffed with kiann peper he says he is just treeting them chanes of stores with dignyfide and silent contemp cause hes come two the reeleyezashun that a perfeshnul man what is okkypide in the dignyfide pursoot of prepearing propryeatairy preskripshuns and selling stamps aint got nuthing to feer as long as he reelyes upon his own charming personaltee.

When Bill he stops to breeth and ketch his breth papa releaves him at secon base and starts for the home plait by saying that the fool publick aint never gowing to be weened from the legitmit farmussy by the umpirick method of selling postil cards what is dopted by them masheen shops what is called endless chanes and so4th. Papa continyous that the ding gasted publick what thinks of medsin like it was so much cole or shreded saw dust biskit, allways reelyes implickitly upon the oner of the personaltee of the high sighintifick farmussist and them narrer minded dubs what judges a medsin by the kwantitty thay gets for sixty 7 sents aint never gowing to be turned to the cutters and chanes just to get a better price and better survis.

Then papa blose out his sparkling plug and Bill Spriggins goes to bat agen. Bill says that the farmussists holds the life and deth and salvashun of the blamed fule publick in the pam of thare hands. He says it is the personaltee of the farmussist what keeps the deer publick from beeing skared intwo the riger mortus (riger mortus is Latin for beeing two ded to imbam). Bill he says that peeples aint gowing to send thare dainty infunt childs to chane stores for importint medsins like poorus plasters, blume of yuth and bed bug poyzen cause if it wasent for the personaltee of the farmussist the poyzen mite not kill the bugs. Then Bill goes owt on a fowl tip and papa calls for a high ball and mama gives him a uther cup of sassyfrass tee. And papa says that all the legitmit farmussists has two do is to treat the modarn trade Kaptin Kids and uther trust pirits with silunt dissDane. Papa says that the personaltee of the farmussists should be cultyvatid by devoting thare enurgees too the purity of thare spices and inkreesing the rekliss abandun of thare shocases, by deevoting more time to the propergander and less to keeping shaved, by doing more with thare own hands and never cleening thare nales, and by adding dignutty to thare personaltee and wareing fewer cleen shurts.

Then papa gets his breth ketched out at first and Bill gets reddy to make a home run. Bill says personaltee is individyoualtee and peeples aint gowing to bandon the individyoualtee of the growchy, slowpoky, mentalee prodigus farmussists to go to stores ware individyoualtee is lost by evrybudy wareing the same sort of cleen white coats, ware the shocases is so cleen that peeples is fraid to tuch them, and ware thay gets thare goods be4 thay has time to reed the directry threw.

By this time papa and Bill was beeming at eech uther like luvers. Thay just settled back in thare chares and beemed while Papa picked his bad tooth with a fork wile Bill blowed his nose with a napkin. Papa and Bill shure is got powurfull personaltees and individyoualtees.

Long be4 this mama and Missis Bill had finished thare post mortum after deth Topsies on the wardroabs of thare deerest friends, and I thinked it was bout time for them wimmen to put thare nine to bat. So as I had finished tying Bills laig to the string and the string to the tabble laig I comed out and got on the bleechers as a safe distunce from the crockry.

Mama wunked at Missis Bill and she says with a soft pussy cat sofy piller kind of voyce what made me move hier up on the bleechers soze I could drop over the fense when the amberlans come, mama says; What abowt the personaltees of the shoe clerk, the grosherie clerk, the beef stake bucher, the juler, and all uther storekeepers?

Aw, says papa. You daintee specmins of femninty better keep out of this. You just let us lords of creeashun continyou to pet and pamper you and hook up your gowns. You beelong to the sex what was made for love and mattynees. You just let us sturn and brillyunt mails continyou to pervide you with choclit eklares and extry hare. Me and Bill cherishes our wifes tenderly and dont want you to task your branes with nuthing more intrykate than trying to stand off the landlord and raze munny for the life insurance.

Mama just smiled in that gentul way what makes me pitty papa and Missis Bill she beemed on Bill soze I dident blame him for being afrade to go home in the dark with her. Mama says: Thay aint no dowt that personaltee in bizness is a mighty vallyble thing, but personaltee is just what the word says, its sumthing to do with the inside and owtside of the person and it aint got nuthing more to do with the drug bizness or the perfeshin of farmussy than it has to do with selling hambug stake.

The man what knows the shoe bizness well enuff to make me take a shoe what fits and at the same time make me bleeve that Ime getting a comfortble shoe what is 3 sizes two small is using more power of personaltee than you ever can use on a preskripshun. The bucher what has the nack of pleezing peeple with a porterhouse taste and a chuck stake purse is got a more valable personaltee than any farmussist ever had. You yurself wont by yure shurts cept from one sailsman in one store and you gets shurts what looks like thay was made out of the flags of all nashuns just cause you are inflooinced by the personaltee of that sailsman.

Then Missis Bill she come to bat. Missis Bill she said. I dont see why it takes any less personaltee to sell spices in a groshery store than in a drug store, or to sell postils in a soovynear shop, or chewing gum in a candy store, or sody water in a bakery. I dont take much stock in the man what puts personaltee in a preskripshun and forgets to put the right direckshuns on the labil. A man's personaltee is the thing he IS thare4 it is gowing to be just as valeyble whether he is running a dinky little potheycarry shop or a shoe shining parlor. Two here you men talk you would think that personaltee was a galenikal what Galen handed down to the privit ownership and for the exkloosive use of gradjywates of farmussy collidges.

Then mama made the winning run in the 9th ining with this; When you men are talking abowt personaltee what you means is just bull heded conseat. You got a idea that you are speshully ordaned to run the drug business in any old way it has been runned for fifty years. Whenever any one starts to improof on your methids you draws yourself up like turkles trying to stand on thare hind legs and then you falls over on your backs and wigles your 4 foots and waggles your heads and not beeing able to see anything but the sealings of your stores you yawps about personaltee.

The truth of the matter is that haff of you aint got no personaltee nor no individyoualtee cause if you had you would alsow have progressiv enterprize.

That made papa and Bill so mad thay jumped to thare feets and the string on Bills ankul pulled the tabble over and he thawt papa did it and hit papa in the tooth and papa jammed Bill in the I with a salt seller and then papa ketched me and Ime just getting soze I can set on my pants agen.

Will Treat of Bismuth Salts and Cocaine Law.

PHILADELPHIA, May 20.—Franklin M. Apple, chairman of the ethical preparations committee of the Philadelphia Association of Retail Druggists, has announced that the booklet to be sent to physicians early in June will be devoted to comments on salts of bismuth and extracts from the cocaine law of Pennsylvania. Both of these topics are regarded by the committee which has charge of the U.S.P. and N.F. propaganda as being of particular importance and of timely interest.

Bad Fire in Medico-Chirurgical College.

PHILADELPHIA, May 20.—Fire in the chemical laboratory of the Medico-Chirurgical College recently damaged the building to the extent of $25,000 and ruined $50,000 worth of surgical instruments, apparatus, equipment and chemicals. The department of pharmacy and particularly that of pharmaceutic chemistry and the Meeker laboratory, were heavy losers.

BOOK REVIEWS

PRESCRIPTION WRITING AND FORMULARY. By John M. Swan, M.D., associate professor of clinical medicine, Medico-Chirurgical College of Philadelphia. 32mo., 185 pages. Flexible leather, $1.25 net. Philadelphia and London: W. B. Saunders Co.

This little book should enable any practitioner who will study it to become well grounded in the art of prescription writing, for it contains a very clear and authoritative exposition of the principles which must be understood by anyone who undertakes to prescribe in the language of science. The construction and latinity of prescriptions which are fully set forth, is followed by chapters on the United States Pharmacopœia and its official preparations, weights and measures, doses, number of ingredients, abbreviations and miscellaneous considerations, incompatibility and formulary which contains 1043 prescriptions, classified under the names of the diseases which they are prescribed for. In these prescriptions the author has confined himself to the use of standard pharmacopœial remedies to an extent that would delight the heart of the most ardent exponent of U.S.P. propaganda. If all were like the author in this respect the propagandist, like Othello, would find his "occupation gone."

POCKET THERAPEUTICS AND DOSE-BOOK, by Morse Stewart, Jr., B.A., M.D. Fourth edition, rewritten. Small 32mo., 263 pages. Cloth, $1 net. Philadelphia and London: W. B. Saunders Company.

In preparing the Pocket Therapeutics and Dose-Book for publication, the author has carefully gone over the previous edition and deleted those remedies now obsolete and incorporated others since approved by the medical profession. The little book contains, besides much other very valuable information, a comprehensive classification of medicines; a complete table of poisons, their symptoms, antidotes, and treatment; an index of diseases and appropriate remedies; a lengthy list of drugs and chemicals and their incompatibilities, and a table of solubilities. Some pertinent pointers are given on prescription writing, and there are also included a list of abbreviations and the tables of weights and measures used in writing and compounding prescriptions. The book should prove alike useful to the pharmacist, physician and nurse.

A COMPEND OF PHARMACY, by F. E. Stewart, M.D., Ph.G. Based upon Prof. Joseph P. Remington's "Text Book of Pharmacy" and the U.S.P., eighth edition, revised and enlarged [illegible] to the additions and corrections made in the U.S.P. to [illegible] with the new Food and Drug Act, 1906. With a very complete index and numerous useful and practical tables. 12mo., 294 pages. Cloth, $1 net. Philadelphia: P. Blakiston's Son & Co.

The Compend as noted by the author in the preface is not intended as a short cut to a pharmaceutical education nor as a book to serve for "cramming." Its object is to present information concerning official products and preparations in such a clear, concise and condensed form as to facilitate memorizing. That this has been attained with success in previous editions is readily gathered from their considerable use, by the student, in preparation for college quizzes and State board examinations, and by the practical pharmacist for general review work.

WINDOW DISPLAYS FOR DRUGGISTS, comprising [illegible] descriptions of over [illegible] displays which have been designed and used successfully by druggists throughout the country, together with [illegible] on the subject of window dressing [illegible] Edited by Harry B. Mason, editor of the Bazaar of Pharmacy. 12mo. 182 pages. $1. Detroit: [illegible]

This is a new edition of the book which appeared under a similar title [illegible] years ago. Much new matter has been [illegible] pertaining to the goods to be displayed and engravings which appear in Part II. The druggist who considers the [illegible] worthy of his attention cannot fail to be satisfied [illegible] which contains many suggestions [illegible] practical form. Most commendable is the fact that the description of each display is accompanied by an illustration showing full details of arrangement and points in construction that could scarcely be told by any writer, however gifted. The book should prove informative to all who are interested in the subject.

PROCEEDINGS OF THE NATIONAL WHOLESALE DRUGGISTS' ASSOCIATION, 35th annual meeting, Richmond, Va., 1909. 8vo., 525 pages.

This volume, uniform in style and binding with the volumes of preceding years, contains a complete stenographic report of the meeting held in Richmond last October and a full list of the membership, roster of past and present officers, committees, etc. A new feature introduced in the "proceedings" is that of the portraits of the officers and the members of the board of control which appear in the initial pages. There are on the rolls 273 active, and 246 associate members, not including the honorary and complimentary members, according to the report of J. E. Toms, the secretary, and under whose able direction the volume has been edited and put through the press.

COST ACCOUNTING PATHFINDER. By Frank E. Goodwin, Associate Editor Farm Machinery. Cloth. 12mo., narrow. 128 pages. St. Louis, Mo.: Midland Publishing Co.

The contents of this little book, although applied directly to cost-accounting of transactions in farm machinery, can be studied with considerable benefit for application to any business. It was written in the hope and belief that merchants are ready to transform their methods to knowledge instead of guesswork. Strenuousness of competition nowadays will not allow a man to estimate anything: to survive he must be able to know. Costs must be proportioned to the safe selling price. In line with these facts, the author has presented much general information relating to cost accounting, expenses, profits, daily records, perpetual inventories, the benefits of well-kept books, ratio of profits and expenses on cost and sales, etc.

MINERAL RESOURCES OF THE UNITED STATES, 1908. 2 volumes, 8vo., cloth. Part I. Metallic products. 816 pages. Part II. Non-metallic products. 890 pages. U. S. Geological Survey, Washington: Government Printing Office.

Following the precedent established last year, Mineral Resources of the United States for the calendar year 1908 is published in two separate parts. Part I contains statistics of the metallic products and Part II of the non-metallic products of the country. Products in which the manufacturing pharmacist is especially interested, such as arsenic, borax, bromine, lithium minerals, sulphur and other chemical materials, are summarized as to the principal statistical information regarding them and are treated in separate articles. There is also a very comprehensive and interesting article on mineral waters.

PROCEEDINGS of the tenth annual meeting of the American Conference of Pharmaceutical Faculties, 1909.

Retiring Secretary George C. Diekman has sent out the volume of proceedings of the tenth annual meeting of the American Conference of Pharmaceutical Faculties held at Los Angeles last August, which in size and style is uniform with the previous edition and contains the presidential address of Prof. H. P. Hynson. There are now 33 institutions holding membership in the Conference.

Girls' Capital Their Sense of Smell.

The late caller at the office of the throat and nose specialist noticed that the three young women ahead of him for a consultation exhaled sweet essences when they swished past, says the New York *Sun*. When his time came for an interview he commented on that pleasing fragrance.

"Oh, yes," said the doctor, "they can't help getting impregnated with the stuff. Those girls are saleswomen in perfumery departments in big stores. Every winter I have several perfumery saleswomen for regular patients. The girls in every big perfumery department in town are selected because of their sensitiveness to odors. When the season for colds sets in they have to look sharp. The slightest catarrhal affection attacks their sense of smell. Since that is their capital they can't afford to have it impaired, and they depend upon a specialist to keep them in good shape."

Just Dragging.

When people complain that "time flies" they often mean that it is dragging them over the bumps.

Dr. Wiley Chosen President of the U. S. Pharmacopoeial Convention.

Father of Pure Food and Drug Legislation Honored With Ten Year Term at Head of Great Joint Body of Pharmacists, Physicians, Chemists and Other Scientific Men—34 States and 160 Institutions Represented—Successful Meeting.

Officers and members of the Eighth Revision Committee photographed at the New Willard Hotel, Washington, May 10, 1910.

Official Declaration of General Principles Adopted for Revising the Pharmacopoeia

EVER since the last revision of the Pharmacopoeia in 1905 and more especially since the passage of the Federal Food and Drugs Act, medical and pharmaceutical bodies have devoted much time to discussing the principles which should be followed by the revision committee in preparing a new issue of that work. The extent to which the suggestions thus made have been recognized is difficult to determine. However, the "principles" laid down for the guidance of the new committee by the Pharmacopoeial Convention of 1910 are as follows, all of the paragraphs being adopted excepting Nos. 15, 16 and 17, which were referred to the committee of revision for consideration and with power to act:

1. Scope of the Pharmacopoeia.

We recommend that the Committee of Revision be authorized to admit into the Pharmacopoeia any medicinal substance of known origin; but no substance or combination of substances shall be introduced if the composition or mode of manufacture thereof be kept secret, or if it be controlled by unlimited proprietary or patent rights and the list of substances should be carefully selected, with standards for identity and purity, as far as possible. Substances used only for technical purposes should not be admitted to the next Pharmacopoeia, and a statement should be placed in the preface to the effect that standards of purity and strength, prescribed in the text of the Pharmacopoeia, are intended solely to apply to substances which are used for medicinal purposes or in determining the identity and the purity of the same.

2. Doses.

We recommend that after each pharmacopoeial article (drug, chemical, or preparation) which is used or likely to be used internally or hypodermically, the committee be instructed to state the average approximate (but neither a minimum nor a maximum) dose for adults, and, where deemed advisable, also for children. The metric system to be used, and the approximate equivalent ordinary weights or measures inserted in parentheses. It is to be distinctly understood that neither this Convention nor the Committee of Revision created by it intends to have these doses regarded as obligatory on the physician or as forbidding him to exceed them whenever in his judgment this seems advisable; the Committee should be directed to make a distinct declaration to this effect in some prominent place in the new Pharmacopoeia.

3. Nomenclature.

We recommend that changes in the titles of articles at present official be made only for the purpose of insuring great accuracy, brevity, or safety in dispensing, and to eliminate therapeutically suggestive titles. In the case of newly admitted articles, it is recommended that such titles be chosen as are in harmony with general usage and convenient for prescribing; but in the case of chemicals of a definite composition the scientific name should be given at least as a synonym.

There should also be inserted, after each article used by physicians in prescriptions, a carefully considered abbreviated name, which may be known as an official abbreviation, in order that uniformity may be established throughout the country, with the object of preventing mistakes in reading and compounding prescriptions, and further, to serve as authorized abbreviations in labeling the store furniture of the pharmacist.

4. Synonyms.

We recommend that the list of synonyms should be enlarged for the next revision, and the synonyms printed in the text of the Pharmacopoeia, immediately after the English name of the substance. A statement should be made in the preface of the Pharmacopoeia, that substances labeled with an official synonym, must comply with the same standards, tests and requirements as are demanded for the official article under any name.

5. Purity and Strength of Pharmacopoeial Articles.

We recommend that the committee be instructed to revise as carefully as possible the limits of purity and strength of the pharmacopoeial chemicals and preparations for which limiting tests are or may be given. While no concession should be made towards a diminution of medicinal value, allowance should be made for unavoidable, innocuous impurities or variations due to the particular source or mode of preparation, or to the keeping qualities of the several articles.

The "Purity Rubric," which limits the percentage of innocuous impurities, as introduced into the Eighth Revision, should be continued, and tests and requirements should be appended to each article carrying a "Purity Rubric."

In the case of crude drugs and natural products, the limits of admissible impurities should be placed at such a figure as to exclude any that would not be accepted by other countries.

6. International Standards.

The International Conference for the Unification of Formulas for Potent Remedies performed a signal service for all countries by recommending the various pharmacopoeias of the world to adopt certain standards for potent medicines. It is recommended that the next Committee of Revision adopt these standards, but it is believed that it would be unwise to require the acceptance of the details of pharmaceutical or other processes recommended by the International Conference.

If the finished product conforms to the International standards we believe that each country should be left free to adopt such detail and manipulation as may seem to them best. Nothing should prevent, however, the adoption of the recommendations of the conference, as to details, if in the opinion of the next Committee of Revision, by so doing, the Pharmacopoeia can be improved.

7. General Formulae.

It is recommended that general formulae be introduced, as far as the particular nature of the several drugs will permit, for fluid extracts, tinctures and such other preparations as are made by identical processes, and that the general formula to be followed in each case be merely indicated by reference.

8. Appending a List of Preparations in which an Official Article is Used.

It is recommended that, especially for the convenience of practicing physicians, there should be appended after each article in the text a list of the official preparations in which it is used.

A few exceptions may be made to this in such cases as water, alcohol, glycerin, sugar, etc.

9. Alcoholic Percentage in Official Preparations.

It is recommended that a range of volume content, of absolute alcohol, be stated in the Pharmacopoeia, for each preparation containing alcohol.

10. Assay Processes.

We recommend that the committee be instructed to introduce assay processes for as many of the potent drugs and preparations made therefrom as may be found practicable, provided that the processes of assay are reasonably simple (both as to methods and apparatus required) and lead to fairly uniform results in different hands. As regards the products of such

[illegible] tests of identity and purity should be added where [illegible]

[illegible] that [illegible] tests or assays when [illegible] and [illegible] may be submitted.

11. Serums and other Biological Products.

It is recommended that serums and other biological products of [illegible] if standardized by the Government or [illegible] may be admitted to the next Revision of the Pharmacopoeia.

12. Weights and Measures.

It is recommended that the committee be instructed to retain the metric system of weights and measures as adopted in the Eighth Decennial Revision.

13. Supplement.

It is recommended that the Committee of Revision be authorized to prepare a supplement to the Pharmacopoeia at any time they may deem such action desirable.

14. Publicity.

We recommend to the General Committee to make public for comment and criticism an abstract of standards and tests before adoption.

15. Atomic Weights.

It is recommended that the system of atomic weights, authorized by the International Committee (O = 16), be adopted for the next Revision.

16. Physical Constants.

It is recommended that the official methods for taking physical constants be inserted in the "Introductory Notices," and these shall apply to all articles in which physical constants are officially used, unless otherwise specifically excepted.

17. Standard Temperature.

It is recommended that the standard temperature of 25° C. (77° F.) be retained, as used in the present Revision (except in the case of alcohol), and that a table be inserted in the appendix for corresponding figures of 15° C. (59° F.).

18. Compound Preparations.

It is recommended that the introduction of new compound preparations to be discouraged as far as possible.

19. Pharmacognostical Descriptions.

It is recommended that, with the description of a crude drug, thereby be included brief, pharmacognostical descriptions, both macroscopic and microscopic where practicable, and there should be added a statement of the appearance of the structural elements in the powder, when examined microscopically, as a means of detecting adulteration.

20. Powdered Drugs.

It is recommended that, in the next Pharmacopoeia, powdered drugs be required to represent the entire drug unless specifically stated otherwise. Where the drug can be powdered without residue this should be required; in other cases the amount of allowable tailings, gruffs, or residue should be determined and inserted in the text.

21. Diagnostical Reagents.

It is recommended that there be included in the next Pharmacopoeia, such reagents, with standards for strength and purity, as are needed for the proper execution of tests that are valuable and important in the making of a correct diagnosis.

22. Date when the next Pharmacopoeia becomes Official.

It is recommended that the Committee of Revision print upon the title page of the next Pharmacopoeia a definite date, reasonably distant from the actual date of publication, announcing when the new Pharmacopoeia is intended to go into effect and to supersede the preceding one.

23. Precedents.

In all matters not specially provided for, in these "General Principles" the rules established for previous revisions, if there are any, should generally be followed.

NINTH CONVENTION PRESENTS NEW FEATURES.

Representation Enlarged in Scope and Numbers and General Revision Committe Increased in Size.

THE ninth decennial meeting of the United States Pharmacopoeial Convention, held in Washington the first of last month presented some features which are new to the work of pharmacopoeia making in this country. For the first time delegates of the National Wholesale Druggists' Association, the National Dental Association, the Association of Official Agricultural Chemists, the Association of State and National Food and Dairy Departments, and [illegible] appointed by the Secretaries of Agriculture and of Commerce and Labor were accorded recognition. Many suggestions regarding drugs and chemical names [illegible] to discuss on the general committee of revision, [illegible] to action of the convention, was performed by a conference of fifty members of the Pharmaceutical Association, the committee having charge of the Eighth Revision [illegible] to be present as the General Committee of Revision met to have names to select from the members of the Committee of Revision of fifteen members.

The first session was called to order by Dr. Otto A. Wall, of St. Louis, the presiding officer of the convention in the absence of the president, Dr. Horatio C. Wood of Philadelphia, who was suffering from illness and unable to attend. While the delegates were waiting for the arrival of Secretary Nagel of the Department of Commerce and Labor, who was slated to address the convention, Vice-President Wall introduced Señor Castro, Minister of Costa Rica, who said he presented the greetings of Spanish-America and told how the Pharmacopoeia in Spanish had been adopted as its own countries official work.

Secretary Nagel, in his preliminary remarks, said that he appeared more in the character of a substitute for the Secretary of Agriculture. He said the work the delegates were doing was of a kind that would make government regulation of their business unnecessary and sharply condemned "the opposition of the large interests" to the efforts of the government to regulate commerce and establish standards of honesty and fair dealing.

"If the time and talent and money which were spent in attempting to block legislation which was inevitable had been expended in co-operating to that end," declared the Secretary, "how much sooner the results would have been accomplished and how much greater would have been the benefits to all!"

Dr. Wood Sends Greetings to Delegates From Sick Bed.

Secretary Nagel's address was received with applause. Acting-President Wall then called Third Vice-President Wilcox, of New York, to the chair and proceeded to read the president's address, which was in the nature of a farewell, and profoundly stirred every one who listened to it. Dr. Wood said in part:

"*Moriturî salutamus!* From a sick-bed the president of the U.S. Pharmacopoeial Convention of 1890 and of 1900 sends salutation to the men of the convention of 1910, with a brief account of his stewardship during the last decade.

"It is a striking example of the payment which in this mad country of America eminence requires of the men who would gain it, that of the board of trustees—seven in number, appointed in the Act of Incorporation on the 11th day of July, 1900—three are permanently invalided and four are dead. None of these men were old. Omitting the secretaries, chosen for their youthful activity, of the five officers elected by the convention in 1900, the first vice-president and the treasurer are dead, and the president is as he is.

"I have thought in looking over the propositions for changes in the constitution and by-laws, recommended to you by the board of trustees, that if the original board elected by the convention were still alive some of these recommendations might not have been made; and I beg of you, when it comes to the final decision, that you think carefully over the matter, and if any doubt arises cleave to that which is old rather than that which is new and experimental. The experience of a busy life has taught me the wisdom of the old adage, 'It is better to let well enough alone.'"

Compliment of Chairman of 8th Revision Committee.

In his address Dr. Wood made several recommendations, complimenting the chairman of the Committee of Revision for his labors on the last Pharmacopoeia. A touch of the pathetic was given to the closing part of the address as it recounted how the writer had begun his scientific career as a medical student in 1860 and that with the writing of this message he closed it.

A committee on credentials of delegates was announced, as also a nominating committee, consisting of one delegate from every institution or organization represented in the convention.

On motion of C. S. N. Hallberg, members of Congress who were either physicians of pharmacists were invited to attend the convention.

Dr. H. W. Whelpley, secretary of the board of trustees, announced that the correspondence of his office relating to the last revision had been turned over to the Historical Section of the A.Ph.A. for preservation.

The treasurer reported the total receipts from the sale of the U.S.P. VIII to May 1 as $114,440.77, with disbursements leaving a cash balance of $8894.01. There were also on hand 2000 volumes of the Pharmacopoeia in English and about the same number in Spanish.

Prof. Joseph P. Remington read his report as chairman of the Committee of Revision, in which he said that 40,000 copies of the U.S.P. were sold just before the passage of the Food and Drugs Act. He also referred to the excellent work that Prof. Jose G. Diaz, of the University of Havana, Cuba, had done in translating the Pharmacopoeia into the Spanish

Dr. H. W. WILEY, Washington, new president of U.S.P. Convention.

Dr. OTTO A. WALL, St. Louis, acting president of Washington meeting.

Dr. MURRAY G. MOTTER, Washington, re-elected secretary U.S.P. Convention.

language. A vote of thanks was tendered to Professor Diaz and on recommendation of the board of trustees the University of Havana, represented by Dr. Diaz and two compatriots, was given a place among the delegates.

The proposed changes in the constitution and by-laws submitted by the board of trustees were then taken up in accordance with a provision of the constitution that a motion to change must be acted upon favorably by the board of trustees at least three months prior to the decennial meeting, and can be adopted by a not less than three-fourths vote of the convention. Under this clause the constitution was so changed as to admit to full membership in the convention delegates appointed by the Secretary of Agriculture, the Secretary of Commerce and Labor, the Association of Official Agricultural Chemists, the Association of State and National Food and Dairy Departments, the National Wholesale Druggists' Association and the National Dental Association.

Prof. W. C. Anderson, of Brooklyn, moved to amend the report of the board of trustees by adding the name of the National Association of Retail Druggists. The chair stated that this was new business and not an amendment, and after a little parleying Professor Anderson appealed from the ruling, the vote standing 108 for to 137 against. A motion to lay the appeal on the table was carried almost unanimously.

The general principles to be followed in revising the Pharmacopœia occupied the attention of the delegates nearly all of one afternoon. A preliminary draft of the "general principles" had been prepared by the board of trustees and copies of these were passed around to each delegate. These principles were discussed pro and con and were finally adopted by the convention as printed on page 565 of this issue of the ERA.

The nominating committee, after nearly an all night's conference, presented its report. The "slate" as brought in by the committee was headed by Dr. Harvey W. Wiley, chief of the Bureau of Chemistry, Department of Agriculture, and bore the name of Dr. N. S. Davis, of Chicago, for first vice-president. A motion by Thomas F. Main, of New York, to reverse the names, was defeated by a vote of 155 to 61. Mr. Main stated that his only motive for making the motion was that he feared the election of Dr. Wiley as president might be embarrassing to Dr. Wiley in his governmental work. There were no other contests and the entire ticket was elected, as follows:

President, Dr. Harvey W. Wiley, Washington.
First vice-president, Dr. N. S. Davis, Chicago.
Second vice-president, Prof. Charles Caspari, Jr., Baltimore.
Third vice-president, Dr. O. T. Osborn, New Haven.
Fourth vice-president, Leo Eliel, South Bend, Ind.
Fifth vice-president, Dr. W. A. Bastedo, New York.
Secretary, Dr. Murray Galt Motter, Washington.
Assistant secretary, Dr. Noble P. Barnes, Washington.
Treasurer, Samuel L. Hilton, Washington.
Trustees, Prof. James H. Beal, Scio, Ohio; F. W. Meissner, La Porte, Ind.; William Jay Schieffelin, New York; Dr. George H. Simmons, Chicago, and Dr. H. M. Wheipley, St. Louis.

The president of the convention, Dr. H. W. Wiley, and the chairman of the committee of revision, Prof. J. P. Remington, are ex-officio members of the board of trustees.

General Committee of Revision, J. P. Remington, Henry Kraemer, C. Caspari, Jr., C. L. Diehl, J. O. Schlotterbeck, A. B Lyons, H. C. Wood, Jr., O. T. Osborn, M. I. Wilbert, H. H Rusby, Reid Hunt, A. R. L. Dohme, A. B. Stevens, G. M. Beringer, E. G. Eberle, L. E. Sayre, E. Kremers, W. A. Puckner, L. F. Kebler, C. S. N. Hallberg, C. H. LaWall, G. D. Rosengarten, V. Coblentz, J. W. Hatcher, J. M. Good, H. V. Arny, J. A. Koch, S. P. Sadtler, W. Bodemann, Eli H. Long, O. Raubenheimer, C. E. Vanderkleed, T. Sollman, C. F. Nixon, John F. Anderson, N. S. Davis, J. M. Francis, C. E. Caspari, R. H. True, W. G. Gregory, H. M. Gordin, J. W. England, C. W. Edmunds, G. C. Diekman, P. Marvel, E. H. Bartley, W. S. Haines, W. C. Alpers, Lewis C. Hopp and Albert Plaut.

This committee later organized by electing the following officers: Chairman, J. P. Remington, Philadelphia; vice-chairmen, C. Lewis Diehl, Louisville, and H. C. Wood, Jr., Philadelphia, and secretary, C. H. LaWall, Philadelphia. The executive committee of fifteen to do the actual work of revision is to be elected by the General Committee.

President Wall installed the officers, beginning with board of trustees and working up the list until he reached the name of Dr. H. W. Wiley, who was brought to the rostrum amid great applause. On taking the chair Dr. Wiley made a brief speech in which he said that in other organizations it was largely the part of the president to be a figurehead, and that he thought he could fill the part of figurehead without much study or preparation. He also added that it was the duty of the president to see that the other officers of the convention did their duty. This he hoped to do, also promising a speedy revision of the Pharmacopœia if the officers all worked together. In his opinion the Pharmacopœia should be beyond criticism and a guide, not only for physicians and pharmacists, but also for the officers of the law.

At the last session a large number of reports from various associations were presented for the guidance of the pharmacopœia makers, but these were all referred after discussion to the consideration of the Revision Committee. One proposition that caused considerable discussion was that pertaining to raising funds for the use of the Revision Committee. The debate started when a report was read from the board of trustees providing for a tax of $50 on each association represented and an additional assessment of $25 if the original tax was not paid within a year. The initiation fee for all new associations coming in before the next decennial convention, according to the report, was to be $100.

It was claimed that such action would decrease the representation, besides putting too heavy a burden on many medical and pharmaceutical societies, and that it would operate to bar from the convention physicians who were most needed in the prosecution of the work of revision.

After an hour's debate a substitute resolution was passed

The convention, by resolution, recommended that National [illegible] of the Pharmacopœia by those druggists whom they find to be without the book, and also, that every physician should be requested by the various medical associations to keep a Pharmacopœia in his office.

Votes of thanks were tendered to the retiring officers, the outgoing board of trustees, the Surgeon-General of the Public Health and Marine Hospital Service and to the retiring chairman, Charles E. Dohme. In declaring the convention adjourned Dr Wiley referred to the splendid opportunities for work of a character that should cement and bind together all schools of the healing art.

Fine Show of Living Medicinal Plants.

The exhibit of living medicinal plants exhibited at the Richmond meeting was chiefly contributed by the United States Bureau of Plant Industry, Eli Lilly & Co., of Indianapolis; Prof. Henry Kraemer and Prof. H. H. Rusby. The New York Botanical Garden sent specimens of the plants yielding cinnamon, camphor, vanilla, black pepper, coca, tea and coffee. Dr. Hoell Tyler sent from Redlands, Cal., flowering specimens of Eriodictyon or Yerby Santa. Prof. L. E. Sayre sent from Kansas a specimen of Brauneria (Echinacea) augustifolia. Prof. E. G. Eberle sent from Texas, Cynoglossum Cicuta, two specimens of Artemisia and a number of plants which arrived too late to permit of determination and labeling. Prof. E. V. Howell sent from Chapel Hill, N. C., Trillium erectum, arum and mandrake. Although a few specimens were duplicated by different contributors, most of them were represented by solitary specimens.

Spigelia or pink root was sent by the Bureau, Eli Lilly & Co. and Professor Howell. Two species of Phlox which are used as adulterants of pink root were sent by Eli Lilly & Co., Professor Kraemer and the Bureau, and the latter sent Ruellia ciliicosa, which is another important adulterant of this drug. Digitalis was sent by Professor Kraemer and Eli Lilly & Co. Peppermint, spearmint, elecampane, Hepatica triloba and Porteranthus (Gillenia) trifoliata, by the Bureau and Eli Lilly & Co.; Hydrastis by the Bureau, Professor Kraemer and Eli Lilly & Co.; tansy, lily of the valley, blue flag, calamus, burdock, geranium, cimicifuga, blood-root, sumach and arum by the Bureau, Eli Lilly & Co. and Professor Rusby; belladonna and Rumex crispus by the Bureau and Professor Rusby; black haw, wild cherry, white oak, flowering dogwood, sassafras (from both staminate and pistillate plants), mandrake and Triosteum perfoliatum by Eli Lilly & Co. and Professor Rusby.

In addition to the above names, the Bureau sent the following: Cypripedium hirsutum, Hyoscyamus niger, Thymus vulgaris, Artemisia absinthium, Carum carvi, Lavandula vera, Chelone glabra (Balmony), Levisticum officinale, Nepeto cataria, Foeniculum vulgare, Mentha Citrata, Mentha crispa, Mentha longifolia, Pyrethrum cinerariaefolium (Dalmatian insect powder), Monarda fistulosa, Baptisia tinctoria, Glycyrrhiza glabra, Pycnanthemum albescens, Rubia tinctoria (madder), Althaea officinalis, Salvia officinalis, Rhamnus purshiana, Panax quinquefolium (ginseng), Valeriana officinalis, Iris florentina, Colchicum autumnale, Conium maculatum, Collinsonia canadensis, Calendula officinalis, Caulophyllum thalictroides, Apocynum cannabinum, Chamaelirium luteum.

Eli Lilly & Co. sent Odostemen (Berberis) nervosa, one of the Oregon grape roots, Hepatica acutiloba, shepherd's purse, Polemonium, Mitchella, Jeffersonia, Senecio aureus, Bicuculla Canadensis or squirrel corn, Gnaphalium obtusifolium, Aesculus glabra, Cercis, Hydrangea, Trillium, Equisetum hyemale, Aralia nudicaulis, Asarum Canadense, A. reflexum, yarrow, tulip trees, mullein, Virginia creeper, paw-paw, witch hazel, dandelion, poke root, beech drops and common plantain.

Professor Kraemer sent aconite, pleurisy root, blue passion flower, yellow jasmine, male fern, senega and Brauneria [illegible].

Professor Rusby sent Xanthorrhiza, the pink flowered form of Cornus florida, the rhizome of Solomon's seal, Rumex obtusifolia, butternut, Veratrum viride, dracontium, scopola, Euonymus, cocoa, yellow avens seed and Actaea alba.

New Yorkers Discuss Maximum Doses.

The principal subject of discussion at the May meeting of the New York Branch of the American Pharmaceutical Association was the publication of a statement of the maximum dose after each preparation included in the U.S.P. President Otto Raubenheimer read a prescription calling for 1 fluidounce fluidextract nux vomica, dose 4 drops 3 times a day, increasing 1 drop every three days until dose of 13 drops was reached. He thought this prescription showed the necessity of a table of maximum doses. Dr. R. A. Hatcher contended that 1 drop of water from a standard dropper equaled 1 minim, whereas 1 drop of the above fluidextract would equal only ½ minim, the final dose not being so very large for a normal person. He said that strychnine thrown into the blood was excreted very swiftly and the dose might be quickly repeated without disastrous results. No law, he said, however, would protect the pharmacist from giving a child the maximum dose.

Dr. Hatcher was of the opinion that the phrase "maximum dose" should not be used, "lethal dose" being better and he proposed a definition of the same by which the Pharmacopœia would not be involved in any legal procedure. He claimed that nothing, in the eye of the law, would relieve the pharmacist of all responsibility. For instance, the pharmacist should satisfy himself that digitalis is not taken by a patient through a long expanse of time.

Would Give Offices to Retail Druggists.

In connection with the Richmond meeting of the A.Ph.A. several reports were made. Thomas Cook, in commenting on the work of the nominating committee, said that the tendency in selecting presidential timber for office in the past had favored journalists and college professors, but he thought that for the good of the membership a retail pharmacist should be the next executive. As a member of the committee he had so voted. A vote of thanks was given Mr. Raubenheimer for his work in, and the interest he had aroused in, the comparative study of the various pharmacopœias, the members responding by rising.

J. Leon Lascoff read a very interesting paper on "The Practical Side of a Professional Pharmacy" and Hiland Flowers read another on "Enamel Ware as to Friability and Acid Reaction, and Possibilities of Danger from Boric Acid and Chipping."

George Hitchcock was elected vice-president of the branch to succeed A. M. Roehrig. Following delegates were appointed: To the New Jersey Ph.A. at Cape May meeting, Thomas Gallagher, Prof. H. J. Lohman and Charles Kuehne; to the New York Ph.A. meeting at Saratoga, Dr. George C. Diekman, Hugh Craig and J. Leon Lascoff.

Joint Meeting of Physicians and Pharmacists.

Almost a week previous to the above meeting the branch held its third joint meeting with the Medical Society of the County of New York. George H. Hitchcock, chairman of the committee on arrangements, called the assemblage to order and turned the meeting over to Dr. John Weeks. Dr. Warren Coleman, the first speaker, favored a limited Pharmacopœia, as an educational advantage, and the inclusion of biological tests.

Dr. Walter A. Bastedo was of the opinion that it didn't matter what drugs were in the Pharmacopœia so long as the list included the good ones. Dr. Bastedo commented on the variations in strength of the various elixirs of iron, quinine and strychnine.

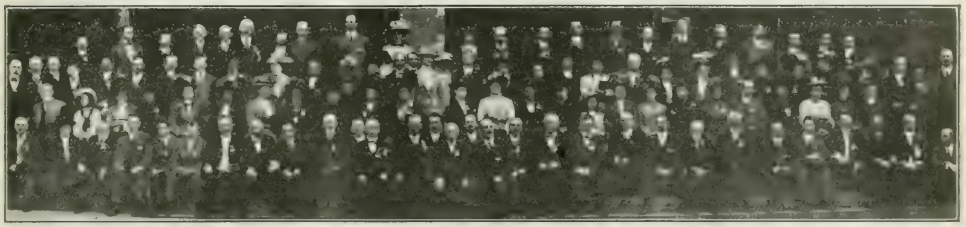
Prof. J. P. Remington declared that the U.S.P. can never be a doctors' book. The next Pharmacopœia, he said, would contain more synthetic preparations than the present edition. He suggested that the branch present to each medical college a set of U.S.P. preparations. In line with the first statement made by Professor Remington, Prof. H. H. Rusby said that the Pharmacopœia can never be used as a work of study by medical students.

Dr. Robert A. Hatcher reiterated his former stand to the effect that the U.S.P. should include only those drugs of known medicinal value and said that unless it is revised to the satisfaction of the physicians, a separate pharmacopœia for the latter would be necessary. The greatest obstacle to the practicing physician, he said, is lack of thorough preparation in pharmacy and part of this blame lies on the pharmacist.

Other speakers were Dr. W. C. Alpers, Dr. George C. Diekman, Albert Plaut, Dr. Egbert LeFevre, Jacob Diner, Prof. Virgil Coblentz, Dr. Walters and Caswell A. Mayo.

Pharmacopoeial Revision Chief Topic at Richmond A.Ph.A. Meeting.

More Scientific Papers Presented Than Ever Before—President Rusby Urges Better Standards and Discusses Chain Stores—Mercenaries Denounced by a Close Vote and Doctors Should Be Permitted to Do Their Own Reforming of Practice.



Group photograph of members of American Pharmaceutical Association taken at Hotel Jefferson, Richmond, Va., May 5, 1910.

FOR the amount of work accomplished within a given period the 58th annual session of the American Pharmaceutical Association held in Richmond during the week beginning May 2 marks a record. The programme extended over but five days, every minute of the time being devoted to meetings of sections or of allied organizations to such an extent that but little opportunity was offered for sight-seeing. The meetings were held in the Hotel Jefferson, between 250 and 300 members being registered as present.

The first general session of the association was opened on Tuesday by President Rusby, who introduced the Reverend George W. McDaniel, who offered a brief prayer. Then came an address of welcome by Hon. W. H. Mann, Governor of Virginia, in which he complimented the ladies, saying that he was glad to see so many of them present. He spoke of the meeting the association held in Richmond a decade ago and said that he hoped the city would continue to remain in the circuit of places visited. After a brief response by Dr. H. M. Whelpley, of St. Louis, Mayor D. C. Richardson extended a cordial welcome to the association on the part of the city of Richmond, Prof. J. H. Beal, of Scio, Ohio, replying for the membership.

Fraternal greetings on the part of a number of allied organizations were presented, E. H. Ladish, of Chicago, speaking for the N.A.R.D.; Edgar D. Taylor, for the N.W.D.A.; M. I. Wilbert, for the United States Public Health and Marine Hospital-Service; Dr. L. F. Kebler, for the Department of Agriculture, and Dr. Murray Galt Motter, for the American Medical Association. Telegrams of greeting were also received from the secretary of the Los Angeles Retail Druggists' Association, and from Mrs. Lee, president of the Women's Organization of the N.A.R.D.

Planning for Larger Attendance at Meetings.

Vice-President C. B. Lowe, of Philadelphia, took the chair while President Rusby read his annual address. This was devoted to a number of phases of the association's work, one of the important topics pertaining to methods of increasing the membership. As an inducement to join the association the two most important attractions offered to would-be members were attendance at the annual meetings and the association's publications. To facilitate greater attendance attention should be given to hotel rates and transportation and an effort should be made on the part of the committees on arrangements and transportation to secure a material reduction in the amount of these expenses. The various committees, especially those on the establishment of local branches, on drug reform, on publicity and on National and State legislation, should be organized on a more systematic basis and conducted by more sustained methods. The work of each year should be performed with a view to its continuation by the committee's successors, and these successors should inaugurate a more systematic and formal method of performing their work, preserving a secretary's record book for future consultation.

"Sustaining Members," a New Class, Suggested.

Provision for a new class of members to be known as sustaining members, was recommended by President Rusby. Such members would be those who felt that they could afford an annual contribution to the working funds of the association. He thought if such a class was organized, more than a hundred would be found to contribute under such conditions.

In discussing pharmacopœial matters President Rusby said the real issue between physicians and pharmacists is the unwillingness of the former to permit the Pharmacopœia to afford those provisions which are absolutely essential to the convenient, successful and safe performance of the pharmacist's duty, and to the welfare of great numbers of patients of those physicians whose practices in the selection of drugs differ from those of the objecting body. It was the duty of the association's members to express themselves upon the subject, so that the Pharmacopœia committee may understand that we represent the belief and the determination of the profession as a whole. As bearing upon this subject Dr. Rusby called attention to the following facts and principles:

Recommendations Regarding Pharmacopoeial Revision.

1. It is a fact, perfectly well established by fifty years of official experience, that the admission to or the deletion from the Pharmacopœia of an article has scarcely a perceptible influence upon the extent of its use. When dismissed from the Pharmacopœia because the very best professional judgment regards it as therapeutically valueless, it will continue to be used as before, the only effect being to deprive pharmacists and their patrons of official standards for its control.

2. Many articles of little therapeutic activity, yet in common use, whether wisely so or not, may, through their contained impurities, seriously affect the physical, chemical or therapeutical preparations of prescriptions into which they enter, so that it becomes necessary for their purity to be safeguarded.

3. The primary object of the Pharmacopœia is not to teach therapeutics, to influence therapeutical practice or to create an incorrect, however creditable impression regarding it, but to respond to the demands of such practice by providing suitable information and standards for rendering it as safe and efficient as the conditions permit.

4. All preceding revisions of the Pharmacopœia have been based upon the declared principle that it is the actual use of an article that is to determine its recognition in the Pharmacopœia, in spite of considerations as to its therapeutical merit.

It would be out of place in a presidential address to discuss pharmacopœial revision per se, and these suggestions are made in order to impress the importance of the duty of this association to take definite action in applying that knowledge and judgment which especially pertain to it.

One more direction in which such duty applies may well be pointed out, namely, the necessity for more definite standards. One of the most baneful possible conditions, as to its power to cause errors of judgment, or to provide for unjust discrimination, or an accusation of it when it does not exist, is a want of definiteness in the expression of a standard. The Pharmacopœia is now replete with defects of this class. Many of its definitions are absolutely meaningless and a larger number of its descriptions and directions are incapable of enabling a positive decision to be reached.

I therefore recommend that the association reiterate, as its conviction, a statement found in the sixth revision of the Pharmacopœia, and which has governed all subsequent revisions, that it is "best to refrain from dropping drugs and preparations which are, on inquiry, found to be in rather more than purely local use;" also in another proposition, submitted by Professor Oldberg and adopted by the Committee of Revision in 1890, to the effect that the primary consideration in the recognition of a medicinal article by the Pharmacopœia is the fact that it or its preparations is in common occurrence in the pharmacy, rather than considerations of its therapeutical importance or value.

That it is the opinion of this association that the definitions, descriptions and tests of the Pharmacopœia should be so fully

and definitely stated as to insure as far as is practicable against misunderstanding or failure in interpretation by those employing the book.

With regard to the National Formulary, President Rusby seemed to be afraid that the attitude of the association toward the N.F. might be abused, and that the results of such abuse might cause a widening of the breach between the medical and pharmaceutical professions, and he recommended that a committee, of which the chairman of the N.F. committee should be a member, be appointed immediately to consider the practicability of the publication of the N.F. by the U.S. Pharmacopœial Convention, and that the committee, if it should approve of the suggestion, should submit a plan to bring about the change recommended.

Dr. Rusby Sees Grave Dangers in Commercialism.

The ethics imposed by scientific teachers came in for some attention and the question was asked: "What is to be expected from the students of an institution who see the professor to whom they look for an example go upon the witness stand and, for a fee, swear to the exact opposite of that which he has been teaching them as the truth in his instruction course?" "The danger of commercialism," President Rusby said, "the most serious that has ever threatened the profession, now looms comparatively near at hand." He continued:

I refer to the enlistment of vast amounts of capital in the crushing out of individual enterprise, in the elimination of professional responsibility, in the reduction of professional employees to a state of serfdom, and in the destruction of an honest means of livelihood on the part of great numbers of people engaged in pharmaceutical pursuits. That this attempt will become successful unless actively opposed is manifest when we note that the same means are being employed which have already proven successful in other lines, and which are now applied to ours with the additional advantage of successful previous experience. The interests engaged in this work are the most deadly possible enemies toward all the objects of our association and of all other institutions in which educational and professional ideals are cultivated.

How shall we meet this stupendous danger? To this question I have seen one to see but one answer, and that is through the strength of union. We must in this instance fight fire with fire. While it is not appropriate for me at this time to discuss either the merits or demerits of the American Druggists' Syndicate or to enter into any discussion of its past history, I feel that I should not refrain from directing your earnest and studious attention to the plan by which it proposes to fight this common danger. I am convinced that this plan, or some modification of it is the only one which promises any hope of success. Without submitting any recommendation in the premises, I submit the opinion that it would be a most happy consummation to discover some satisfactory ground for a community of interest, if not of action, between two institutions whose interests harmonize in so many ways as do those of the A.Ph.A. and A.D.S.

Publication of Syllabus Cause for Congratulation.

The association was congratulated by the president upon the completion and publication of the National Pharmaceutical Syllabus. He also believed that a special course in pharmacognosy, with a subsequent examination and license, should be required of every person having immediate charge of an importing or trading business in drugs and chemicals, and he recommended that the committee on National legislation should be instructed to make a suitable inquiry into the subject. Professional titles, he thought, should be appended to the names of all members entitled to them, and the same with their names should be printed in the list of members.

The address took the usual course, that part relating to the publication of the N.F. by the Pharmacopœial Convention being referred to a special committee consisting of Prof. J. P. Remington, Wm. C. Anderson, Geo. M. Beringer, C. Lewis Diehl and L. F. Kebler. The committee on the remaining portions of the address was J. H. Beal, Charles Holzhauer, Henry C. Blair, F. C. Godbold and C. A. Mayo.

Secretary Caspari was directed to send greetings to the following absent members who were unable to attend the meeting on account of ill-health: S. A. D. Sheppard, Dr. J. E. Bode, Oscar Oldberg and Charles E. Dohme. Dr. Linno Sayre was [illegible] and a message of condolence was sent to Prof. F. J. Wulling of Minneapolis, who was called home from the meeting on account of the death of his father.

Nominations for Next Year's Officers.

The [illegible] committee consisting of one member from each State, submitted the following report, which was adopted [illegible] the names [illegible] to be presented to the [illegible]

For president—Charles Holzhauer, Newark, N. J.; E. H. Lynch, Chicago; J. M. Good, St. Louis; E. G. Eberle, Dallas, Texas; A. M. Rochrig, Buffalo; George F. Payne, Atlanta; Theodore D. Wetterstrom, Cincinnati; M. Noll, Atchison, Kan.; Otto Raubenheimer, Brooklyn, N. Y.

For [illegible] vice-president—E. C. Bent, Dell Rapids, S. D.; E. H. Lynch, Chicago; J. M. Good, St. Louis; E. G. Eberle, Dallas, Texas; A. M. Rochrig, Buffalo; George F. Payne, Atlanta; Theodore D. Wetterstrom, Cincinnati; M. Noll, Atchison, Kan.; Otto Raubenheimer, Brooklyn, N. Y.

For [illegible] vice-president—Charles Holzhauer, Newark, N. J.; E. Berger, Tampa, Fla.; J. O. Burge, Nashville, Tenn.

For members of the council—E. C. Bent, Dell Rapids, S. D.; E. H. Lynch, Chicago; J. M. Good, St. Louis; E. G. Eberle, Dallas, Texas; A. M. Rochrig, Buffalo; George F. Payne, Atlanta; Theodore D. Wetterstrom, Cincinnati; M. Noll, Atchison, Kan.; Otto Raubenheimer, Brooklyn, N. Y.

Treasurer's Report.

Treasurer Whelpley reported a summary of the funds of the association, the total amount in the treasury on May 1 being $28,223.89, an increase since last July of $4083.54. The life membership fund is now $17,141, the endowment fund $5016.70, the centennial fund $2386.25 and the Ebert legacy $2822.90, the Ebert prize fund $938.36, the Proctor monument fund $3805.28 and the Motter scholarship fund $30.

Secretary Caspari made a brief report covering the income and expenses of the National Formulary.

Prof. Joseph P. Remington, chairman of the committee to which was referred that part of President Rusby's address relating to the publication of the N.F. by the Pharmacopœial Convention, reported against the recommendation. The report of W. S. Richardson, chairman of the committee on parcels post, was read, in which it was stated that there was no hope for the passage of the bill now before Congress. A hearing held on the bill was attended by representatives of various retail interests, who were uniformly opposed to the bill. The promoters of the measure were interested in mail order houses.

Support Given to Cullom and Pure Paint Bills.

S. L. Hilton, chairman of the committee on National legislation, read his report which was referred to the Section on Education and Legislation. This report gave a detailed history of the legislation that had been attemped during the past year, the chairman recommending among other things that the association should direct its efforts toward securing the passage of the Cullom bill. Support was given, likewise, to the pure paint bill.

After a hot contest in which advocates for various cities as the place of next meeting were heard, the men from Boston won on a vote of 59 to New Orleans 26 and Cedar Point 38. The time of the meeting is to be fixed by the council.

The following members were appointed to serve as the committee on Pharmaceutical Syllabus, recommended by President Rusby: Willis G. Gregory, C. S. N. Hallberg, George M. Beringer, Harry B. Mason, E. C. Eberle and H. F. Taylor, each to serve from seven years to one year in the order named.

Dr. R. F. Hatcher, as chairman of the committee of the American Medical Association on N.F., presented a report to the effect that his society would be glad to co-operate in any way to increase the value and efficiency of the National Formulary. He believed that the standards adopted for that work should be as high as those provided for the Pharmacopœia. The report was received, referred to the N.F. committee and the co-operation of the A.M.A. invited.

Report of Committee on President's Address.

Prof. J. H. Beal, chairman of the committee on president's address, presented the following report which was adopted as read:

In the opinion of your committee your president is entitled to the thanks of the association for the frank and fearless manner in which he has discussed matters which are of vital concern to the association and to the cause which it represents, irrespective of our agreement or disagreement with the opinion expressed by him.

With respect to the specific recommendation contained in the address, we report as follows:

We approve of the recommendations concerning increase in membership fee for we think we refer to

1. The creation of a class of members to be known as sustaining members, or by some other appropriate title, the same to be provided for under [illegible] by-laws of the council and hereafter submitted for the [illegible] of the association.

2. The establishment of new branches in districts which are [illegible] to maintain them in proper efficiency and to increase the efficiency and working forces of those already established.

3. The authorization of such changes in the character and scope of the Bulletin as will justify a reasonable expectation of [illegible] in its circulation and [illegible] among our members, and in its [illegible] as a [illegible]

In connection [illegible] we refer [illegible] to use the income from the Ebert legacy prior to [illegible] when the fund and the [illegible] will [illegible] the sum [illegible] by [illegible] We therefore recommend that the [illegible] of the president be [illegible] for [illegible]

The committee approves the following recommendations:

1. [illegible] the meeting [illegible] of the important committees of the association by such [illegible] a number of financial

Dr. H. H. RUSBY, New York,
retiring president of the A.Ph.A.

E. G. EBERLE, of Dallas,
new president of the A.Ph.A.

Prof. W. B. DAY, of Chicago,
first vice-president of the A.Ph.A.

support as the funds of the treasury may now or hereafter warrant.

5. That the committee on National and State legislation be supplemented and strengthened by the addition of sub-committees closely allied with the work of the various State pharmaceutical associations.

6. That the work of the committee on publicity be supplemented and strengthened by the addition of sub-committees located in the principal centers of population.

7. That the committee on National legislation inquire into the desirability and practicability of the establishment of legal requirements for proper educational and technical qualification of those who are directly in charge of the importation and wholesaling of drugs and chemicals, in order that the public health may be more properly safeguarded.

8. The recommendation that all ex-presidents be made ex-officio members of the council being one which involves an amendment to the fundamental law of the association, and the proposition being of such far-reaching possibilities, we recommend that it be sent over to the council for further consideration.

9. We approve of the president's recommendation that all committees and officers having charge of the arrangements for future meetings be instructed to make greater efforts to secure more favorable rates for transportation and hotel accommodations and that the committee should, as far as possble, avoid the selection of expensive hotels or headquarters.

10. We approve the recommendation that the association place itself on record as endorsing the statement contained in the sixth revision of the United States Pharmacopoeia, "that it is best to refrain from dropping [from the official list] drugs and preparations which on inquiry are found to be of more than purely local use," and that the primary consideration in determining the official recognition of a medicinal article, should be that it or its preparations are of common occurrence in pharmacy, rather than mere academic opinions concerning therapeutic value.

11. We also concur in the opinion of the president that the definitions, descriptions and tests of pharmacopoeial articles should be so fully and definitely stated as to insure as far as practicable against the possibility of their misinterpretation, and also that it would be advisable to include in the text of the Pharmacopoeia descriptions of the more important powdered drugs in so far as the inclusion of such description is capable of practical usefulness.

In addition to the specific recommendations sent to this committee for consideration, we also find in the president's address various expressions of personal opinion upon questions and policies concerning which men may justly and honestly differ.

The committee therefore deems the present occasion opportune for the reassertion of the right of every member to the free expression of his personal opinion regarding questions of vital concern to pharmacy or to the welfare of this association, and also of the fact, founded upon the constitution and long established association traditions, that no such assertion of personal opinion, whether of officer or lay-member, can be regarded as reflecting the association policy regarding such question, unless the same shall have been duly expressed and ratified by concurrent vote of the council and general session of the association in the formal manner provided in the constitution and by-laws.

Dr. H. F. Taylor, Albany, N. Y., called attention to the fact that the president's recommendation regarding titles in the Pharmacopoeia had not been acted upon and offered a motion to provide for the appointment of such a committee. The motion prevailed and Dr. Taylor, Prof. Joseph P. Remington and C. S. N. Hallberg were appointed.

Prof. L. E. Sayre presented the report of the committee on drug reform which was received in printed form. Among other things the committee suggested that the work of law enforcement could be aided by creating a separate division of the Scientific Section to consist of all those who are especially interested in analyses with reference to the different drug laws, in other words, to form a clearing house for drug inspectors and analysts. The formation of a permanent committee was recommended.

Members Almost Equally Divided as to A.D.S.

C. M. Ford, of Denver, then introduced the following resolutions, which were adopted after a motion to table them was lost by a vote of 32 to 33:

Resolved, That in the opinion of the American Pharmaceutical Association, it is neither wise nor expedient, even in pursuit of schemes which it is claimed will advance the material welfare of dispensing pharmacists, to assail, antagonize or malign any class inseparably joined to us by commercial or professional ties.

Further, That we seriously deprecate the hostile attitude toward the medical profession and the jobbing fraternity of various drug journals assuming to represent pharmacists in general or some considerable body of pharmacists in particular.

Further, That we respectfully urge upon the officers of the American Druggists' Syndicate a more careful supervision of the utterances of their so-called "organ."

Its harsh language is hurtful to pharmacists and embarrassing to them in their relations with one another and with physicians and jobbers.

The mercenary schemes of a few overzealous and adventurous individuals, who, being frequently without any training in pharmacy, and who have entered its ranks solely for gain and to exploit their peculiar ideas of high finance, can have no sympathy with its aims or traditions. Such schemes can be helpful and profitable to only an insignificant few and must necessarily bring inevitable disappointment and disaster to the multitude who follow in their train. Be it further

Resolved, That we recommend that any movement for the reform of medical practice be allowed to originate and proceed within the medical profession.

Further, That we are opposed to any attempt upon the part of the pharmacal press to dictate or compel any such reform, believing as we do that the medical profession is eminently qualified to institute and carry out its own necessary reforms.

Actual Practice of Metric System Advised.

Prof. Henry Kraemer, reporting for the committee on weights and measures, referred to the work of the Bureau of Standards, Washington, D. C., and was of the opinion that more general approval of the metric system can be accomplished if teachers in public schools would lay more stress on its advantages and give practical exercises, using the actual measures and weights. The report was adopted.

The scope and plans for publishing the *Journal of the American Pharmaceutical Association* were outlined in the minutes of the council read at the last general session of the

association. The new journal is to be issued as a monthly and to begin publication July 1, 1911. It will include editorials, pharmaceutical abstracts, papers read before the association and news of the various branches. Suitable advertising will be accepted. The editorials will be confined to what may elsewhere appear in the journal, or they will be signed by contributors who will be responsible for them. Prof. C. S. N. Hallberg will be editor, with Prof. Charles Caspari and C. Lewis Diehl as associates. Arrangements will also be made so that each member may receive additional a bound volume containing one year's numbers of the journal on the payment of a small fee.

The subject of physiological or biologic standardization came up for discussion many times during the meetings of the various sections. A resolution, coming in from the Scientific Section recommending the subject to the Pharmacopœial Revision Committee for consideration, was approved and the association appointed the following members as a committee on physiological testing: Dr. E. M. Houghton, Detroit; Dr. Reid Hunt, Washington; Dr. H. C. Wood, Jr., Philadelphia; Dr. Robert A. Hatcher, New York; Dr. T. Sollman, Cleveland, and Dr. J. Crawford, Philadelphia.

A set of thirty resolutions, under the title "General Principles to be Observed in the Ninth Revision of the Pharmacopœia" and sent to the Scientific Section for discussion, were returned without recommendation. These were taken up separately, amended and in this form were directed to be sent to the U.S.P. Convention as expressing the views of the members of the A.Ph.A.

State Associations Good Recruiting Fields.

Prof. W. B. Day, of Chicago, reported on his work as chairman of the committee on membership and said that the most fruitful place for recruiting was the meetings of State associations. It is proposed to have a member to represent this committee at the meeting of each State organization during the year.

F. B. Hayes, chairman of the committee on publicity, told of his work during the year and proposed that the thanks of the association should be given to the local papers for their interest and help.

Dr. H. M. Whelpley announced the appointment of Ewen McIntyre, of New York, as honorary president for the ensuing year.

The following officers who had been elected last fall were then duly installed by retiring President Rusby: President, E. G. Eberle, Dallas, Texas; first vice-president, William B. Day, Chicago; second vice-president, Otto F. Claus, St. Louis; third vice-president, Leonard A. Seltzer, Detroit; secretary, Charles Caspari, Jr., Baltimore; treasurer, Henry M. Whelpley, St. Louis; reporter on the progress of pharmacy, C. Lewis Diehl; members of the council, J. H. Beal, Joseph P. Remington and H. H. Rusby.

The entertainment features included a card party for the ladies at the Women's Club on Wednesday evening; a luncheon at Lakeside Park, old Virginia picnic style, and dancing on Thursday afternoon and evening, and a reception on Friday evening, tendered to the association by his excellency, William Hodges Mann, at the Governor's mansion. Local secretary, Prof. T. A. Miller, made every effort to give the visitors a good time and his work in this direction was thoroughly appreciated by every one who came in contact with him.

New Officers of Sections.

Beginning on Tuesday afternoon the various sections held sessions nearly continuously until the end of the week. In the number of papers read the Scientific Section, under the direction of Chairman Wilbert, headed the list with more than [illegible] in the programme. Chairman Rahlmann of the Section on Practical Pharmacy, made an interesting feature of his symposium on the pharmacopœias of the world, con[illegible] by correspondence. The election of the other sections was conducted by the arrangement of their respective chairmen and the rule was freely used that the members were getting far more mental pabulum than they could well digest in the present rate of consumption.

The officers of the various sections are:

[illegible] chairman, A. R. Cahn, Chicago; secretary, Wm. G. Reichhelm, Baltimore. Pharmacy and Materia Medica, chairman, J. L. Lascoff, Louisville, Ky.; secretary, Otto Raubenheimer, Brooklyn, N. Y. Chemistry, chairman, H. L. Fullerton, Medford, Wis.; secretary, C. S. Mason, Philadelphia. Microscopy, chairman, L. E. Sayre, Lawrence, Kan.; secretary, E. M. Ahrens, Philadelphia. Historical Pharmacy, chairman, L. F. Kebler, Washington; secretary, Prof. Sydney Yeomans, Chicago. Education and legislation, chairman, Prof. C. W. Johnson, Seattle, Wash.; secretary, Prof. W. J. Teeters, Iowa City, Iowa; associates, Prof. J. W. Sturmer, Lafayette, Ind., and M. Neil, Atchison, Kan. Practical pharmacy and dispensing, chairman, Louis Saalbach, Pittsburg; secretary, P. Henry Utech, Meadville, Pa., associate, Wm. A. Heal, Detroit, Mich.

33 SCHOOLS NOW IN CONFERENCE OF FACULTIES.

Pharmaceutical Syllabus Approved and By-Laws Amended as to High School Minimum.

At the eleventh annual meeting of the American Conference of Pharmaceutical Faculties held at Richmond, May 2-7, 26 colleges of pharmacy were represented by delegates. On account of the death of the president of the conference, Wm. M. Searby, the vice-president, E. H. LaPierre, presided. The vice-president, in his address, called particular attention to the growth of the conference from 17 schools at its organization in 1900 to 33 schools now holding membership.

The report of the chairman of the executive committee showed that the conference was doing much toward assisting in raising the standards of pharmaceutical education.

The Pharmaceutical Syllabus was carefully considered and the conference voted to approve its general scope and purposes. The following were elected to represent the conference on the general syllabus committee: J. H. Beal, H. H. Rusby, J. O. Schlotterbeck, J. A. Koch, W. C. Anderson, C. B. Lowe and H. V. Arny.

The by-laws were amended so as to provide that one year of high school be the minimum requirement for entrance to all schools holding membership in the conference.

Prof. J. T. McGill, of Vanderbilt University, read a paper on "The High School in the Southern States." His aim was to show that the Southern States had ample high school facilities to prepare students to meet the minimum requirement of one year's high school work. These officers were elected:

President, J. O. Schlotterbeck, University of Michigan, Ann Arbor; vice-president, W. J. Teeters, State University of Iowa, Iowa City; secretary-treasurer, Charles W. Johnson, University of Washington, Seattle; executive committee, chairman, J. A. Koch, Pittsburg College of Pharmacy; E. G. Eberle, Baylor University, College of Pharmacy, Dallas; L. E. La Pierre, Massachusetts College of Pharmacy, Boston; J. M. Good, St. Louis College of Pharmacy.

Bureau of Chemistry Thrown Open to Visitors.

Many of the delegates attending the Pharmacopœial Convention took the opportunity to visit the laboratories of the Bureau of Chemistry and the Hygienic Laboratory during their short stay in Washington. The former is located in a new building at 216 13th street, S. W., just south of the new building of the Agricultural Department. On Wednesday evening the building was thrown open to visitors, the function partaking of the nature of a housewarming. Secretary of Agriculture James Wilson, assisted by Assistant Secretary W. M. Hayes, Dr. H. W. Wiley, F. L. Dunlap and W. D. Bigelow, received the guests, who were then shown about the building by assistants connected with the department. During the evening a concert programme was given by the Marine Band. Refreshments were served.

The building, which is new, has been only occupied for a few months and is said to be fireproof and sanitary in every respect. In it are located the various laboratories connected with the headquarters of the Department of Agriculture, the food and drug divisions, of course, forming only a part of the Bureau of Chemistry's work. Investigations pertaining to drugs are done in the drug inspection, synthetic products or pharmacological laboratories of the division, eleven rooms on the fifth floor and five rooms on the sixth floor being devoted exclusively to this work.

Social Features of the Convention.

No stated entertainment programme having been prepared by those in charge of the business meetings of the Pharmacopœial Convention, the visiting delegates and their families were busy most of the time in viewing the sights of the Capital City. A number of Washingtonians well known to pharmacists threw open their houses, however, and not a few of the visitors took the opportunity to accept the invitations so graciously extended to them as guests. Among those who entertained were Dr. and Mrs. L. F. Kebler, Mr. and Mrs. Wymond H. Bradbury and Mr. and Mrs. J. Leyden White.

Prof. Howell Gives His Views on the Ideal of Pharmacy's Future.

Development of Medicine in Foreign Countries Reviewed and Deductions Made—Mr. Heffner Believes Dr. Stewart's Plan Would Provoke Complications.

By Edward Vernon Howell, A.B., Ph.G., dean of Department of Pharmacy, University of North Carolina, Chapel Hill:

I have read with much interest the very valuable paper, "Shall We Have a Profession of Pharmacy? An Ideal Outlined," by Dr. F. E. Stwart, of Philadelphia, in the ERA for February, 1910.

In an interesting way, many of the things that prevent the idealistic practice of pharmacy and medicine are discussed. I agree thoroughly with the writer's statements that pharmacists should not recommend the so-called patent medicines, whether prepared by individuals, clubs or organizations. Private formulas worked up and advertised to a public for their own administration is not my idea of professional pharmacy. On the other hand, I do not believe in physicians using ready-made mixtures of medicines, patented or trade-marked or both, as *advertised directly to them by the medical samplers of manufacturing houses.*

Dr. Stewart's suggestion in regard to a new type—the apothecary-physician, who shall be "trained as pharmacologists, whose function it will be to select, prepare, standardize, compound and dispense medicine to meet the demands of the medical profession" and perhaps "perform the function of prescribing for minor complaints for which the public usually goes to the drug store"—does not offer, to my mind, the solution to the question, "Are we to have a Profession of Pharmacy?" Taking the suggestion as offered by Dr. Stewart as good, but differing as to the solution offered by him for an ideal profession of pharmacy, I quote the following dates from Pareira's Materia Medica in the development of medicine and pharmacy in England, Russia and Portugal:

From various writings we find that the practice of medicine and surgery among the ancient Britons was in the hands of the Druids. Superstition might be termed the foundation of their vocation. They also practiced the simpler operations of pharmacy. Some idea may be had of their knowledge of the cure of diseases when one reads of the charms they used, and the enumeration of such medicinal substances, applied with incantations and superstitious rites, as mistletoe of the oak, selago, vervain, samolus, etc. The mistletoe was cut with a golden knife only when the moon was six days old. When consecrated by certain forms it was considered an antidote to poisons and a preventative of sterility. Pliny, lib, XVI, c. 44. The vervain after libations of honey, as gathered at the rising of the dog star, when neither moon or sun shone, the left hand only to be used. Thus used it was recommended for fevers and distempers, as an antidote for snake bites, and a charm to win friendships. Pliny, lib, XXV, c. 9.

Anglo-Saxon Medicine.

Medicine and surgery was practiced by women and afterwards by ecclesiastics and leeches (medical, chirugi). Superstition was woven about the use of drugs, the principal ones were herbs, many having their virtues ascribed to the sun, moon and planets.

Anglo-Norman and Early English Medicine.

The first rudiments of scientific study of medicine seemed to be first exhibited in this period (end of eleventh to end of fifteenth century). At first it seems the instruction and practice of medicine was in the hands of the clergy, then was gradually passed to laymen. Some crude distinctions seem to have existed as to physicians, surgeons, apothecaries and alchemists. On the introduction of spices, gums and other Oriental products after the Crusades, the grocers who sold these became grocer-apothecaries. Some of the early grocer-apothecaries to the crown were foreigners.

In A.D. 1231 the society of pepperers existed. In A.D. 1345 the grocers were incorporated, and in A.D. 1456 they fined one John Ayshfelde six shillings and eight pence "for makynge of untrewe powder of gynger, cynamon and saunders." (Pure Food Law.) Roger Bacon, philosopher and alchemist (druggist?), described the methods of making tinctures, elixirs, gave rules for diet and medicine.

Modern English Medicine (From Fifteenth Century On).

These statutes, charters, etc., will give some idea of the progress of medicine and pharmacy.

1511—Partly Ecclesiastical.—The examination and admission of physicians and surgeons by the bishop of the diocese, aided by members of the faculty. 3 Hen. 8, c. 11.

1518—Incorporation of the Royal College of Physicians, of London, by charter.

1522—Separation From Ecclesiastical Influence.—Charter confirmed by statute. Examination and admission to the exercise of physic in England vested in the College. 14 and 15 Hen. 8, c. 5.

1540—Physicians to examine drugs. 32 Hen. 8, c. 42.

1542-3—Ministration of medicines for external diseases allowed to every one. 34 and 35 Hen. 8, c. 8.

1553—Wardens of the grocers to go with the physicians to examine "poticary wares, drugs and compositions." I. Mar. sess. 2, c. 9.

1605—Separation of Professions.—The apothecaries separately incorporated by the name of the "Master, Wardens, and Society of the Art and Mystery of Pharmacopolites of the City of London." Charter, 13 Jac. 1.

1606—Organization.—Apothecaries incorporated with the grocers.

1745—Separation of Professions.—The union of barbers and surgeons dissolved, and the surgeons separately incorporated. 18 Geo. 2, c. 15.

1800—Charter of incorporation of the Royal College of Surgeons. 40 Geo. 3, 22 d. March, 1800.

Charter altering title of Masters, etc., to President. 3 Geo. 4, 13th Feb., 1822.

Charter creating class of Fellows. 7 Vic., 14th Sept., 1843.

1815—Legislation Towards a Profession.—Apothecaries' Act. No person (except those previously in practice) to practice as an apothecary in England or Wales without examination. 55 Geo. 3, c. 194.

1843—Organization.—Incorporation of the Pharmaceutical Society of Great Britain.

Russian Empire.

Before the Eleventh Century, A.D.—During this epoch there were no professors of the healing art. Medicine was practiced in emergencies by the heads of families (Medicina domestica). Baths in popular use.

A.D.—From about the end of the tenth century to the end of the seventeenth century, A.D.

Subsequently to the introduction of Christianity into Russia (988 A.D.) medicine was practiced by regular professors, most of whom were foreigners (English, Dutch and German).

990 A.D.—John Smer, of Smera, a Pole, the first physician mentioned by name.

1534—Merbal (in Russ.) with figures.

1553—Commencement of commercial intercourse with England during the reign of Ivan Vassilievitch. Subsequently to this period English medical men visited Russia; some being sent, at the request of the Czar, by the English sovereign.

1581—Establishment of the Imperial Court Dispensary, in the Kremi district, in Moscow; and the appointment of James Frencham, an Englishman, to the office of Apothecary to it.

1620—Establishment of an Apothecaries' Board. To this board was committed the supervision of the court dispensary, the appointment of military surgeons, the establishment of new military dispensaries, the payment of the salaries of medical officers, and the settlement of disputes (in 1707, this received the name of Apothecaries' Chancery and in 1725 that of Medical Chancery).

1631—Military dispensaries instituted.

1657—Prohibition of private trade in rhubarb, and the establishment of the Crown monopoly. (In 1762 the monopoly ceased.)

Peter the Great (who reigned alone from 1696 to 1725) greatly encouraged medicine, as well as the arts and sciences generally. He established public medical institutions (hospitals, schools, libraries, museums, etc.), botanical gardens, etc. He promoted the translation of foreign medical books into the Russian language; and encouraged the establishment of chemical manufactories.

1701 to 1713—Appointment of eight private dispensaries in Moscow in addition to the two Royal ones.

1721—The establishment of private dispensaries in St. Petersburg, and other places, ordained.

1763—Foundation of the Imperial Medical College by Catherine II.

1778—Pharmacopoeia Rossica. Petrop. 1778, 8vo.

Portugal.

1449—Legislative.—Privileges granted by Alfonso V to the Apothecary Ananias on his arrival in Portugal from Ceuta. (First legislative notice of Pharmacy subsequent to the foundation of the monarchy.)

1450—Drug Law.—Inspection of drugs ordained.

1461—Separation of Professions.—Physicians and surgeons prohibited from preparing medicines; and apothecaries prohibited from practicing medicine and surgery.

1521—Legal Examinations.—Examinations of apothecaries ordained.

1711—Pharmacopea Lusitana reformada. D. Caetano de Santo Antonio.

1713—Pharmacopea Bateana. D. Caetano de Santo Antonio.

1716—Authoritative Standards.—Pharmacopea Ullisiponense. Joao Vigiie.

1772—Scientific Instruction.—Chair of Pharmacy established in the University of Coimbra.

From the early history of medicine and pharmacy and a glance at these laws, we see the need in the past for the (*a*) separation of the practice of pharmacy and medicine; (*b*) for the examination of medicines (Pure Drug Law); (*c*) examinations for the right to practice pharmacy and medicine, and laws to regulate this practice; (*d*) for schools to teach these professions; (*e*) for some authoritative list of medicines, for the physician to prescribe and the pharmacist to prepare for the treatment of disease.

In our consideration for higher ideals for any profession we

are very apt to forget many of the fundamental principles involved. In the two professions under discussion there are two important ones that we must not forget, first, that *laws regulating* practice in either profession are based on the *organic principle of protection* and safety to the public at large; second, that *ethical conduct* on the part of those engaged in these professions, that are controlled by laws of safety and protection, that this *ethical* conduct going hand in hand with the question of "making a living" is to be secured *largely* through educational influence.

It is an observation, too, that those in most need of reforms for their own protection are rarely the originators of such reforms, either in education or matters of public safety. There is a more or less definite ideal that medicine *prescribed* should be a matter of *record*, and laws compelling such records would have a powerful influence in preventing the sale and distribution of patents to the public, prescribing by the pharmacist and administering medicines by the physician.

From a careful perusal of those historical dates and reading between the lines one sees that the problems of our day were matters of notice then. For our various sects and schools of medicine, there were divisions in ancient days, as the following sects with their peculiar rules for guidance sprung up. The very Temples of the Asclepiades were breeding places of medical schools or systems. I mention the Cnidian School, Dogmatic, Independent School of Crotona, Hippocratic, and the Hippocratic school perverted by his sons, Thessalus and Draco, and his son-in-law, Polybus; the school of Praxagoros of Cos, Alexandrian, Pythagorean, Empirical, Methodic, Eclectic, Pneumatic, Stahlian, and Galenical schools, etc. From chaotic conditions of superstition, bickerings and comparative ignorance, the medical profession has slowly but steadily advanced to its present high standard, always declaring itself for the best preparation and cure of disease. When I observe that laws were passed (see above) restraining physicians from dispensing medicine and prohibiting pharmacists from prescribing medicine I conclude that these laws were the result of a demand on the part of the public for such separation of the two professions and not a voluntary action for such a separation on the part of the physicians. And this is the relation I hold that should exist today between pharmacy and medicine. I quote the following from the article, "either the pharmacologist to be evolved by the operation of the educational system proposed by the National Syllabus Convention will have to add sufficient knowledge of these branches of medicine to warrant licensing him (the apothecary-physician) to prescribe or recommend medicines, or the medical profession will have to be educated up to the point of appreciating a pharmacologic profession."

This latter suggestion I think will be helpful as a solution. I have just begun a course of lectures and laboratory work in pharmacy for the medical students here in the University of North Carolina. Almost at once I saw the field for good work, of mutual interest and value to the separate but dependent professions. Here it seems to me is the chance to harmonize the difficulties in the way of an ideal profession of pharmacy and medicine. And I firmly believe medical students feel the need of and would welcome a course in pharmacy. I speak authoritatively for those that are now under my instruction.

Accepting then the definition of pharmacy as the science and art of preparing, preserving, compounding medicines, and dispensing them on the prescription of physicians, and the definition of medicine as the art of preventing, alleviating and curing diseases, I believe that the pharmacist should prepare and the physician prescribe only those remedies that have been selected by men of both professions, skilled in botany, chemistry, pharmacy, therapeutics, toxicology, pharmacognosy, pharmaco-dynamics and therapy-dynamics.

The way is open for this selection of medicinal agents, and there is opportunity for the physician to prescribe and the pharmacist to make or buy for his dispensing, through pre-[illegible] the cure of disease. [illegible] *treated with just such care-fully* [illegible] *recommended medicines*. Nearly one hundred years ago Dr. Lyman Spalding, of New York, saw the [illegible] need of an authoritative standard for a guide to [illegible] and pharmacists. His call was heeded by the [illegible] of this country and resulted in the establishment of the United States Pharmacopoeia in 1820. When we are [illegible] medicines for the public's self medication [illegible] prescribing by druggists and self-dispensing by physicians, by the use of patents, proprietaries and trade-marked remedies by both, I think the remedy lies more in a [illegible] interest, possibly I might say old-time interest, in an authoritative list of medicinal remedies to be made *by druggists*, prescribed by physicians, and taken by the public in whose interest the laws for regulating such sales have been made.

That the Pharmacopœia can be made this guide book is a logical conclusion. Compiled in a truly democratic way by representatives of all interests concerned, not commercial, but broad and scientific in its purpose, with the stamp of governmental authority and the approval of nearly a century of use, it should appeal with a compelling force of recognition to its creators, the medical men, and to those that should follow it, the pharmacists.

My objections to an intermediate type, between physician and pharmacist, are: That to prescribe should require *diagnosis* before any practice of rational therapeutics; that diagnosis involves the elementary studies of medicine in too large a degree for any one except a physician; that perhaps there are no "*minor* complaints" considering the probability of after developments; that "minor complaints" and the "apothecary-physician" would have to have a legal status and we might have all our present difficulties with one more class involved in its salvation.

When there are prerequisite laws compelling at least a high school education as a preliminary, and at least a two years' graduated course of study for license to practice pharmacy, and when the profession of medicine lends a helping hand in the way of recognizing this effort, then we as pharmacists will advance towards an ideal profession of pharmacy. Then, perhaps, there will be drug stores where drugs are made and sold, not small department stores, with side lines from candy to paints, dividing time and thought with work of health and life.

NOT A PRACTICAL SOLUTION OF PRESENT EVILS.

Mr. Heffner Thinks Dr. Stewart's Plan Would Complicate Matters by Creating New Dispensing Element.

By Edgar F. Heffner, Secretary of the Pennsylvania State Pharmaceutical Association, Lock Haven:

Dr. Stewart's ideal—the Pharmacist-Physician—is all right as an ideal. It is inspiring to think of the good that could be accomplished by a special dispensation of Providence changing our pharmacists and physicians into self-sacrificing disciples of a New Propaganda, having for its object the elimination of the use of drugs for imaginary ailments, and the conscientious instruction of the general public in right methods of living and personal hygiene. The idealist can draw a splendid picture of the misery relieved and the ignorance removed as a result of this inspired labor, but a practical business man would listen for the cries of hunger from the dependents of the public benefactors—the transformed pharmacist and physician.

As a practical plan for the curing of present-day drug ills the plan is a failure, as the majority of physicians or pharmacists would not approve a serious attempt to put it into practice. It would give the pharmacists a new dispensing element to contend with, and add to the already strong competition in the overcrowded medical ranks, thus complicating a situation already grave.

More can be accomplished and American Pharmacy placed in a better light before the public and the physicians, if our efforts are turned toward a proper regulation of the use and sale of narcotics and dangerous medicines by State and National laws.

The right to stunt the mind and weaken the vitality by taking narcotics and powerful, dangerous drugs for all sorts of ailments, real or imagined, is one that should be taken away from the American public as quickly as possible.

The indifference and lack of [illegible] by the public in this matter is no excuse for our deferring the day of judgment, as we, by reason of our special training, know the danger and should lead in the [illegible] of having a demand for it come from the sensational press.

Every State association should consider seriously this year the recommending for passage by their Legislature of a stringent anti-narcotic law, and the recommendation that a National Health Department be created to regulate the sale and use of drugs.

Point Made at Lilly Banquet of Protecting Retailers From Dispensing Physicians.

Each year the house of Eli Lilly & Co., manufacturing pharmacists, of Indianapolis, is the host to the graduating classes of a number of medical and pharmaceutical schools. The first class to be en ertained and banqueted in 1910 was that of the Indianapolis College of Pharmacy, of which Prof. John H. Gertler is dean. After being given full opportunity to see all the new pharmaceutical appliances and being initiated into the latest methods of pharmaceutical manipulation, they repaired to the Claypool Hotel and seated themselves as the guests of the Lilly Company at a banquet which, as the head waiter expressed it, was "one of the widest spreads this tavern has ever known." There were covers for 90, as besides the 72 students there were present J. George Mueller, of the Mooney-Mueller Drug Co., and G. Barret Moxley, president of the A. Kiefer Drug Co., both of Indianapolis, and several members of the working force of the Lilly plant, headed by the president, J. K. Lilly, who sat at the head of the table.

With the coffee and cigars, Mr. Lilly opened the programme of speeches, all of which were informal. Mr. Lilly paid a heartfelt tribute to the late Augustus Kiefer, who had been a life-long friend of his father, the late Col. Eli Lilly.

"In 1876," said Mr. Lilly, "my father, who had left an unsatisfactory partnership, asked Mr. Kiefer for a job. Mr. Kiefer advised him to go into business for himself. My father said he had only $1300, to which Mr. Kiefer replied that it was enough, to go ahead, start a laboratory in Indianapolis with the necessary pots and kettles and he should see to it that Indianapolis wholesalers would buy everything he made. Mr. Kiefer kept his word and the business grew. My father found an unsuspecting uncle in southern Indiana who had $2500. I had the pleasure some time later of paying to that uncle $18,000 for the $2500 furnished in time of need."

Mr. Moxley and Mr. Mueller followed in clever speeches, testifying to the admirable policy of the Lilly house, which sells directly to the jobber and to the jobber only in such a way that the retailer is thoroughly protected and the medicine-furnishing physician is cut off from receiving supplies at the expense of the dispensing pharmacist and druggist. Both these speakers commended at length the Eli Lilly & Co. plan of marketing goods and hoped that others in the trade might follow their honest, open and above-board example. Mr. Moxley made a point in the assertion that there is no line of trade that produces the high class intelligent men that are to be found in the retail drug business and said there was an added pleasure to the wholesale drug trade in dealing with men of such knowledge, ability and business integrity. Remarks were made by Professors Gertler and Halley and John S. Wright, who, as the master of ceremonies on these occasions of Lilly hospitality, has managed so many of these affairs that with him at the fore there is never at any point a hitch in the proceedings.

Wisconsin Pharmacist a Collector of Medals.

Henry Rollman, a member of the State Board of Pharmacy, is the owner of one of the most valuable collections of medals in Wisconsin. One is a silver medal which was purchased 12 years ago for $20, issued during the reign of Queen Victoria in 1876, and valued at $250. Another rare George III medal, purchased for $9 and valued at $60, is owned by him.

? QUESTION BOX ?

THE OBJECT of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc. Requests for information are not answered by mail, and ANONYMOUS COMMUNICATIONS WILL RECEIVE NO ATTENTION; neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of The Era, copies of which, if not out of print, may be obtained for 25 cents each.

Dry Shampoo.

(S. Drug Co.)—The term "dry shampoo" is really applied to liquid or highly spirituous preparations on account of the rapidity with which the hair dries after their use. For this reason such shampoos are especially adapted to washing ladies' hair. Two formulas of this kind are the following:

(1)

White castile soap	1 dram.
Oil of lavender	1 dram.
Rectified spirit	8 ounces.
Water	3 ounces.

Macerate for a day or two, filter and add—

Ammonia water	1 ounce.

(2)

Tincture of quillaja	2 ounces.
Ammonia water	6 ounces.
Cologne water	2 ounces.
Alcohol	4 ounces.
Water	24 ounces.

Mix, adding the water last.

Shampoo Powders.

(1)

Dried carbonate of sodium	1½ drams.
Dried curd soap	1½ drams.
Solution of orange	q. s. to color.

Mix. This for a pint of water.

(2)

Powdered borax	16 ounces.
Powdered camphor	1 dram.
Oil of bergamot	½ dram.

Mix intimately.

(3)

Powdered borax	16 ounces.
Potassium carbonate	16 ounces.
Powdered castile soap	4 ounces.
Oil of rose geranium	2½ drams.

Rub up the oil in a mortar with the borax, then mix with

the other ingredients by sieving. Put up in closely stoppered bottles. For use, about 2 ounces of the mixture is dissolved in a quart of soft, warm water and used as any shampoo.

Label Paste and Varnish.

(W. T. C.)—"Will you publish in your next issue a method for permanently fixing labels inside of glass paper weights. I have on hand about 1000 of these weights and want to have the labels printed and fixed in so that they may not be easily removed."

We think almost any good label paste will answer the purpose, especially if the label, after the paste has had sufficient time to dry, be covered with varnish. We give a formula for such a paste and also for label varnish:

LABEL PASTE.

Tragacanth powder	1 ounce.
Dextrin	1 ounce.
Wheat flour	6 ounces.
Powdered acacia	2 ounces.
Salicylic acid	1 dram.
Water	2 pints.

Mix the powders intimately; add all at once, half the water; make an even mixture, and pour in a thin stream into the remainder of the water heated to boiling in a suitable vessel.

LABEL VARNISH.

Sandarac	150 parts.
Mastic	50 parts.
Venice turpentine	15 parts.
Spirit	800 parts.

Macerate with frequent agitation, until solution is complete, then filter; make up to 1000 parts with spirit.

Printed labels are first brushed over with a thin mucilage, and when perfectly dry, are painted with the varnish. Labels that are written are painted with two coats of collodion before applying the varnish.

Magnesia Usta.

(S. R. P.)—"What should be given for 'magnesia usta'?"

Magnesium oxide, U.S.P., or light magnesia. The old Latin title "magnesia usta" is still to be found in the German Pharmacopœia.

Chemical Reactions in Making Dobell's Solution.

(Dobell's)—"In making Dobell's solution by rubbing together the sodium bicarbonate and sodium borate with the glycerin and allowing effervescence to cease before adding the water and other ingredients, do I get the same product in the finished solution that is obtained by following the N.F. formula? What is the chemical reaction that takes place when these two salts are added to the glycerin? Is the medical properties of the borax and sodium bicarbonate destroyed?"

The products in the finished solution are practically identical whichever method is used in their preparation. Scoville ("Art of Compounding") states that Dobell's solution is sometimes ordered without any water, only glycerin, borax, bicarbonate of sodium and carbolic acid being used, and a strong [illegible]. If these be mixed cold, the reaction does not start promptly and may continue for several hours. It should be hastened by using a part of the glycerin at first, which is heated with the borax and bicarbonate, and when the reaction has ceased the carbolic acid and the rest of the glycerin are added.

Glycerin in the presence of water decomposes borax, forming sodium metaborate and boroglycerol, and water reacts with the boroglycerol, yielding glycerin and boric acid. The chemical reactions which take place may be represented by the following equations:

$$Na_2B_4O_7 + 2C_3H_5(OH)_3 = 2C_3H_5BO_3 + 2NaBO_2 + 3H_2O$$

$$C_3H_5BO_3 + 3H_2O = C_3H_5(OH)_3 + H_3BO_3$$

$$H_3BO_3 + NaHCO_3 = NaBO_2 + CO_2 + 2H_2O$$

These succeeding changes have been frequently discussed in pharmaceutical journals and various works on pharmaceutical chemistry. Other polyhydric alcohols, such as mannitol, dulcitol, [illegible] and sugar act like glycerin in decomposing borax. The chief medical properties of the salts in the finished solution are probably similar or identical with those of the original substances themselves. According to the Physician's Manual of the U.S.P. and N.F., Dobell's solution is the earliest of alkaline antiseptic solutions, preferable when carbolic acid is not contraindicated.

Ink for Hectograph.

(Subscriber)—Here are some formulas for hectograph inks:

Violet—Methyl violet, 1 part; water, 7 parts; alcohol, 1 part.

Blue—Water-soluble anilin blue, 10 parts; glycerin, 10 parts; water, from 50 to 100 parts, as desired.

Red—Diamond fuchsin, 10 parts; alcohol, 10 parts; acetic acid, 2½ parts; mucilage of acacia, 80 parts. Mix and dissolve.

Green—Anilin-green D, 10 parts; glycerin, 10 parts; acetic acid, 2 parts; alcohol, 10 parts; water, from 50 to 100 parts, as desired.

Black—Anilin black, 5 parts; absolute alcohol, 5 parts; mucilage of acacia, 5 parts; water, 35 parts. Mix and dissolve by the aid of a very gentle heat. Let the solution stand in a warm place 24 hours and filter. For some hints relating to the use of the hectograph, see ERA of May 4, 1905, page 496.

Copper Sulphate, Phenol and Hydrogen Dioxide.

(H. L. S.)—"In mixing copper sulphate solution with phenol and then adding a few drops of hydrogen dioxide, the mixture blackens (dark greenish), generating heat and gas. Is hydrogen dioxide reducing copper sulphate?"

Several reactions are possible in this mixture. Phenol may reduce the copper sulphate, probably forming oxides of copper and liberating sulphuric and sulphurous oxides, or the hydrogen dioxide may oxidize the phenol to pyrocatechin, quinone, and hydroquinone. The greenish-black color of the mixture is probably chiefly due to the combination of colors produced by the bluish-green solution of copper sulphate, the reddish-black oxide of copper, and intermediate products. The chemical reactions which occur would produce heat, and no doubt some free oxygen would be evolved.

NO SUBSTITUTION—SHORT HOURS.

Two Features of Big Establishment That Popularize Its Drug Department.

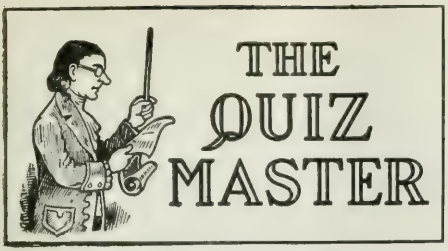
MINNEAPOLIS, Minn., May 20.—The evil of substitution has no more pronounced or energetic enemy than L. S. Donaldson, president of the L. S. Donaldson Co., of this city, proprietors of the largest department store west of Chicago. Comprised in the establishment is an extensive drug department, where hundreds of prescriptions are compounded every day. The department is in charge of C. E. Fisher, and A. M. Guernsey is the head prescription man. There are nine prescription clerks.

"I never allow substitution in my store," said Mr. Donaldson to the ERA man. "I would instantly discharge any employee found guilty of this offense. We do not have to substitute. There is no necessity for it, as we always have so large a stock of the best grades of proprietary goods that the market affords. Substitution is a poor policy, anyway. You never can create a large business by means of it. Should we lose a customer by substituting, he would also be lost as a patron of every other part of the store. I do not think that department stores substitute. It is the retail druggists that do this, and they are often driven to it. In our drug department we have always given the people of Minneapolis precisely what they wanted, and the result is that we have the largest drug deparment of any Western department store.

"One of the advantages we have is the ease with which we can at all times secure competent prescription men. This is because of our short hours, which are alluring to them after serving years in drug stores with their long hours."

Arrangements Made for New York Ph.A. Meeting.

The 32d annual meeting of the New York State Pharmaceutical Association will be held at the United States Hotel, Saratoga Springs, June 21-24. Arrangements have been made with the Trunk Line Committee for special rates from any point in New York State. Besides the regular business programme, entertainment has been provided in the way of a carriage ride and card party for the ladies, a base ball game between the N.Y.Ph.A. and N.Y.Ph. Travelers' nine, an entertainment by the local committee and an excursion to Lake George or Schuylerville.



A MONTHLY SERIES OF PRACTICAL AND EDUCATIONAL QUESTIONS FOR DRUG CLERKS AND STUDENTS, WITH THREE CASH PRIZES EACH MONTH FOR THE MOST CORRECT ANSWERS.

THREE PRIZES of $5.00, $3.00 and $2.00 respectively, will be paid each month to the three persons submitting the largest number of correct answers to each monthly series of questions. In the event of a tie for any one of the prizes offered, such prize will be equally divided among the successful contestants. This competition is open to all who may desire to compete.

ANSWER BY NUMBERS and write your answers upon letter size paper (8x10 in.), one side only, with your Name and Address at the top of each sheet. Also number your sheets.

ALL ANSWERS for each month's series of questions must be sent at one time, and must be with us not later than the 15th of the following month.

CORRECT ANSWERS to each series of questions and the names of the three contestants who have been awarded the prizes will be published in the Era, after the close of the respective contests.

WE INVITE our readers to send us their questions for publication in this department, particularly questions related to the practical work of drug clerks.

ALL COMMUNICATIONS relating to this department should be kept separate from other correspondence, and addressed to

The Quiz Master

Care of Pharmaceutical Era 82 Fulton St., New York

QUESTIONS, JUNE SERIES, 1910.

1—At ordinary temperatures, is liquid petrolatum soluble in water; in alcohol?

2—Why do crystals form in many extracts on standing?

3—What are the solubilities in water (25° C.) of the following: (a) codeine sulphate; (b) lithium citrate; (c) potassium citrate; (d) sodium salicylate?

4—In the presence of water, what incompatibility exists between bismuth subnitrate and sodium bicarbonate?

5—Why should ether never be mixed with hot fluids?

6—Does quinine have a more bitter taste when in solution, or when suspended in a liquid?

7—What is the nature of the white powder frequently found as a coating upon commercial ginger?

8—Should ginger which is coated with a white powder be used as a medicine or a condiment?

9—How many grains of strychnine sulphate must be dissolved in one pint of water in order to make a two per cent solution? Show work.

10—What is meant by a local anesthetic?

11—What are the ingredients in powder of ipecac and opium; ointment of potassium iodide?

12—Why should a metallic percolator not be used in making tincture of nutgall?

13—What is the appearance, odor and taste of boric acid?

14—What effect does cold water have upon gelatin?

15—What is the source of expressed oil of almond?

16—What is the official English name for (a) $C_{12}H_{22}O_{11}$; (b) $ZnSO_4 + 7H_2O$; (c) $Fe(PH_2O_2)_3$; (d) CS_2?

17—Why should sodium bicarbonate not be dissolved in boiling water?

18—What is posology?

19—How would you prepare pills of potassium iodide?

20—What is the advantage in using graduates which have the same scale marked upon both sides, or which are encircled by the markings?

21—What are two official drugs to which the name "Indian Hemp" is applied?

22—At a temperature of 25° C., what would be the volume (in fl. oz.) and weight (in avoir. lbs.) of a quantity of chloroform which could be put into a can which is just large enough to contain one pound (avoir.) of ether? Show work.

23—What U.S.P. liniments contain fluidextracts, and what are the fluidextracts?

24—In liquid preparations and ointments, why is precipitated sulphur preferable to other forms of sulphur?

25—What substance is contained in the present U.S.P. tincture of iodine, which was not in the tincture of iodine of the Pharmacopœia of 1890?

26—Upon exposure to the air, what changes do aqueous solutions of salicylates tend to undergo?

27—What effect does solution of chlorinated soda have upon red litmus paper?

28—What two official volatile oils, found in most drug stores and belonging to the same plant family, are obtained by expression?

29—In preparing lime water, is it proper to add water indefinitely to the undissolved powder in the bottle?

30—For internal use, what kind of oil of turpentine should be dispensed?

31—Why is calomel or yellow mercuric oxide incompatible with ointment of rose water?

32—Why is compound tincture of lavender sometimes called "red lavender"?

33—What are emetics?

34—What is a good solvent for balsam of tolu when it is used as a coating for pills?

35—What are some of the methods used in writing prescriptions for indicating large or unusual doses?

36—In making preparations by maceration, what is one part of the process which should be given careful attention?

37—What adulterants are sometimes added to absorbent cotton to increase the rate of absorption of water?

38—What is the action of salicylic acid when applied to the skin?

39—When is alcohol said to be denatured or denaturized?

40—Acetone is largely used in manufacturing what class of U.S.P. preparations?

41—What is the objection to filling capsules by hand in warm weather?

42—What are the chemical differences between aluminum, alumina and the official alum?

43—What containers are preferably best adapted for holding lard?

44—How would you try to preserve the prescription number on a bottle, when the contents are destructive to the label?

45—Why is borax frequently used in welding and soldering metals?

46—What is the retail price of a bottle of toilet water which cost 60c., and sold at a profit of 33⅓ per cent? Show work.

47—In physiology, what is meant by digestion?

48—What is meant by balsams, as applied to a class of U.S.P. drugs?

49—What is the purity rubric for silver nitrate; for sulphurous acid?

50—How does iodine occur in nature?

Competitors, Please Notice.

The above list of questions is the complete series for June, and all who desire to compete for the prizes should see that their answers are received by the Quiz Master not later than July 15. Do not send your answers in parts, but mail them all at one time, and be sure to follow the instructions given at the head of this department.

The judges of the April contest of the Quiz Master's Department have awarded the prizes as follows:

First prize, $5, to Thomas L. Cantrall, Athens, Ill.

Second prize, $3, to Fred V. Alter, San Antonio, Texas.

Third prize, $2, to Edwin R Mohler, Philadelphia, Pa.

Contestants wishing to know the grades which they have made in the April contest may obtain this information on request by sending two cents for postage to the Quiz Master.

THE QUIZ MASTER.

Questions and Answers, April Series, 1910.

1—What are four liquids used in pharmacy, which on ac-

count of their volatile and penetrating properties, should not be inhaled directly from the bottles?

Carbon disulphide, concentrated hydrochloric acid, solution of formaldehyde and stronger ammonia water.

2—Why should "hyd." be not used as an abbreviation to designate the name or part of the name of an ingredient employed in a prescription?

The abbreviation "hyd." is too indefinite as it may indicate several different words, for example, hydrargyrum, hydrastine, hydriodic, hydrochloric or hydrocyanic.

3—What is meant by the term "pipe" as applied to a pill mass?

A pill mass which has been rolled out into a cylinder, and is ready for division into the required number of pills is termed the "pipe."

4—What is an official drug which is a capsular fruit; a pith?

Cardamom; sassafras pith.

5—In the process of percolation, why is it advisable before putting the drug in the percolator to moisten with the menstruum the pledget of cotton which is inserted into the neck of the percolator?

A percolate sometimes refuses to pass from the percolator, and this difficulty is frequently avoided by moistening the pledget of cotton.

6—In physiology, what is meant by sensory nerves?

Sensory nerves are those which convey to nerve centers impulses resulting in sensation.

7—In fluidextract of senega, what change is prevented by potassium hydroxide?

Solution of potassium hydroxide tends to form soluble compounds with the pectin principle present in the root, thereby preventing gelatinization of the fluidextract.

8—How many grams of potassium permanganate in 100 grams of an aqueous saturated solution of potassium permanganate? Show work.

6.25 gm. One part of potassium permanganate is soluble in 15 parts of water, therefore, in every 16 parts of a saturated solution there is one part of potassium permanganate, and in one part of the saturated solution there is 0.065 part of potassium permanganate ($1 + 16 = 0.0625$). Then in 100 grams of a saturated solution there are 6.25 grams of potassium permanganate ($0.0625 \times 100 = 6.25$).

9—If iron wire is dissolved in sulphuric acid, what gas is generated and what chemical salt is formed?

Hydrogen is the gas generated, and ferrous sulphate is formed. $H_2SO_4 + Fe = FeSO_4 + H_2$.

10—Should ground colocynth contain more than a trace of the seeds?

No, the Pharmacopœia specifies distinctly that in all cases the seeds should be separated and rejected.

11—What would be your method for sticking a label upon a tin box?

Remove the glossy surface of the metal by a few strokes of emery paper, and paste the label upon the box. Some authorities advise coating the top of the box with tincture of benzoin before attaching the label.

12—What are sialagogues?

Sialagogues are medicines which promote the flow of saliva.

13—What is the official average dose of oil of bitter almond; compound solution of sodium phosphate; elixir of ammonium bromide; mixture of sassafras and opium?

Oil of bitter almond, ½ minim; compound solution of sodium phosphate, 2 fluidrams; elixir of ammonium bromide, [illegible] grains of ammonia and opium, 10 grains.

14—What U. S. P. preparations contain asafetida?

Emulsion of asafetida, pills of asafetida, and tincture of asafetida.

15—Why is a small amount of water necessary in the [illegible] in making tincture of capsicum?

Capsicum contains a small quantity of constituent which is soluble in water, but not in alcohol and a little water is therefore necessary in the menstruum in order to prevent the formation of a cloudy preparation.

16—What root is sometimes mistaken for, or used as an adulterant in, althæa root?

Althæa, possibly also phytolacca and scopola.

17—The acidity of normal urine is due chiefly to the presence of [illegible]

The acidity of normal urine is due chiefly to the presence of monosodium orthophosphate, NaH_2PO_4, and perhaps also to the acid salts of uric acid.

18—What are the three principal kinds of foods stored in seeds?

Starch, oil and albuminous substances.

19—What would you do if you accidentally spilled concentrated sulphuric acid upon your hands?

Immediate pour a large quantity of water (never a small quantity) over the hands, and then apply a thick paste of sodium bicarbonate. After permitting this paste to remain for about a half hour remove, and cover the hands with petrolatum. If the burns are very severe, consult a doctor immediately after administering the temporary treatment.

20—What is the nature of the precipitate which collects on the inner sides of a lime water bottle?

This precipitate consists of calcium carbonate, and is formed by the action of carbon dioxide upon the lime water. $CO_2 + Ca(OH)_2 = CaCO_3 + H_2O$.

21—How would you remove the precipitate which forms upon the inside of lime water containers?

A small quantity of strong hydrochloric acid poured into the empty container, will act upon the precipitate and form a soluble compound which can then be easily removed.

22—What objection is sometimes made to putting drugs into capsules in the form of a soft mass?

Some medicines, put into capsules in the moist condition, may cause the gelatin composing the capsule to dissolve or soften.

23—What are four common names for spearmint?

Garden mint, heart mint, our lady's mint and sage of Bethlehem.

24—In most cases, what simple tests will distinguish resins from gums?

Gums will dissolve in water, while resins will not. Resins are soluble in alcohol, gums are not.

25—What are two important classes of compounds which are carbohydrates?

Starches and sugars.

26—How is potassium chlorate manufactured?

Most of the potassium chlorate now in commerce is manufactured by the electrolysis of potassium chloride. It may also be manufactured by first passing chlorine into a solution of calcium hydroxide almost to the point of saturation, then concentrating the liquid and adding potassium chloride, after which the mixture is boiled down until it has a specific gravity of 1.28. On cooling, potassium chlorate will crystallize out. $6Ca(OH)_2 + 6Cl_2 = 5CaCl_2 + Ca(ClO_3)_2 + 6H_2O$, then $Ca(ClO_3)_2 + 2KCl = CaCl_2 + 2KClO_3$.

27—What is the objection to making infusions from fluidextracts?

Infusions are prescribed by physicians, when they desire preparations containing only the water-soluble principles of drugs. In most cases, fluidextracts are strongly alcoholic, and therefore infusions prepared from them will contain only the principles that were extracted by the menstruum used in making the fluidextract.

28—Seven and one-half grams of bismuth subnitrate are divided into 15 powders; what volume of water expressed in cubic centimeters will equal the weight of one of these powders?

Five-tenths or one-half of a cubic centimeter is the volume of an amount of water equivalent in weight to one dose of the bismuth subnitrate. In each dose there is one-half of a gram of bismuth subnitrate ($7.5 \div 15 = 0.5$), and since one gram of water has a volume of one cubic centimeter, then the volume of one-half of a gram is five-tenths or one-half of a cubic centimeter.

29—What are the ingredients used in preparing compound solution of cresol?

Cresol, linseed oil, potassium hydroxide and water.

30—What is meant by an alternate branching stem?

An alternate branch stem is one in which the twigs are arranged in a more or less spiral line about the stem.

31—Why should buckthorn bark be collected at least one year before it is used?

Buckthorn bark is kept at least one year before it is used in order to render inert the irritating and nauseating principles which are destroyed during the process of drying the drug.

32—What are the differences between a sulphate, a sulphite and a sulphide?

A sulphate is a salt of sulphuric acid; a sulphite is a salt of sulphurous acid and a sulphide is the salt formed by the action of hydrogen sulphide upon a base. A sulphate and a

sulphite both contain oxygen, while a sulphide is a combination of sulphur with some base.

33—How would you detect the presence of free iodine in thymol iodide?

Shake about 0.5 gm. of thymol iodide with 10 cc. of water, filter the mixture, and add starch test solution to the filtrate; if free iodine is present, the solution will be colored blue.

34—In selecting a cork for a bottle, why is it preferable to obtain one which is slightly larger than the mouth of the bottle?

A cork which just fits a bottle is apt to get crowded so far into the neck that it cannot be easily removed without the use of a corkscrew or other instrument. This difficulty can usually be avoided by using a cork which is slightly larger than the mouth of the bottle.

35—Why is it advisable to seal a package containing a prescription before giving it to the customer?

To prevent anybody tampering with the prescription.

36—What change in appearance does aromatic spirit of ammonia undergo after it has been prepared for some time?

Aromatic spirit of ammonia will assume a darker color owing to the action of the ammonia upon the oils or upon impurities in the alcohol.

37—How does sapo differ chemically from sapo mollis?

Sapo is a compound of sodium and fatty acids, while sapo mollis is a compound of potassium and fatty acids.

38—What is a retort?

A retort consists essentially of a bulb-shaped flask having a round bottom and a long tapering neck bent at an acute angle with the body. It is used for the distillation and decomposition of substances by heat.

39—What is meant by acute poisoning?

Acute poisoning is the immediate untoward physiological effect produced by the administration of toxic substances.

40—What is the objection to dispensing small quantities of hydrogen dioxide water from large containers?

Dispensing small quantities of hydrogen dioxide water from large containers would hasten deterioration by subjecting the liquid to frequent agitation and exposure to air.

41—How many fluidounces of infusion of digitalis can be made from one ounce (avoir.) of digitalis?

63.9056+ fl. oz. According to the official formula, 15 grams or 231.486 grains of digitalis are used in preparing 1000 cubic centimeters or 33.814 fluidounces of infusion of digitalis. Then 1 grain of digitalis will represent 0.14607+ fluidounces of infusion (33.814 ÷ 231.486 = 0.14607+), and one ounce (avoir.) or 437.5 grains will make 63.9056+ fluidounces (0.14607 × 437.5 = 63.9056+).

42—Why should care be exercised in opening a bottle of stronger ammonia water?

Care should be exercised in opening a bottle of stronger ammonia water, particularly if it has been stored in a warm place, in order to avoid accidents, such as that of injuring the sight of the operator by the violent expulsion of the liberated gas.

43—What change does phenyl salicylate undergo in the small intestine?

In the small intestine, phenyl salicylate is broken up by the pancreatic juice, and yields about 36 per cent of phenol and 64 per cent of salicylic acid.

44—At what hours of the day should medicines be administered which are directed to be given "three times a day"?

There is no understanding among physicians regarding this matter, but when not distinctly specified perhaps the majority of them would expect the medicines to be administered immediately before meals, while others probably would mean that the medicines should be given at 11 a. m. and 3 and 7 p. m., respectively. The physician should give each patient definite instructions upon this point.

45—What substance added to iodine will increase its solubility in water?

Potassium iodide.

46—What is the principal pharmaceutical use for liquid petrolatum?

It is principally used as a vehicle for medicinal substances which are to be administered by means of an atomizer.

47—In preparing a pill mass in a mortar, should the mass be triturated or kneaded with the pestle?

Most pill masses are of such consistency that kneading and not trituration must be employed in order to quickly produce a homogeneous mass.

48—What is the difficulty frequently encountered in preparing the official syrups which are made by simply mixing fluidextracts with syrups?

Syrups so prepared are frequently cloudy because of the precipitation of insoluble matter from the fluidextracts by the water present in the syrup.

49—What is a good method for conducting the filtration of volatile liquids?

When filtered, volatile liquids must be protected from undue evaporation. The funnel employed should be covered by a plate of glass or a cap of sheet rubber, and the neck of the funnel should pass into the receiving bottle through a tightly fitting stopper. Provision may be made for the escape of air from the receiving bottle by having the cover of the funnel and the cork of the receiving bottle perforated by short pieces of glass tubing which are connected by rubber tubing.

50—In physiological action, the salts of gold closely resemble those of what other metal?

They closely resemble the salts of mercury in physiological action.

The Era Course in Pharmacy.

The ERA COURSE IN PHARMACY is a home study course in pharmacy which is divided into ten parts with recitations and examinations by mail. Thorough instruction is given in General Chemistry, Theoretical and Practical Pharmacy, Botany and Materia Medica. New classes are organized each month, and now is an excellent time for students to enroll. The cost of the Course is ten dollars. A Prospectus will be sent by the publishers of THE PHARMACEUTICAL ERA to any one who applies.

Tents for Missouri Pharmacists Who Want Them.

A heavy attendance is expected at the convention of the Missouri Ph.A. at Maryville, June 14-17. Ed G. Crear, local secretary, wrote to W. H. Lamont, St. Louis, that arrangements were being made for tents for the druggists, each shelter to contain two, three or four rooms, floored, electric lighted and supplied with water. Those who will not care for the outing feature will be taken care of in hotels and homes. The meeting room will hold 800. On the grounds will be a race track, tennis court, base ball diamond and a perfect athletic field.

"Barn Dance" to Entertain Jersey Pharmacists.

CAPE MAY, May 20.—One of the features of the annual meeting here next month of the New Jersey Pharmaceutical Association will be the entertainment provided by the Traveling Men's Auxiliary of the State organization. It will take place on the evening of June 16 and has been styled "The Heckers' Social and Barn Dance." In accordance with this idea, decorations, refreshments, costumes and in fact every detail will be typical of the farm.

"Country School" for Pennsylvania Ph.A. Members.

PHILADELPHIA, May 20.—One of the entertainment features of the annual meeting of the Pennsylvania Pharmaceutical Association to be held at Buena Vista Springs on June 28-30 will be a "Country School," in which prominent representatives of the trade will bow to the stern will and mandates of Mrs. David McMurtrie, of Altoona, who has been selected by Chairman D. E. Bransome, of the entertainment committee, to enact the role of the "school marm."

Wisconsin Ph.A. Meets at Pine Point.

MILWAUKEE, May 20.—Local Secretary W. H. Barr, of the Wisconsin Ph. A., has completed the programme for the 30th annual convention which will be held together with the 15th annual meeting of the Wisconsin Pharmaceutical Travelers' Association, at Pine Point, Elkhart Lake, June 28 to July 1.

Silver Anniversary of the Tennessee Ph.A.

On account of the closing of a hotel the plans for the silver anniversary meeting of the Tennessee Ph.A. have been changed and it will be held at the Gayosa Hotel, Memphis, July 19-21. Members will be finely entertained.

Manhattan Ph.A. Fails to Obtain Quorum.

Due to lack of a quorum the Manhattan Pharmaceutical Association did not hold its regular May meeting.

BOARD EXAMINATIONS

Massachusetts.

BOSTON, May 20.—Only 10 applicants out of a total of 52 succeeded in passing the March examinations for registration as pharmacists before the State Board. The successful men were:

Pharmacists—George W. Goodel, Peabody; Henry W. Perry, Somerville; Frederick F. [illegible], Salem; Walter R. [illegible], Brighton; Nathan M. [illegible], Boston; Wallace A. Briggs, Williamstown; John J. Murphy, Boston; Walter J. Tremblay, Northampton; Benjamin P. Waters, Wareham; Roland G. Wright, Jr., Billerica.

The following received certificates as assistant pharmacists: Michael J. [illegible], South Boston; William H. Herbert, Lee; Alleridge W. [illegible], Holyoke; Israel Brody, Chelsea; Charles C. Ga[illegible], Springfield; Harold H. Golding, Stoneham; Lee A. Hegerman, Worcester; Harry F. Kerrey, Roxbury; James F. Fallon, Charlestown; Miss Vera G. Fox, Newton; William H. Me[illegible], Biddeford, Me.; Charles E. Peck, East Lynn; Wm. H. Philips, Fall River; Louis Rabinovitz, Malden; William A. Roody, Boston; Joseph Tarr, Roxbury.

Of the 53 candidates for registration in pharmacy who were examined during April just 15 were successful, as follows: George H. DuPaw, Malden; Francis H. Healey, Clinton; William T. Hunter, Fall River; Robert J. Curley, Holyoke; Justin N. Dows, Lowell; George H. Dudley, Beverly; John A. Kyte, Somerville; James F. Maynard, Boston; James A. Murphy, New Bedford; Charles E. Saunders, Worcester; Arland W. Carroll, Winchendon; Samuel C. George, Boston; James B. Young, Natick.

Certificates as assistant pharmacists were granted to George F. Barbour, Haverhill; Moses B. Clark, Lynn; Charles J. White, Boston; Harvey H. Bronson, Palmer; Hyman Seligman, Salem; George F. Clayton, New York; William J. Dorey, Boston; Wm. Linnahan, Watertown; Alfred N. Moreau, Boston; Harold Rosen, Malden; William A. Smith, New York; Joseph A. Talbot, Arctic, R. I.

Illinois.

SPRINGFIELD, May 20.—At the March examination of the Illinois Board of Pharmacy in Chicago, 36 of the 96 applicants for registered pharmacist, one of the three who took the examination for local registered pharmacist, and 49 of the 77 candidates for assistant pharmacist passed successful examinations. They are as follows:

Registered Pharmacists—Elmer C. Barber, H. L. Bellamy, James S. Brady, [illegible] V. Comes, B. Ross Cool, George Cunningham, [illegible], [illegible] Funt, Matthew W. Finlay, Vincent [illegible], [illegible], [illegible] S. Honeyman, Charles H[illegible], [illegible] Hughes, [illegible], S. N. Jacobson, Albert C. Kaufmann, M. A. L[illegible], Wm. J. Maeder, Edward M[illegible], Hugh M. Reid, [illegible]s O. Rose, John F. Scott, William [illegible], Jos. M. W[illegible] and M. J. Zacharias, all of Chicago; [illegible] S. [illegible] and William E. Ruesch, Joliet; G. A. [illegible], Grant Park; [illegible] E. Hennessy, Hoopeston; Joseph M. K[illegible], Lincoln; John J. Levitt, Cairo; Franklin C. M[illegible], [illegible]; Lyle K. Rowe, Hebron; Sidney H. Veaco, Belvidere, and George A. Williams, Gardner.

Local Registered Pharmacist—Edward H. Kreiling, Dunlap.

Assistant Pharmacists—Walter E. Ammermann, Albert Almquist, Henry V. Alexander, Clifford J. Bower, Robert B. Bond, Frederick H. Bohn, Roy E. Baker, Edward J. Backus, Sidney B. Curtis, Henry W. Colson, Wm. R. Eberle, John P. Golombiewski, Benjamin Gold, Andrew B. Helstrom, Fred L. Hill, Fred Hollingsworth, Ernest T. Janz, Casimier Kawecki, Lucian D. Lyons, Nathan Lyons, Frank E. McKamy, Walter O. Nolting, Rocco A. Navigato, Louis A. Pieper, Wolf Rosenberg, J. H. Lanier Robb, Julius Sucherman, Rollo Sarginson, Thomas H. Schopp, Nathan Talmage, Charles Trachman, Chester H. Taylor, Arthur Vance, Otto J. Wruck, Otto Zenian and Rocco Zito, all of Chicago; Adolph E. Anderson, Moline; Arthur F. Baggs, Aurora; Carl F. Bode, Cairo; Guy M. Blue, Tremont; Earl I. Lawson, Danville; Jay F. Hayes, Charleston; Robert F. Johnson, Peoria; Scoville H. Johnson, Paris; James C. Keefrey, Streator; Leslie F. Parker, Downers Grove; William A. Smith and Edwin J. Setz, Joliet, and Erle W. Tanner, Lewistown.

Mississippi.

WINONA, May 20.—The Mississippi druggists are getting on to higher things. The State Board of Pharmaceutical Examiners [illegible] doing good work. The [illegible] of the State board is [illegible] every drug store in the State must have a registered man. Out of a class of 97 up for examination last month 44 passed the examination as follows:

[illegible], Greenville; [illegible]; J. F. [illegible]; [illegible] Indianola; W. P. [illegible]; John I. West, Jr., Waynesboro; J. E. Bullard, Hattiesburg; J. W. [illegible]; [illegible] Hattiesburg; [illegible] Natchez; [illegible]; W. [illegible]; [illegible]; J. [illegible]; Henry H. Peterson, [illegible]; [illegible] Ward, Jr., [illegible]; [illegible]; [illegible] Meridian; [illegible] Heidelberg; [illegible]; H. L. [illegible], Jr.; [illegible]; [illegible] Waynesboro; [illegible] Tupelo; [illegible]; F. Y. [illegible]; J. A. Diggs, Ripley; [illegible] Edwards; Louis Clideman, Aberdeen; [illegible] Davis, Moundville, Ala.; W. C. Furr, Oxford; [illegible] A. [illegible], Baldwin; J. O. Wilson, Jackson; T. J. [illegible], [illegible]; W. H. Summer, Nettleton.

[illegible] licenses were issued as follows: J. A. Plunkett, Jackson; W. R. Dicks, Ruston, La.; R. I. Robbs, Kingsville, Tex.

New Board Members.

TOPEKA, Kan., May 20.—Governor Stubbs has filled two vacancies on the State Board of Pharmacy. William Dick, of Lawrence, succeeds F. A. Snow, of Topeka, and Walter Henrion, of Wichita, succeeds C. L. Becker, of Ottawa.

CHEYENNE, Wyo., May 20.—Governor Brooks has appointed John J. Steffen, of Douglass, to the vacancy on the State Board of Pharmacy caused by the death of Frank H. Eggleston, of Laramie.

OLYMPIA, Wash., May 20.—Governor Hay has removed J. W. McArthur, of Spokane, from membership on the State Board of Pharmacy and named J. H. Clossen, of Seattle, to the vacancy. Reasons given are "because of actions tending to impair public confidence in and bringing the board into disrepute." Mr. McArthur is a member of the lower branch of the Legislature. The Governor also has appointed C. Osseward, of Seattle, in place of T. W. Lough, term expired.

COLUMBUS, Ohio, May 20.—E. C. Davis, of Akron, has been appointed a member of the Ohio State Board of Pharmacy, succeeding M. G. Tielke, of Cleveland.

TRENTON, N. J., May 20.—Governor Fort has named Bloomfield Hulick, of Asbury Park, to succeed Edgar B. Jones, of Mount Holly, on the State Board of Pharmacy.

INDIANAPOLIS, May 20.—Burton Cassady, of West Terre Haute, has been apppointed by Governor Marshall a member of the Indiana Board of Pharmacy to succeed T. E. Otto, who declined reappointment.

Colorado.

DENVER, May 20.—The following candidates were successful at the March examination of the Colorado State Board of Pharmacy: Frank W. Autrey, Boulder; Dave Berland, Denver; Henry Foss, Greeley; P. G. Frandsen, Boulder; Ernest J. Goldworthy, Colorado Springs; L. M. Gwin, Denver; T. B. Hackler, Salida; Henry Henrickson, Colorado Springs; Anthony Hollebrand, Pagosa Springs; E. Hoffman, Idaho Springs; Ernest E. Hunt, Victor; George Cooper Moore, Littleton; M. Robbins, Denver; Maggie Rothwell, Hugo; Steinbruner, Wiltz B. Trible, Alamosa; Emanuel Trattner, Denver; C. E. Walton, Loveland; Frank Woodford, Denver; E. A. Yount, Colorado Springs; Wm. Kreamer, Denver; A. E. Hammer, Grand Junction.

Coming Board Examinations.

Colorado, at Gross Medical College, Denver, June 10-11; North Carolina, June 6; Michigan, Star Island, St. Clair Flats, June 20-23; Oklahoma, Oklahoma City, July 12-13; California, Los Angeles, July 18, and San Francisco, July 25; Illinois, Chicago, July 12; Florida, Jacksonville, June 13-14; Washington State, Tacoma, July 18-19; Georgia, Athens, June 6; Minnesota, July 18; South Dakota, Mitchell, July 13-14.

New York—Western Branch.

BUFFALO, May 20.—At the last examination of the Western Branch, New York State Board of Pharmacy, licenses were granted as follows:

Pharmacist—Eleanor Richardson, Attica.

Druggists—W. E. Bingel, Joshua Bockshitsky, L. P. Cottrill, Everett A. Fuller, LeGrand C. Hopper, Henry A. Johantgen and W. A. Ferrick, of Buffalo.

District of Columbia.

WASHINGTON, May 20.—At the quarterly April examinations of the Board of Pharmacy of the District of Columbia the following, out of 14 applicants, were listed as the successful candidates:

Frank Washington Milburn, Edward Vermilya Payne, Edward Burnett Keemer, Arthur Smith Gray, Taylor Orrin Timberlake, George Hench Butcher.

Increased Fees for Examination in Maryland.

BALTIMORE, May 20.—The Maryland Legislature, at its recent session, amended the Pharmacy Law by raising the fees for examination from $10 to $15 for competent pharmacists and from $5 to $10 for assistants. The increase was made in order that the State Board of Pharmacy may have money enough to carry on its work, which has not heretofore been the case. The State board is required to report annually to the Governor as well as to the Maryland Ph.A.

Ohio Arranges for Reciprocity With Mexico.

COLUMBUS, May 14.—Pharmacists or assistants who hold certificates from the Ohio State Board may practice their profession in Mexico without examination. That country and the board have just closed a reciprocity agreement to this effect. Mexicans can practice in this State under similar conditions.

Utah.

SALT LAKE, May 20.—The Utah State Board of Pharmacy has issued certificates to the following: G. P. Bryan, Moab; George H. Brooks, Smithfield; Charles S. Wood, Ely, Nev.

The SODA FOUNTAIN and CANDY COUNTER

Kansas Druggists Appreciate Value of Fountains—Typical Store in Average Town.

Pharmacy of Kiowa Drug Co., to the left, Raymond Zerber, chief dispenser; to the right, Chas. McClanahan, general manager.

KIOWA, Kan., May 20.—The illustration herewith sent you is of a prosperous and typical pharmacy of this section of the country and shows the soda fountain with only a portion of the drug store, which latter is well equipped for the prescription and general drug business. The Kiowa Drug Co. realizes the importance of the fountain, not only for direct profits, but as an advertising attraction. Consequently the president and manager, Charles McClanahan, takes a personal interest in its operation. For the last two seasons Raymond Zerber has been the chief dispenser and has built up an excellent trade, due to his attention to duty and his adaptability for the work of pleasing soda consumers.

Mr. Zerber, in a chat with the ERA representative, said:

"I am a constant reader of your magazine, *The Soda Fountain*, and have noticed many articles concerning Northern and Eastern and Southern fountains, including interviews with the men who run them. You might imagine that Kansas and other Western States were doing nothing, but I want to tell you that in this region there is just as much interest in good soda water as you will find in any other part of the country.

"One of our sources of success is our daily 'specials,' which we have tested as to value in various ways. At the opening of the season of 1909 we began the campaign of special drinks and sundaes. We advertised them in the windows and by hand-painted show cards on the back bar of the fountain. In the course of time we found that many patrons, regardless of the signs, would ask when they came in: 'What have you special today?' The announcements, of course, answered them, but they seemed to like to inquire and receive a verbal reply. We told them and invariably the order given by these patrons was for the special.

"Last summer we ran a line of fancy sundaes at 15 cents through the entire season and found a steady and increasing demand for them. We have adopted the same policy for the coming summer. There are many people who prefer something of this sort, rather than a beverage which can be disposed of more quickly, and we are here to give them what they want. Price is not the only thing.

"Neatness and cleanliness are of great importance. A cleanly kept fountain in a neatly arranged store is a big asset. Too much ornamentation is not desirable. It is not so home-like and there is a great deal in making your patrons feel as if they were more or less at home—that is, make them all your friends as well as patrons. Familiarity is not necessary, but a pleasant greeting costs nothing.

"You may be interested in a drink which I have found to be popular, although it is very simple. Here is the formula: Two-thirds of an ounce of coca-cola, two-thirds of an ounce of orangeade, put in a 12-ounce glass and add enough carbonated water solid to fill. I have named this drink the 'Flower Girl Soda,' which seems very appropriate, as you will no doubt say when you try it. I have never told any of my customers what I put in this drink, nor has any one yet told me what it was composed of. They just seem to like it and ask no questions."

Kiowa is a town of 2000 population and supports five soda fountains, with the patronage constantly growing.

Blue Law Enforced Against Soda Water.

ALTOONA, Pa., May 23.—County Detective James Spangler last evening arrested Jacob Slinik, proprietor of Kantner's Pharmacy, charging him with violating the old blue laws by selling ice cream and soda water on Sunday. This, the county detective declared, was done on account of the remonstrances of other 11th avenue dealers, who declared that they lost trade through obeying the law and keeping closed.

FORMULAS

[illegible] tionery.—Editor Era.

Four Candle Sundae.

On a [illegible] glass serving plate [illegible] disherful of vanilla ice cream. Take one-half of a banana, slice it into four parts (lengthwise). Place the pieces around the ice cream on the saucer in the form of a square, pour over one ladleful of strawberry [illegible] top with whipped cream and chopped nuts and then dress with a thin slice of pineapple and a cherry.

Banana a la Delmonico.

Place on a white plate a banana split lengthwise and on it put two small disherfuls of vanilla ice cream. Over one of the portions of ice cream put crushed maraschino cherries and over the other crushed raspberries. In the center between the two portions of ice cream put a spoonful of whipped cream. Over all sprinkle chopped pecans and top with whole maraschino cherries.

May Blossom Sundae.

Vanilla ice cream, 1 disherful; strawberry ice cream, 1 disherful; crushed pineapple, 1 ounce; crushed raspberries, 1 ounce; dispense in a 9-ounce stem glass, put a lady finger at each side at the top of the glass and cover with whipped cream and a cherry.

Royal Billiken.

Cut a peach in two, place the halves a little distance apart on a fancy plate and between them put a scoopful each of vanilla and strawberry ice cream. Over all pour a ladleful of crushed peaches and top off with whipped cream and a cherry.

Decoration Sundae.

[illegible] on the shape of an egg on a dish and over it pour cream de menthe syrup. Around the ice cream lay ½ dozen creme de menthe cherries and a spray of mint.

Mint Royal.

Into a 12-ounce glass draw ½ ounce of strawberry syrup and 1½ ounces of grape juice. Fill the glass one-third full of shaved ice. Add four sprigs of mint and six rose leaves, crushing them against the inside of the glass with a spoon. Fill the glass with carbonated water, stir well, and then decorate with a slice of lemon and two cherries on toothpicks. Serve with straws.

Strawberry Mousse.

Whip one pint of double cream until stiff; mash, strain, and sweeten one pint of strawberries and stir into the cream; place in a fine sieve until free of all liquid, then put in a mold, pack in plenty of ice and salt and let stand for three hours to chill.

Nebraska Nectar.

[illegible] juice, ½ ounce; orange juice, ½ ounce; grape syrup, 1 ounce; solution acid phosphate, 2 dashes; carbonated water, enough to fill a 12-ounce glass.

Chocolate Nut Sundae.

In a [illegible] cup place a cup of ice cream (10 to the quart) and pour [illegible] ounces of rare ripe chocolate syrup. Over this sprinkle a spoonful of broken walnuts, add a little whipped cream and a cherry.

Cocoanut Ice Cream.

Cook 4 quarts of cream and 1½ pounds of sugar, add 3 vanilla beans and pour the mixture while hot over two cocoanuts which have been fresh and finely grated. Cover until cold; freeze and add a little extract of lemon; then pack down to ripen. Serve with a little whipped cream.

Carolyn Punch.

Orangeade syrup (J. H. S. Co.'s), 2 ounces; angostura bitters 3 dashes; grape juice, 1 ounce; ice and fill with coarse stream. Serve in [illegible] glass.

Raspberry Sherbet.

Raspberry pulp, 1 pint; raspberries, 1 ounce; water, 1 quart; sugar 1 pound. Dissolve the sugar in the water, add to the other ingredients and freeze. The pulp will be found to make a sherbet much richer and of a more natural flavor than either a syrup or an extract.

Spring Ramble.

Strawberry syrup, ½ ounce; orange syrup, ½ ounce; pineapple syrup, ½ ounce; lemon juice, 2 dashes; shaved ice, ½ glassful. Place the ice in a glass, draw on the syrups and fill with carbonated water. Trim with a slice of pineapple and two strawberries. Serve with straws.

Caramel Ice Cream.

Dissolve 2½ pounds of sugar in 5 quarts of cream; add 15 eggs and 3 ounces of caramel, mix thoroughly and freeze.

Maple Shake.

Plain cream, 3 ounces; maple syrup, 2 ounces; ice cream, 1 small disherful; place all in glass with cracked ice, shake well, fill with carbonated water, fine stream, and serve in a bell glass. Decorate with slices of fresh lemon.

Coffee Bouche.

Coffee extract, 1½ ounces; powdered sugar, 1 tablespoonful; shaved ice, 3 ounces; milk, enough to fill a 12-ounce glass. Shake well, strain, and top off with whipped cream.

Chocolate Frappe.

Chocolate paste, 1 ounce; grated cocoanut, ½ ounce; white of 1 egg; mix thoroughly with a spoon, then add hot water and top off with a spoonful of whipped cream. The water must be boiling hot.

Flat Iron Special.

Shaved ice, 2 ounces; vanilla syrup, 1 ounce; pineapple syrup, 1 ounce; strawberry syrup, 1 ounce; place all in a tall glass, nearly fill with carbonated water, adding a slice each of orange and pineapple, and two strawberries. Serve with straws.

Fragrine Flipp.

Shaved Ice, 2 ounces; strawberry syrup, ½ ounce; pineapple syrup, ½ ounce; ginger syrup, ½ ounce; 1 egg; solution of acid phosphate, 1 dash. Place in a 12-ounce glass, fill with carbonated water, shake, strain, toss and serve with straws.

Skibo Treat.

Shaved ice, 2 ounces; 1 egg; nectar syrup, 1¼ ounces; milk, 3 ounces; fill with carbonated water, shake, strain, and serve in thin glass with grated nutmeg.

Fountains in Drug Stores.

—H. O. DANNER, a prominent Pittsburg druggist, is creating considerable favorable comment among his fellow druggists and patrons by the replacing of his old soda fountain with a handsome new apparatus with greatly improved facilities.

—THEODORE MUELLER, proprietor of the Central Drug Store at West Allis, Wis., is having plans drawn for an addition to be built to his store building. Arrangements will be made for a large laboratory and an ice cream parlor.

—MANY improvements are being made to the Pioneer Drug Store at Evansville, Wis. New shelving, furniture and fixtures have been installed in addition to new ice cream parlors and a new fountain.

—THE R. B. Clark Drug Co., of Monroe, Wis., held its formal soda fountain opening recently. Souvenirs were given to each visitor and music was provided throughout the day.

—PHILIP TESSIER has opened a new drug store at the corner of Savin Hill avenue and Sidney street, Dorchester, Mass., in which he has installed an onyx wall apparatus.

—J. A. YOUNG, of Erie, Pa., is adding to repapering and repainting his drug store, has further improved it by installing a fine new soda fountain of the iceless type.

—NEUMANN REGNER DRUG CO., De Pere, Wis., has purchased a large phonograph, which will be used for concert work in the company's large ice cream parlors.

—HARRY LANGDON has installed a nine-foot Innovation fountain in a new store at the corner of Pearl and Cross streets, Somerville, Mass.

—JOHN J. FORREST is moving into a new building at 453 Essex street, Lawrence, Mass., and installing a 20-foot Innovation fountain.

—E. W. LACONTUR is opening a new store at the corner of Williams and Almond streets, Fall River, Mass., and installing a new fountain.

Window Trims for the Fountain.

Practical Suggestions for Utilizing Imitation Fruits to Attract Attention.

THE average fountain does not receive its deserved portion of show-window advertising. Announcement strips are not show-window advertising. On the contrary, they are often so poorly made and crudely placed that they temporarily destroy any advertising value the window might possess.

To properly advertise soda water in the window, one must, for the time being, devote the entire window to that purpose. As soda fountain goods cannot be advantageously used, the display must be of a decorative character. In the following a few suggestions will be found.

The Mammoth Orange.

Take a half-dozen clean barrel hoops and entwine and cross them to form a spherical cage. Cover this cage smoothly with heavy, opaque paper. Over this place a cover of light yellow crepe paper. This is the "orange." Now for the "orange peel." Cut from medium weight cardboard eight "slices" of orange peel. Each of these "slices" is to be one-eighth of a sphere. That is, each of the pieces is to be a sharp-pointed oval which, when bent over the "orange" will cover one-eighth of it. In dimensions, each "slice" is to be in length equivalent to one-half the circumference of the "orange," and in greatest breadth one-eighth of the circumference. Along the middle of each of these pieces and extending from point to point on the "slice," lay a heavy copper wire. Over the full length of the wire glue a strip of tough paper to hold the wire firmly in place along the cardboard. Cover the inside—wire side—of each of the "slices" with white crepe paper. Apply paste lightly to the cardboard over the entire surface, and then gently press the paper against the paste. After the paste has become thoroughly dry, trim the edges of the crepe paper smoothly around the cardboard. In the same manner cover the other side of the "slices" with orange-colored crepe paper. Place the "slices," one upon the other, and at one end drive a wire pin through all the slices. Clinch the pin, so as to form a pivot from which the slices may radiate. Fasten this pivot point firmly to one side of the "orange." Now bend the slices upward and, by the aid of the imbedded wires, inward towards the "orange" in curves. The object is to bend the "slices of skin" so that the whole will have the appearance of an orange with a slit and partially loosened skin.

Drape the window with sharply contrasting paper, such as violet or emerald. Take large flower-pot, waste-basket, or similarly formed receptacle, cover it with paper like drapery, invert it upon the floor of the window as a pedestal and place the "orange" upon it. Use signs of appropriate wording to advertise orangeade or orange phosphate, or any orange drink or dish.

The Tulip.

The following effective display, although it was called the "tulip," is not an exact flower model. It can be called the name of any other flower if circumstances so require. The suggested colors may also be changed to harmonize with the design and general purpose of the display.

Make twelve cardboard "slices" as described above for making an "orange." The pieces may be from three to five feet in length, depending upon the size of the window, the doll used and the general environment. Six of the "slices" representing the "leaves" should be five-sixths as long as the remaining six slices. Cover the wire side of the shorter "leaves" with brilliant crimson paper and the reverse side with pale yellow paper; cover the wire side of the larger leaves with delicate pink paper and the outer side with white paper. Join the points of all the twelve leaves with a wire pivot, allowing the wire to remain long enough to fasten the design to a stand. Make the stand of a large, heavy board, or fasten the flower model directly to the center of the window floor. In fixing the pivot, place all the smaller leaves together on top of the large leaves, the wire sides being upwards. Now move the leaves so as to radiate from the center, curving the small leaves upward so as to form a cup, then bending over the large leaves so as to form the second wall of the cup. Within this cup stand a large doll, in white and tinsel and dressed as a fairy. In one hand of the doll place a gilt wand and on the head place a tinsel crown. In the other hand place a small soda glass filled with cotton, wax or other material to simulate a liquid. Hang up a large card on which is lettered the following:

> Our Tulip Fairy bids you welcome to our
> FAIRY FOUNTAIN.
> The sweetest of sweets for
> "HER" sweet TULIPS.

Drape the window in brilliant colors and use such other signs as may be desirable.

The Ever-Bubbling Pool.

The following somewhat intricate display was used by a Chicago confectioner to advertise his fountain. It attracted attention for many weeks:

In the center of the bottom of a large dish pan have tinsmith set a small pipe, opening into the pan. From the outer end of the pipe run a rubber tube which has been attached to the neck of a funnel. In some nearby, hidden place, install an electric fan in a box, with the top of the funnel so set in front that the fan will force air through the funnel and tube into the pan. Place the pan in the window and fill with pink or yellow liquid, such as is used for show-globes. Cover the sides of the pan with artificial flowers and vines. Arrange the window so as to represent a bower of flowers, vines and rustic wood, with a cool, shady dell and pool in the center. When the fan revolves the liquid in the "pool" will be kept constantly bubbling by air coming through the tube.

The display card may be lettered:

> Our Soda Is Just As Deliciously
> BUBBLING
> as the liquid in this dainty pool.
> It gives the cooling comfort usually found only
> IN NATURE BEAUTY SPOTS LIKE THIS.

Importance of Reporting Complaints.

Some fountain employers require the man behind the counter to make a formal report of all complaints made by customers, and even where there is no such hard and fast rule, it would seem to be advisable for a dispenser to report all such matters, with full particulars to the manager. If the complaint is in regard to the quality of the goods it is important that it should be looked into by the proper parties, so if necessary steps may be taken to prevent a repetition of the necessary steps may be taken to prevent a repetition.

In some cases, of course, complaints will be found to have been entirely justifiable upon the part of the customer, while there are others in which the customer is altogether unreasonable, and is kicking merely because it is his nature to kick. And while the dispenser should receive all complaints with tact and suavity, he should be careful to avoid even the appearance of taking sides with the customer against the store. If the complaint is made by a regular customer, and one who is not prone to find fault it would naturally be deemed of more importance than if it came from a stranger, and in such a case the dispenser might, while expressing surprise that there could be anything radically wrong with the goods, thank the customer for calling the matter to his attention, at the same time assuring him that it will be fully investigated.

Coca-Cola Must Pay Extra License in Mississippi.

JACKSON, May 20.—Replying to an inquiry from State Auditor E. J. Smith, Attorney-General Hudson advises that all dealers in coca-cola must pay a privilege license of $25 per year to sell that beverage, and that the fact of a license to sell soda pop and other soft drinks, or run a soda water stand, does not entitle them to sell coca-cola. This tax will cause a great many dealers to quit handling the article, as their profits in a year will not reach that sum. The auditor had been besieged with many letters of inquiry on this subject.

There is no doubt that the legislative intent was to curtail the drinking of coca-cola. Efforts were made to pass a law prohibiting its sale in the State, or to tax it out of existence, on the alleged ground that it contained cocaine or other elements injurious to health.

Shellac Coating for Chocolates Violates the Law.

Food Inspection Decision 119, which will be printed in full in the June *Soda Fountain*, rules against the use of shellac as a coating for chocolates and other confections.

Group Photograph of United States Pharmacopoeial Convention, N

ADVERTISING HINTS

Key Systems.

The mere fact that advertising pays is not enough to satisfy the business druggist. He desires to know what advertisements pay best, which of several papers or form of mailing list yields the best return per dollar of investment, and what classes of drug store merchandise show the greatest increase of demand through advertising.

These are problems which have engaged the attention of the greatest and most skilled advertisers and the attempts of solution have resulted in the creation of many key systems.

A keyed advertisement is one which contains some word, number, coupon, or offer which enables the advertiser to connect the purchaser of an advertised article with some one of several mediums or methods used to advertise that article. Druggists are fairly familiar with the systems of varying street, room, and department numbers used as keys by general advertisers. Here we shall deal only with systems which may be advantageously used by the retailer.

Coupon keys consist of coupons which form a part of the advertisement and upon which are announced special offers. In order to take advantage of the offer the purchaser is required to present the coupon at time of purchase. Thus, one may offer a 25 cent [illegible] and a 25 cent [illegible] for 25 cents provided the purchaser presents a copy of the part of the advertisement in which the offer is made. This part is the "coupon," and although the advertisement may appear to the average reader to be identical in the several papers, yet each ad carries a distinguishing mark which shows the name of the paper which printed it. The "keying" may be effected by printing the coupon in one paper in 10 point type, while the [illegible] is printed in 9 point type. Or the coupon may be [illegible] as a [illegible] plain and fancy-faced border rules.

Of course no keying is effective unless the sale of purchases [illegible] with it is [illegible] and the special offer [illegible] to those who present it [illegible] the key.

At the conclusion of the sale a comparison of the number of coupons clipped from the several mediums should readily tell which paper pays the best. At the same time, one must consider more than the mere number of coupons returned. He must consider the circulation of the mediums, for as advertising rates are almost always based upon provable circulation, so the advertiser should consider cost of space in connection with number of coupons received.

To find out what parts of town, or what business or professional classes are most strongly appealed to by a certain paper or class of goods, the advertiser has only to add the name, address and occupation lines to his coupon make-up, and insist that the coupons shall be fully filled out at time of purchases. When purchases are made by women, as they will be in the majority of cases, the occupation line should show the business or profession of the head of the family.

To find which medium yields the best returns on general lines irrespective of immediate sales, it is well to print a coupon in exchange for which the advertiser will give a calendar, free sample, or advertising novelty, without an attendant purchase. In all such offers the advertiser should refuse to accept coupons from young children.

Mailing List Keys.

To find out what style of language to use, what section or class is most strongly appealed to by a mailed folder, form letter, or other style of matter, the keying is merely a question of labor. One may either print a coupon upon the matter or demand the return of some particular paragraph or part. If mailed according to a classified list, the advertiser may place an identifying mark with pen, pencil or dating stamp upon the returnable part of the matter. Thus, an "L" would signify that the piece was mailed to the home of a lawyer, while a simple "X" might indicate a factory worker, and so on.

In cases where a plate furnished by a manufacturer is used, and no special price or premium is offered, it may be found unwise or impossible to key directly in or upon the advertisement. In such cases it is well to attach a special ticket or tag to the stock of the advertised goods and so ask the purchaser at the time of sale what medium led him or her to make the purchase. The name of the medium and such other information as may be secured can be written upon the tag which be removed before delivering the goods.

For local advertising there are two weaknesses generally shown in using keyed advertisements. One is, that the advertiser depends too much upon the bald offer, and pays too little attention to copy-making. The other common fault is that he fails to use his windows, show cases and general facilities to back and push the printed advertisement.

...v Willard Hotel, Washington, D.C., May 10, 1910, with Dr. Wall Presiding.

MOSTLY PERSONAL

Promotion for Popular Milwaukee Druggist.

Following the recent death of Ferdinand T. Yahr, president of the Yahr & Lange Drug Co., wholesale druggists, Milwaukee, the company has been reorganized and L. A. Lange, former secretary, was promoted to the presidency. Other changes made included the election of Fred E. Yahr as secretary, and the election of C. G. Forster, head of the Forster Lumber Co. and the Hilty Lumber Co., of Milwaukee, as director to succeed the late President Yahr. Mr. Forster is a son-in-law of the deceased president and will represent the estate in the business. Max Rosenthal was continued as treasurer of the company.

L. A. Lange, the new president, has devoted his entire life to the drug business and has been secretary of the Yahr & Lange Drug Co. since 1900. He became identified with the company in 1897 as manager when it was known as the Charles Baumbach Co. In 1900, when the name of the company was changed to the Yahr & Lange Drug Co., he was made secretary and manager of the drug department.

Leonard A. Lange is one of those men with a charming personality, a man with whom it is a rare pleasure to spend a half hour in conversation but who is so busy during the day that these half hours are generally very few in number. He is a Milwaukeean by birth, having made his debut in life on November 3, 1848, and obtained his early education in the schools of that city when it was just commencing its rapid growth.

LEONARD A. LANGE,
of Milwaukee, Wis.

Entering the drug business when 20 years old, Mr. Lange became connected with the firm of Burnham & Van Schaack, of Chicago, as receiving clerk, remaining with them and their successors, E. Burnham & Son, and the E. Burnham Son & Co., until the organization of the firm of Morrisson, Plummer & Co., of which he was one of the original members. Later when this concern was incorporated, he was made vice-president and secretary, which office he held until May, 1897. He then moved to Milwaukee to become manager of the Charles Baumbach Drug Co. When the name of the latter house was changed to the Yahr & Lange Drug Co. Mr. Lange was made secretary and general manager, filling this position until the death of Ferdinand T. Yahr on May 1 of this year when he was elected president of the company.

From his long and intimate association with the drug trade, both wholesale and retail, Mr. Lange enjoys a wide acquaintance and is favorably known. He has always taken an active interest in the N.W.D.A., being a member of both the proprietary and legislative committees and has always made it a special point to be in attendance at all meetings of the associations.

Aside from his business affairs he finds the greatest enjoyment in his home life. At times he becomes a follower in the footsteps of Isaac Walton and these occasional expeditions are generally said to result without fail in something besides the fisherman's proverbial luck. During the winter season Mr. Lange is an ardent follower of that sport made famous by the story of Rip Van Winkle's extended nap and the scores he rolls are sometimes said to cause the younger bowlers much alarm during the private tournaments.

As a chairman of the hall board of managers of the Jesu Roman Catholic parish, Mr. Lange is an active worker in religious circles, taking a great interest in the young men of the parish for whom a fully equipped gymnasium has been erected through his efforts. He is also a member of the Royal League and the North American Union, two fraternal organizations.

—ALFRED E. HEMENWAY, of Milton, a registered pharmacist, has been appointed Deputy U. S. Internal Revenue

Collector, in charge of the district of Massachusetts in the vicinity of Springfield. He spent 14 years at the [illegible] in [illegible] and then opened a drug store on his own [illegible] in [illegible]. Meanwhile he took the civil service examination for the [illegible] service, with the result that he stood third on the list of [illegible] and was selected for the [illegible] district, which includes the cities of Springfield, Holyoke and Northampton.

—Mrs. [illegible] Godding, former National secretary of the W.O.N.A.R.D. and former president of Boston Chapter, recently [illegible]. She accompanied her husband to the A.Ph.A. convention, where Mr. Godding was [illegible] as one of the candidates for president. She [illegible] Washington [illegible] a guest at a reception at the residence of Dr. and Mrs. [illegible] on that night and departed on Monday for Cincinnati, where Mrs. Godding was a delegate to the Federation of Women's Clubs convention. Next day the members of Cincinnati Chapter, W.O.N.A.R.D., tendered a reception to Mrs. Godding at the Hotel Sinton. After the reception a [illegible] was [illegible] by the ladies. From Cincinnati Mrs. Godding returned to Boston.

—CHARLES H. STOCKING, Ph.C., B.S., recently elected dean of the [illegible] College of Pharmacy, will spend his summer vacation in the vicinity of Stockbridge, Mich., where he will put in much of his time fishing. Mr. Stocking graduated from the University of Michigan School of Pharmacy a year ago and as a student was assistant to Prof. A. B. Stevens in [illegible]. He was a charter member and one of the first presidents of the Prescott Club, a student organization at [illegible].

—DR. H. M. WHELPLEY, of St. Louis, dean of the St. Louis College of Pharmacy, has returned home from the Richmond and Washington conventions. He will make a report in June to the St. Louis Medical Society. On his way home Dr. Whelpley stopped over to visit the Cincinnati Museum and study the Indian relics. At Cincinnati he and Dr. Wiley were entertained at a dinner given by Prof. John Uri Lloyd at the Business Men's Club.

—FRIENDS of Anton Tomkiewicz, well known south side druggist, are doing their utmost to bring about the reappointment of Mr. Tomkiewicz as park commissioner by the new Social Democratic administration of Milwaukee. While many official heads are being lopped off, it is believed that the Socialists look with favor upon the popular druggist.

—A. W. KILER, Columbus, president of the Ohio State Board of Pharmacy, was present at the recent regular meeting of the Eastern Branch of the New York State board. Mr. Kiler's stay in this city was short and only incidental to his trip to Richmond, Va., where he attended the annual meeting of the A.Ph.A.

—E. J. BASTABLE, Phar.D., a former Washington druggist, has joined the forces of Parke, Davis & Co. He will call upon the physicians of the National capital. He will undoubtedly prove of valuable assistance to George Dawson, who attends to the commercial interests of the company in Washington.

—K. P. HUBBARD, formerly of Ripon (Wis.) and now a druggist in Green Lake, a suburb of Seattle, Wash., in writing [illegible] and that he can catch as many trout there in an hour as he [illegible] in a week.

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

Royal Druggists' Association, is receiving many expressions of sympathy from his friends upon the death of his sister, Miss Lina Pritchard. Miss Pritchard passed away at Daytona, Fla.

—[illegible], a Milwaukee druggist, suffered severe injuries recently as a result of a fall down stairs. He was at work in his store at the time and fell through a trap door, breaking one rib and badly bruising his head and shoulders.

—S. H. CARRAGAN, assistant manager of Parke, Davis & Co.'s New York branch, recently returned to this city after a week's visit in Detroit. For several days following his trip, Mr. Carragan suffered from a severe cold.

—J. K. LILLY, president of Eli Lilly & Co., has returned to Indianapolis from the Pharmacopœial Convention in Washington. Mr. Lilly was one of the delegates representing the National Wholesale Druggists' Association.

—E. J. SCHALL, president of the Eupepsia Chemical Co. and manager of the proprietaries department of Meyer Bros. Drug Co., St. Louis, attended the annual meeting of the American Proprietary Association in New York.

—F. N. FISK, London manager of Parke, Davis & Co., was a recent visitor at the New York branch and Detroit headquarters of the company. Mr. Fisk's stay in the latter city was of about 10 days' duration.

—DR. H. IRVING SCHLESINGER, associate professor of chemistry in the University of Chicago and a son of Louis Schlesinger, of Milwaukee, may accept a position at the Imperial University at Pekin, China.

—LOUIS C. MEYER, a prominent druggist of Sheboygan, Wis., cut three arteries in his left wrist recently while pruning a rosebush with a sharp knife. Six stitches were necessary to close the wound.

—WALLACE EASSON, traveling salesman for the Dr. Shoop Medicine Co., and his brother Walter Easson, who are twins, celebrated their 50th birthday recently at their old home in Racine, Wis.

—P. MAGAREY, proprietor of Birke-Chemists, of Adelaide, South Australia, will visit New York City, Detroit, and other American business centers incidental to a trip around the world.

—CHARLES A. MACK, proprietor of a pharmacy at Medina, N. Y., was in New York last month as a delegate to the Masonic Grand Lodge. He is the Master of Medina Lodge.

—ADOLPH ERICKSON, of Chicago, visited recently in Waupaca, where he formerly conducted a drug store. He is planning to locate in the State of Washington.

—P. JENSEN, of Tacoma, president of the Washington State Board of Pharmacy, crossed the continent to attend the A.Ph.A. and Pharmacopœial conventions.

—GEORGE DELACY, clerk of the New York State Board of Pharmacy, was taken seriously ill recently and is at present in St. Luke's Hospital, this city.

—WALTER HEINNENTHAL, formerly with C. M. Charlesworth, at Kaukauna, has succeeded W. G. Griffith at the store of the Kaukauna Drug Co.

—F. H. KING, of Delphos, vice-president of the Ohio State Board of Pharmacy, attended the April examinations of the Indiana board at Indianapolis.

—JOHN JOSEPH, of Hayward, Wis., has disposed of his property near that city and has purchased a drug store in Minneapolis, Minn.

—FRANK RANK, of Appleton, Wis., who recently opened a drug store at Sheboygan, is reported to be seriously ill in a Sheboygan hospital.

—DR. JAMES H. BEAL, of Pittsburg College of Pharmacy, will be the guest of honor at the Missouri Ph.A. at Maryville, June 14-17.

—M. NOLL, Atchison, Kan., distributed his vigorous hand clasps among old and new friends at the Pharmacopœial Convention.

—WILLIAM FETKENHEUER, a prominent druggist of Bonduel, Wis., and wife visited relatives in Two Rivers, Wis., recently.

—THEODORE ELLERMAN and Francis M. Rudi, druggists, were among the enumerators taking the census in St. Louis.

—W. W. ALBERS, of Wausau, former president of the Wisconsin Ph.A., is making an extensive tour in Europe.

—HUNTER HUMMEL, of St. Louis, has quit the retail drug business to join the staff of Meyer Bros. Drug Co.

—[illegible], chemist for [illegible], New Zealand, will include New York City in his world tour itinerary.

—F. B. WENDT, a druggist at Mayville, Wis., has purchased a new four-cylinder automobile.

Mr. Liggett Gives His Version of Real Facts in Riker vs. Rexall

Criticises The Era's Report, but Admits Truth of Statements, Except as to One Court Scene at Which He Was Not Present—Wants a Co-operative By-law That Will Hold Water—Asserts That Rikers Neglected United Drug Agency.

Under date of May 12, Louis K. Liggett, president of the United Drug Co., Boston, sent to his stockholders a pamphlet dated April 15, entitled "Real Facts Regarding the Riker vs. Rexall Case." In the letter of May 12, Mr. Liggett states the facts as to the effect of the court proceedings precisely as did the ERA, but by leaving out context tries to make it appear that the ERA did not state the result fairly. The ERA said plainly that the Rikers had won the injunction, just as Mr. Liggett admits, but declared:

Vice-Chancellor Howell ordered the temporary injunction to continue until the final hearing in the litigation. Without passing upon the main controversy, he declared it would be unfair to permit the status quo to be interrupted pending final adjudication. Several months will probably elapse before the suit is disposed of.

That disposes of the charge that the ERA tried to convey any erroneous impression. Another point that Mr. Liggett tries to make is that the attack of his lawyer on the trade press did not take place. As stated in the ERA this attack was made in the court room, after recess had been taken and therefore was no part of the proceedings, nor did the Vice-Chancellor take any notice of the outbreak, although he had not yet left the bench. Mr. Liggett was not present at the time and his denial has nothing material on which to stand. The outbreak was not directed toward the Vice-Chancellor, but the lawyer addressed his remarks to the newspaper man, walking across the court room toward him and shaking his finger with vehemence at the object of his tirade. With these corrections in mind Mr. Liggett's letter makes interesting reading:

Mr. Liggett "Chokes Off" Would-be Sympathizers.

Dear Pardner: BOSTON, May 12, 1910.

I received a letter this morning from one of my good friends telling me that he had read in the ERA that the United Drug Co. had lost its suit with the Riker Co., and extended his sympathy to me.

I wonder how many people think the same as he does—that we have lost our suit—and how many sympathizers there are? I am writing this letter in the hopes that I may choke them off.

I don't need any sympathies, and I know the United Drug Co. doesn't—for two reasons:

First—We haven't lost any suit. We think the decision is in our favor. What happened in Newark on the 7th and 8th of April was only a skirmish. The real battle comes in the trial.

Second—Even if we are licked we are not deserving of any sympathy, no man in business is who has had a run for his money, and that is what we will have had by the time we get through with this case.

Facts Just as The Era Stated Them.

Now—the facts of the matter are these:

The Judge has refused our petition to remove the temporary injunction that the Riker Company obtained against us, until such a time as there is a final hearing and disposition of our case. In other words, the Riker Co. obtained a temporary injunction from the court without having heard our side of the case. We asked the Judge to hear our side and then remove the injunction, but as is the case in most of these hearings the court decided that we were not being damaged by continuing the injunction until a final hearing of the case because even under the injunction we were permitted to sell the Riker Co. and sell any one else in New York, Brooklyn and Boston so long as we sell the Riker Co. For that reason he believed, there being so many new points of law involved in this case, that it should be given a full trial—and that's all there is to it.

After there has been a trial of this case we are going to know just "where we are at" in these cities, and until there is a trial we will all be guessing. We think we are going to win—if we didn't we wouldn't be fighting the case.

The ERA in this article has given the impression to the trade that we lost our suit, and goes out of its way to rap us hard because we are trying to knock out our by-law that was supposed to protect our own agents. That's true. That's just what we are trying to do. Our lawyers decided months ago that this particular by-law was too indefinite to be binding and that it would not hold water in court. The United Drug Co. doesn't want any by-laws that are invalid—that won't hold water in court. If we find out that this by-law is valid, all well and good—we'll quit—take our medicine and say nothing more.

Wants a By-Law That Will be Valid.

If it isn't binding we are going to have a new by-law that is—that will give to our stockholders all of the protection they ask for and it is your right as stockholders, controlling the interests of this company, to demand that you get such a by-law as is valid and will protect your interests.

The ERA—and I suppose I am a fool to allow myself to be angered by any such nonsensical attack as is made on page 491 of that magazine—is chuck full of theories and misrepresentation in its article headed—"RIKER WINS INJUNCTION." The beginning, which is supposed to be very sensational is a big lot of buncombe. No such statement as they report was made by the lawyer for the United Drug Co. (Liggett's lawyer, as they call it). There was a question by the Judge as to why the case had been postponed and our lawyer took occasion to inform the Judge that the other side had been giving information regarding the case to the trade journals, and that the president of the Riker Co. had in an interview stated that all of the postponements were due to us which was untrue, and our lawyer so stated it to the court—he stated that there had been four postponements of the case, three of which were occasioned by the other side, and one by our side, due to sickness. I don't believe personally, nor do I think any of the lawyers believed that any one intentionally postponed this case—but as you will observe—the ERA publishes a big bunch of slush about it.

Could Have Been Treasurer of Riker Co.

It is true that the Riker Co. charged—according to their lawyer's arguments—that the occasion of all the trouble is the fact that I am disappointed in not becoming treasurer of the Riker Co. Unquestionably the lawyers of the Riker Co. had this thought suggested to them, but whoever gave them such an idea as that must have been hunting pretty hard to find a nail to hang his hat on.

If I had wanted to be treasurer of the Riker Co. it would have been a cinch for me to have been that, or anything else, by simply insisting upon it at the time I brought about the consolidation of the Jaynes and Riker deal. That company was my creation, and not theirs. I could have done what I wanted, I think, by asking for it before I put the deal through.

After all, this whole affair is a bunch of buncombe from start to finish. My only object in writing to you is the fact that I have been keeping still for a matter of four or five months now, and only three weeks ago did I sit down and dictate a letter to the stockholders reviewing this entire case, following the arguments of the lawyers in Newark, which by reason of the conservatism that I have attempted to practice the past five months I have refrained from sending out, but in view of the fact that I believe that all of this stuff that is appearing is premeditated and wilfully published, I am enclosing in printed form the letter that I dictated three weeks ago. It tells the story in a nutshell.

Will Abide by Verdict in September.

I only have this to say in closing that the stockholders of the United Drug Co. have only to think twice to realize that this company is strictly co-operative—that they own it and control it. When it comes to our meeting next September it is up to them if they have any ideas different from the management of this company—if they don't approve of the attitude we assume in forcing each stockholder to do his own share of the work—then is the time for them to take such action as is necessary to bring it about, and they can do it.

This thing about Liggett running the United Drug Co. is to me all rot. I'm not running the United Drug Co. excepting as my position as president and general manager of the company permits me. If any one can show that I have wilfully utilized my position for my personal benefit, or to make a dollar for myself, and not to share it equally with all of the stockholders of the company, then it's time for me to resign my position, and it's time for the stockholders to ask for it, but any one who attempts this is going to have a difficult time to prove it, for the reason that there never has been a time that anything done by the management has not been done for the benefit of all the stockholders and divided among them pro rata with the number of shares of stock they hold in the company.

Yours sincerely, LOUIS K. LIGGETT, President.

Mr. Liggett's Version of the Real Facts.

In the booklet of April 15, Mr. Liggett narrates in detail his relations with the Riker company, beginning back in 1906, when Mr. Jaynes went to him and wanted to dispose of his business. In the spring of 1907 the United Drug Co. issued stock for the purpose of purchasing a large interest in Jaynes & Co., the idea being to secure a larger outlet for Rexall goods. Says Mr. Liggett, continuing:

At that time arrangements were made with Mr. Cosden, who was then secretary of the Wm. B. Riker & Son Co., to come over to Boston and take charge of the Jaynes business. When the Riker Co. found that Mr. Cosden was going to do this they offered him much better terms than we were offering, with the result that there was brought about a suggestion of a consolidation of the Riker-Jaynes business. This looked good to your board of directors from the United Drug Co.'s standpoint, because it was verbally agreed at the time between the owners of the Riker Co. and the directors of the United Drug Co. that the manufacturing business of the Riker and Jaynes companies should be given to the United Drug Co., and the United Drug Co.'s goods should be pushed more extensively in Boston and New York. In other words, these cities would be made living examples of what could be done with the Rexall agency.

On such an agreement as this the consolidation was brought about—capital was furnished through my efforts to finance it,

and the business was given a tremendous momentum by reason of the large volume of retail business that was had by this combination.

BUT, NOW COMES THE RUB:

We did not get the manufacturing business of the Riker or Jaynes companies as agreed upon—they went back on their promises—they didn't push the United Drug Co.'s products harder as they agreed—but rather took the Jaynes products to New York and pushed them in the Riker stores in that city and brought the Riker products to Boston and pushed them in the Jaynes stores here. The business obtained by the United Drug Co. in 1907 and 1908 following this consolidation was less than we had been obtaining from the individual Riker business in New York and Jaynes business in Boston. In other words—we had invested our money in their business in an effort to secure more business from them, and upon promises to secure it, and had gotten in return 4 per cent interest on our money in dividends and less business than we had been getting before we brought about the consolidations.

In other words—the Riker Co. had no conception or thought of owning the Jaynes business. I created that conception—took no profit in exchange for it—didn't make a dollar out of the transaction myself—but worked for the sole purpose of getting more business for the United Drug Co.—and got what? I got less business for the United Drug Co., and a very embarrassing situation in exchange for my efforts.

You can be assured that I was most heartily ashamed of the condition. Written agreements as to what should be done were not entered into because the directors of the Riker Co. were directors of the United Drug Co., and directors of the United Drug Co. were directors of the Riker Co., and they were not thought necessary.

Tried to Get Rikers to Buy Hall & Lyon Co.

During the year of 1907 I served as a member of the board of directors of the Riker Co. and in my capacity as director I used all the persuasion possible to bring about the carrying out of these agreements. In the fall of 1907, as you will readily recall, came the panic. I did all that was in my power during that panic to get the Riker Co. to buy the Hall & Lyon Co. I did this, knowing at the time that we were not getting from the Riker Co. what we were entitled for, but I believed that I could eventually, by reasonable arguments and moral persuasion force them to carry out their agreements with us. * * *

The Riker Co. refused to buy the Hall & Lyon Co. after dilly-dallying around with it for a matter of a month or two. They claimed the company was too heavily in debt and stated further that the Hall & Lyon Co. was insolvent, and they wouldn't buy an insolvent concern. It was at that time that the directors of the United Drug Co. voted to sell their Riker stock and buy Hall & Lyon stock—we knew the Hall & Lyon Co. was not insolvent—and yet we didn't know any more than the Riker Co. had the chance of knowing. In a year's time the Hall & Lyon Co. was on a sound basis—but that has nothing to do with the Riker case—I merely mention it to let you know how we came to sell our stock in the Riker Co. and what we did with it.

The management of the Riker Co. didn't like our disposing of our interests in their company and buying the Hall & Lyon Co. Why they didn't like it we don't know and don't care.

Friction Over Sale of Cahoon-Lyon Co.

Their next move was to secure control of the Cahoon-Lyon Drug Co. in Buffalo. The general manager of the Riker business was at that time one of the members of the executive committee of the Cahoon-Lyon Drug Co., of Buffalo. They attempted to get control of the company—of its stock—and until within 24 hours of its annual meeting they had secured control, but when it came to casting votes the next day at the meeting, it was found that the United Drug Co., with the assistance of the independent stockholders, was in control in place of them, and the result was more friction between the two organizations—that is, the Riker Co. and the United Drug Co.

From that day, February 12, 1907, Mr. Liggett declares that the personal relations between members of the Riker and United companies have been friendly and that the only reason he can see why the Rikers should not have the Rexall agency is that the Rikers have not pushed and displayed Rexall goods to the extent which he believes should have been done. In 1907 he remonstrated and was assured that better work would be done, but soon there was a falling off. In December, 1908, he had a serious talk on the subject with Mr. Cosden, the Riker president, the latter promising to do better. For 1909 a guarantee was discussed and $75,000 agreed upon.

In the first four months, says Mr. Liggett, things went along in fine shape but then fell back. He continues:

When the 1st of December came we found that in place of buying $75,000, or 11-12 of that amount up to that time, they had bought less than $40,000 from us, although they were operating at that time [illegible] and 25 stores altogether in [illegible] the Jaynes stores had been [illegible] to us [illegible] and the Riker [illegible] from the Riker [illegible] of December 31, 1908, we had a total [illegible] of $41,168. In other words, 1907, with their combined stores, amounting to 11, their purchases were almost [illegible] 1909, when they had 22 stores.

Mr. Liggett tells of an interview with Mr. Cobb, who he says is the largest stockholder in the Riker concern, in which Mr. Liggett protested that the United Drug Co. was not being treated fairly. An order was promptly sent for the balance of the $75,000 guarantee. For 1910 he suggested a guarantee of $250,000, not that he expected the Rikers to agree to it, but because he considered their territory to be reasonably worth that sum to the United company.

Mr. Liggett suggests that his "pardner" addressed might be thinking something like the following question:

"Why should the United Drug Co. demand the Riker Co. to buy $75,000 worth of goods? Why should they ask them to buy $250,000 worth of goods? How long is it before the United Drug Co.—or Liggett, as some see fit to express it—is coming to my town to say to me—you have got to give us so much business or we'll cancel your agency?"

I'm going to answer these questions as follows:

In the first place, we have cancelled since we have been in business [illegible] agents—we have made many changes by reason of deaths, selling out of business, failures, but even with that, not many, considering the large number of stockholders we have, but on our own part we have cancelled but five agents—and I see no reason why during the next five years we should cancel more than five more if the stockholders of the company do what they ought to do—that is, see that their agency—that they themselves and their clerks—treat the United Drug Co. fairly—and by fairly I mean that our goods are given the display that the exclusive agency entitles them to have—that our advertising is reasonably backed up by displays—that the public in the city know or are taught to know where the Rexall store is by reason of window displays and counter displays of our goods, and the use in their own advertising of the words "The Rexall Store."

That is all the United Drug Co. is entitled to ask of you, but you stockholders are entitled to ask of this management, or me—because at the present time I am manager—that I see that each city stands on its own bottom—that it earns at least its own dividends—that we treat each and every stockholder alike—that we show favoritism to none.

What would you think of me, and how embarrassing would be my position two or three years from now, if I allowed this Riker case to go on simmering, and some day, at one of our annual stockholders' meetings, some one of you would ask, "How much money is the United Drug Co. making in New York?"—and I should be forced to answer—We are losing money in New York. Your thoughts and mine would be: These fellows are getting dividends, and we are making them for them. That isn't fair, is it? It isn't co-operation, is it? Isn't this management entitled to ask each stockholder of the company that he give enough effort and push to our goods to see that he earns the dividends that he draws from the company?

PRESIDENT HUHN HUNTS RECRUITS IN AUTO.

Head of N.A.R.D. and A.D.S. Will Not Be Drawn Into Any Controversy to Divert His Uplifting Efforts.

MINNEAPOLIS, May 20.—Charles H. Huhn, president of both the N.A.R.D. and A.D.S., said recently to the ERA correspondent:

"It is not my purpose to create any more disturbance nor to be dragged into any more unimportant discussions upon questions which have no bearing upon the future welfare and success of the N.A.R.D. I have already been too much handicapped by these side issues that have come up since the turn of the year, so I have been unable to carry out my plan for increasing the N.A.R.D. numerically and helping to make the influence of that organization indispensable to retail druggists.

"I desire to devote what time there is left between now and the Pittsburg convention to the sole purpose for which the N.A.R.D. was organized, namely, the bettering of conditions for retail druggists. If I inadvertently injure the feelings of any one or particular man or member by what I shall have to say hereafter, I shall be willing to correct any mistakes.

"The kind of work I want from this time forward from the members of the N.A.R.D. is exactly of the kind that the Minneapolis R.D.A. has agreed to do shortly—to secure as members of the Minneapolis association and of the N.A.R.D. the twenty-five retail druggists in this city who are not yet members. George A. Rose, Sherman H. Brownlee, Thomas Voegeli and myself will go after these men in our automobiles in mass, taking along with us as many members of the associations as will fill the four machines.

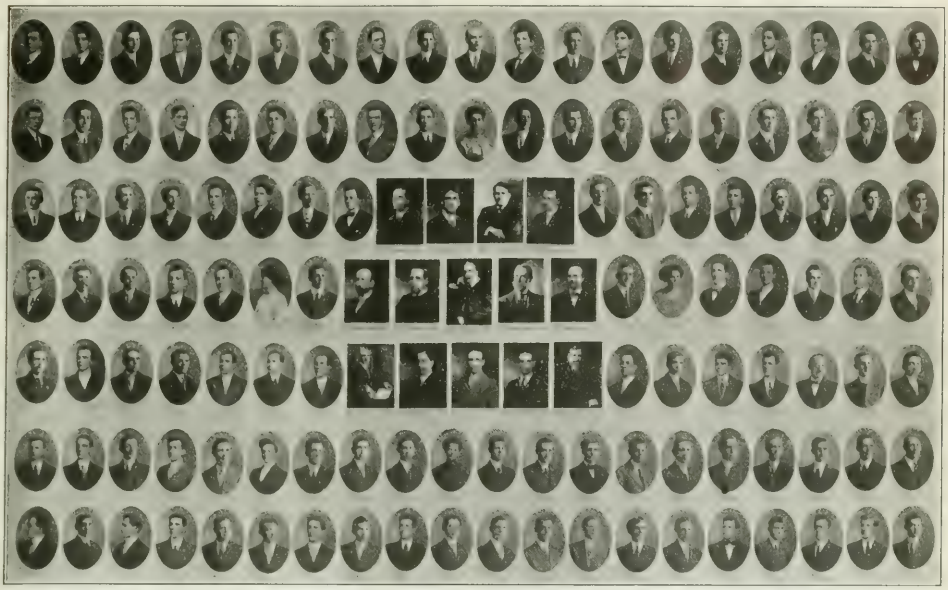
"That you may see that I am not sitting with my feet up many hours during these days, I will state that my time is now divided between erecting a warehouse, remodeling my store for more room, and last, but not least, serving on the grand jury.

"I hope, therefore, that every member of the N.A.R.D. will give me all the help he possibly can to make the organization of greater usefulness to the retailer than it has yet been. It is a source of gratification to know that the dues are coming in faster than ever before and that the expenses of this National organization are much lighter, proportionately, than in any previous year of its existence."

Mr. Huhn added in his genuine "Charlie" way:

"Tell them that the fat boy is with and for the N.A.R.D. every minute!"

Commencement Season in Full Swing—Graduating Class of Phila. College of Ph.



Exceptional proficiency marked the achievements generally of the Class of 1910 which was graduated on the evening of May 26 from the Philadelphia College of Pharmacy, the eighty-ninth commencement of the institution. The class numbered 120 and included five young women. The class officers are E. P. Gibney, president; L. C. Connelly, vice-president; E. C. Hickory, treasurer, and J. J. Goodwin, secretary.

BROOKLYN C.P. CONFERS NINETY-SIX DEGREES.

Valedictorian Distinguishes Himself by Able Oration at Commencement Exercises and Wins Prize.

With the applause of an audience of 3000, many of them parents, sweethearts or friends, ringing in their ears, and to the time of their own march, "The Class of 1910," the 92 graduates of the Brooklyn College of Pharmacy, led by Dr. A. E. Hegeman and Dr. Charles E. Gesell, proceeded two abreast to their places on either side of the immense stage of the Academy of Music, on which stood, in their honor, the trustees and faculty of the institution. The boxes were gayly decorated with the National colors and the footlights backed with innumerable bouquets of beautiful flowers and exquisite floral pieces. Adding to the color of the picture were the American and class flags placed side by side at the rear of the stage.

The valedictory was delivered by Emanuel M. Siegler. He spoke on education, elaborated on his conception of the subject and concluded by showing how pharmacy could fulfill his views. It was so obvious that Mr. Siegler believed everything he said that although his voice was very low, his listeners remained in a state of tension throughout his oration in order to catch every word.

In his address to the graduates, the Rev. John F. Carson, D.D., declared that the large number of people present was evidence of appreciation and approbation of the college and he concluded that inasmuch as so many Manhattanites were present, the institution must be the best of its kind in the State. This remark seemed to tickle everyone present and the applause that followed swept the house. Mr. Carson gave the graduates, besides the compliment to their alma mater, considerable good advice.

Before presenting the various prizes awarded for efficient work during the past year, President Rehfuss delivered a short address in which he commented on the recent status of pharmacy. "A vast change has occurred in the past ten years: pharmacy, perhaps the last of all the professions, has yielded to capital and the trusts. The big corporation stores—the chain stores—are here to stay. Nevertheless, there is always an opportunity for the wideawake pharmacy graduate. The laws of our State require that the registered pharmacist be a college graduate. Never was the necessity for higher education more obvious." Mr. Rehfuss congratulated the graduates on the successful conclusion of their college courses: the examination ratings, in particular, being gratifying.

The recipients and their respective prizes are as follows: Miss Elvira Kalkbrenner, postgraduate gold medal awarded for highest general standing; Joel Sissman, college senior gold medal awarded for highest general standing during year and in final examinations; Julius R. Globus, college silver medal, second highest general proficiency in senior class; Benjamin Melcher, bronze medal, third highest proficiency in senior class; Emanuel M. Siegler, Anderson gold medal, highest standing in theory and practice of pharmacy; Samuel Saletan, board of trustees silver medal, highest general proficiency in junior year; Joseph Bailin, alumni prize, compound microscope, awarded by Dr. Wm. H. Weygandt. The honor roll consisting of the names of those seniors and juniors who received over 90 per cent standing during the past year is as follows:

Seniors, Pauline Myerson, Joseph Apicella, Joseph Bailin, Samuel J. Cohen, Sam Fine, Julius R. Globus, Abraham Leder, Samuel Lessinger, Simon Lubarsky, Abraham Markoff, Benjamin Melcher, Oscar Mennin, Emanuel M. Siegler, Joel Sissman, Harry Stein, Soreo Tomilow and Paul Zingler; juniors, Nettie Givener, Jennie Loeb, Emilia L. Monaco, Lucelle Rein, Mary Schenck, Rose Shuloff, Israel Bromberg, Carmino Cava, Walter C. Currey, Harry M. Dichter, Sam Feitelson, Abraham Freidman, Benjamin Freidman, Charles L. Gesell, Jr., Jacob Goldberg, Maurice Harowitz, David Kaplan, Sol. Leder, George M. Perry, Samuel Saletan, Louis Steinberg, Frank Wallach, John Weinmann, Jr., and William Wolf.

The degrees were conferred by Dr. William C. Anderson, dean of the college, as follows:

Doctors of pharmacy, Elvira Kalkbrenner, Louis Stempel, Max A. Lipkind and Morris Steinberg.

Graduates in pharmacy, Pauline Gilman, Celia Mishkin, Pauline Myerson, Toni Sanntrock, Matilda Schuval, Debora Spero, Joseph Apicella, Leopold Bahr, Joseph Bailin, Louis Bar, Nathan Bass, George Berger, Joseph H. Betz, Osias Bierner, David Boyarsky, David Braunstein, Lazar Bresler, Joseph T. Belsito, John I. Brill, Max E. Brunke, Francis T. Cizmowski, Samuel J. Cohen,

Wm H Cotter Max Dorfman William Duffy Irving Elsker, Julius Friedman Andrew Fredericks Sutro Fine Morris Fried Meyer Gal Gustave Hansen Oppenheimer Henry M Gottschalk Jr. Julius R. Globus, Louis Gluckman, Max Goldman, Israel M. Goodman, Isaac Greenblatt, Walter M. Hahn, Max Heller, Hermann Hensel, Nepaulin Hermans, Jerry O. Kaiser Abraham Kaufman Hyman Kolker Isaac M Landman, Abraham Lesker, Joseph Lesser Samuel Lesinger, Louis Lesker, Hyman E. Levy, Theodore Lilienfeld, Julius London Simon Lubarsky, Harry M Marcus, Joseph B. Mellit, Arnold A. Meyerowitz, Joel Hart Mohamed Oscar Morgan, Jerome Mishkin Matthew Morrison, David Pomerantz, Israel Rabinowitz, Jacob Rosenzweig, Joseph Block, Louis Rosenberg, Max Rosenthal, Isadore Rosh, Samuel Rosenberg, Peter Jacob Schlegel, Clement L. Shaw, Isadore M. Siegel, Joel Sloss, Jacob Benjamin Spencer, Harry Stein, Alexander Stewart, Joseph Sussman, Samuel B. Taylor, Charles Tilney, Harris Tomashoff, Franklin B. Tompkins, Max Timmermann, J. J. A. Van Dieuse, Jr., Harry Walters, Charles Walther, Walter Wehn, Isaac Weinberg, George L. Wells, Aaron Wiesenthal, Paul Zinsser, Max Zschiesche.

The invocation was made by Rev. Gordon H. Eaglesfield, D.D. The vocal music of a high order and consisting of operatic and other selections, was rendered by Mme. Marie Stoddart, Mrs. Mary Gordon FitzGibbon, Senor Guetary and Frederic Weld. Their efforts were enthusiastically received and several encores called for. The orchestra was that of Mr. Kleine, son of the recently deceased treasurer of the college and Kings County Pharmaceutical Society, Oscar C. Kleine. The commencement exercises were followed by the annual senior banquet. Dr. William H Weygandt was toastmaster.

N.Y.C.P. HOLDS 80TH ANNUAL COMMENCEMENT.

Dr. Chandler Talks Interestingly of College's Progress Before Conferring 105 Ph.G. Degrees.

The 80th annual commencement of Columbia University New York College of Pharmacy was held recently at Carnegie Hall. The officers, trustees and faculty, having marched to their respective positions on the platform, were followed by the graduating class conducted by Hieronimus H. Herold, Ph.G. Prayer was offered by Rev. Dr. Floyd S. Leach and an address made by Vice-President Charles F. Chandler. The latter reviewed the history of the institution, calling particular attention to the distinguished men who had participated in its earlier life. He compared numerically the teaching staff of two professors in 1829, and the present faculty of 13 professors and 5 instructors. He also talked interestingly of the old quarters of the institution, first in rooms belonging to the University of the City of New York and later in a building in East 23d street. The present condition of the college is very satisfactory: of students there are 140 juniors, 125 seniors, 2 students of food and drug chemistry, 7 post-graduates, 15 special students and included in the total of 289 students for the year just ended, are 8 young ladies. When the new building in West 68th street was completed, the college assumed a mortgage of $125,000. This amount has since been decreased to $90,000 and the floating debt eliminated.

The names of candidates for degree of graduate in pharmacy, in the absence of Secretary Thomas F. Main, were read by E. W. Runyon, '73, late professor in pharmacy at the California College of Pharmacy. The degrees were conferred by Professor Chandler to the following:

Elmer Auchenpaugh, Katherine R. Bahan, Samuel Baron, Szues Bela, S. R. Merrill Benson, Isidor Berkowitz, Abraham Binder, Earl S. Bixler, Samuel Bloch, Robert L. Blyler, Lyle H. Bly, Morris Russell, David Cantor, John J. Carson, Harold T. Cartwright, Robert Clark, George F. Clayton, Abraham Cohen, David [illegible] Clifford D. Cole, Conrad A. [illegible] Howard Cornelius, Leon L. Cypress, Anthony D. Della Donna, Effie [illegible] Letting, Demetrio Fabregas, Jerome Fitzpatrick, Joseph Freedman, Max Fromer, Robert [illegible] Geo. J. Gelbert, Henry Gerber, Edward M. Gibbons, Samuel Glaserof, Jacob David Samuel Goldberg, Frederick Goodman, Samuel B. Greenwald, Walter Hewlett, Charles E. Hicks, Harry B. Hansen, Fannie Hart, Edward A. Helmlich, Martin G. Heldt, Hieronimus Herold, Martin A. Holt, Martin L. Hoyt, Grover W. S. Humphreys, Alton E. Hutton, Isidor Jaffey, Leo E. Kantor, Isidore Kaplansky, George Kassnoff, Ernest E. King, Bernard W. Knecht, William H. Krauser, Howard A. Krumwiede, Alvin E. Kuhlmann, Frank [illegible] Lawson, Meyer A. Leschower, Benj. Lesser, Calixto W. Lindsay, Edward McCrone Jr., Marcus E. Marcus, Antonio Martinez, Rueben Meyer, William S. Moore, John F. Cornelius, Joseph Pecarsky, Oscar O. Propst, Wilbert M. Ralph, Walter Reingardt, Victor H. Rhoads, Louis H. Richter, Walter A. Rothrock, Arthur Rothbluck, Irving H. Roediger, Leo Rosenthal, Samuel Rosenthal, George [illegible] Schettener, Harris Schlesinger, Malcolm L. Schlesinger, Louis W. Schwartz, Meyer Schwartzman, Charles Schwartz, Samuel Schwartz, Isidor S. Segal, Jacob Seligman, Theodore H. Sheel, Judas Taub, Samuel Teitelman, Emanuel Tregant, Wilbur H. Tyrrell, Herman Vogel, Arthur A. Von St. George, Monroe H. Wall, Samuel Weiner, Harry Weis, Vincent T. Whalen, James W. Wise, Frederick Yaffa, Otto G. Zorn.

The awarding of the alumni prizes to the three senior students most proficient in their college work during the past year was made by Hieronimus A. Herold to the following: First prize, gold medal, Walter Regnault; second prize, silver medal, Samuel Baron, and third, bronze medal, Herman Vogel. The roll of honor, read by Curt P. Wimmer, A.M., Phar.D., consisted of these names: Walter Regnault, Samuel Baron, Henry Vogel, Samuel Glaserof, Frederick Yaffa, Harold T. Cartwright, Earl W. Blake, Anton Robitsek, Leo Roon, Harry Weis, Arthur E. Cole, Richard Elting and Samuel Tolmach. The trustees' special prizes of $100 each were awarded by Prof. George C. Diekman to Frederick Yaffa, most proficient in materia medica; Walter Regnault, chemistry, and Leo Roon, pharmacy.

The address to the graduates was delivered by William Dawson Johnston, M.A., and the valedictory address by Alvin E. Kuhlmann. Benediction was offered by Dr. Floyd S. Leach. The Seventh Regiment Band furnished the music. A cornet solo by S. Finkelstein won much applause.

Interesting Exercises at St. Louis C. of P.

The 1910 graduating class of the St. Louis College of Pharmacy was entertained by the faculty at Hotel Jefferson with a banquet. Dr. H. M. Whelpley was toastmaster. These toasts were responded to: "Eighty-eight Years Ago," Dr. Enno Sander; class valedictory, Oscar F. Heitmeyer, Jr.; "The Omega Phi Society," Rube R. Armstrong; class motto, Miss Coyal Vilera Laubender; "The Ph.B. Class," Harry Claiborne McCormack; "The Pharmaceutical Press," Harry B. Mason. Presentation of the portrait of Solomon Boehm was made by Prof. Otto A. Wall.

The following evening Harry B. Mason, of Detroit, delivered the valedictory address at the 44th annual commencement of the college in Memorial Hall. Frank William Weyler, of St. Louis, was awarded a silver medal for the highest grade in the examination for the degree of graduate in pharmacy. Earle Carnahan, of Fort Smith, Ark., was given a silver medal for the highest grade for bachelor in pharmacy. Miss Bettie Prince Coussens, of St. Louis, was recommended for membership in the American Pharmaceutical Association with dues for 1910 paid by the college. The graduates were:

Graduates in pharmacy, Abraham Paul Cohen, William Joseph Conery, Albert Guy, Charles Thomas Hampton, James Dent Handy, Oscar Frederick Heitmeyer, Jr., Hosea Olo Hembey, Nova Hill, Mary Amerial Hobart, Mrs. Bertha Grace Huffman, Harrison Leo Kollme, Edward Albert Kroencke, Daniel Locke Leyerle, James Wood Lipscomb, Clarence Robert McCormick, Thomas Michael Mcgoverick, William Russell Mason, Joseph Nelson Mills, Christopher Otho Moffett, James Charles Murphy, Rose Pasbach, John Morton Ross, Rube Reid Armstrong, Joseph Riffey, Francis Martin Rudi, Irving Henry Schwartz, Theodore Samuel Schwartzman, Adolph Joseph Stueckemann, Leonard Julius Paul Stueckemann, William Harry Thornton, Rodney Davis Tolson, Frank William Weyler, William Heye Zimmermann.

Bachelor of pharmacy, Rube Reid Armstrong, George Thomas Bixon, Earle Carnahan, George William Collins, Bettie Prince Coussens, Harry Lester Coussens, Lloyd Lucius Crocker, Harry Claiborne Dyer, Milton Jenks Harnist, Coyla Vilera Laubender, Dorian Edward Mooney, Edgar L. Muse, Otto John Moser, Milton Heidel Stueckemann.

Degrees Conferred by University of Pittsburg.

School of Pharmacy of the University of Pittsburg last month conferred degrees on the following:

Graduate in Pharmacy—Robert Archibald, Lorenzo Alvino, Hornee E. Allen, Albert P. Blayney, Harriett A. Barber, Joseph F. Brantlinger, first honor; Cecil R. Bloom, Louis Boreman, Harry A. Beurl, Mark B. Cartwright, Peter L. Connor, Harry V. Day, Harry Diamond, Robert Eugene Fluke, Frederick W. Gatt, Bernard E. Gloekler, Norman A. Grauer, Roy H. Heiser, Guy B. House, John L. Jordan, Robert E. Krause, Jay W. Lafferty, Vincent H. Levin, Michael C. Little, James A. Martin, Frank A. Muselli, Jacob I. Mendelson, Howard I. Miller, Charles T. Moore, Charles R. Muldoon, John A. Mowery, second honor; Patrick H. McCullough, Charles R. McLaughlin, Michael L. McNally, Robert K. Norman, Walter J. Ochsenhirt, William T. Phillips, Morgan W. Porter, Charles A. Rhea, Forney A. Reeves, Lawrence J. Roe, Floyd L. Schweitzer, Frank I. Sharpnack, Andrew J. Metana, Irvin S. Smith, Charles E. Snyder, Clarence A. Stauffer, fourth honor; Frank Taylor, Stephen R. Wallace, John C. Wolpert, Wilfred F. Wise, Edwin H. Willets, Arthur S. Williams, Carlos H. Woodford.

Doctor of Pharmacy—Rhuard T. Moffitt, Leanore Darbaker, Jodie Pierson Wydick, Samuel Wydick.

Certificate of Proficiency—Warner H. McDonnell, third honor; George A. Meyer, Theodore J. Schill.

Fifty-three Graduates at Atlanta.

Grand Opera House was the scene of the exercises when the Atlanta College of Pharmacy recently graduated a class

of 53. Features were the address of Supreme Court Justice Lumpkin and the presentation of a handsome Shriner's pin to the dean, Dr. George F. Payne. Those graduating were:

Ph.G.—William Alfred Brown, Charles Frederick Benison, George Washington Bagley, Jr., Abraham Berman, Jeff Burkett Berry, Thomas Nathan Bussey, Joseph Cleveland Brewton, Manry Zol Buford, Philip Doyle Butler, Arthur Lee Clotfelter, Frank Graves Craig, Ernest Corn, John Arthur Diggs, John Edgar Epting, James Overby England, Alfred Keith Folger, Delmar Goode, John Pink Graham, Kenneth Lawrence Gray, Barney Frederick Herman, John Wesley Harrison, Miss Clare Virginia Hogan, Charles Groover Hodges, George Woodfin Huling, William Hudgens Irby, Robert Thurman Johnson, Julian Porter Key, Selim Ibraheem Katibah, Grover Cleveland Lamb, James Arthur Leggett, Thomas Grayson Lucius, Thomas Lever, Richard Wyatt Miller, George Washington Mathews, Oliver Carroll McElroy, Felix Kenneth McElroy, B. Hugh Mobley, George M. Mills, Lott Wilson Nelson, Andrew Houston Riddle, Lewis Alcun Roberts, John Calvin Runyan, Neal Troy Ritter, S. Lester Sharpe, Fred William Smith, William Claud Thomasson, Frederick Teague, John I. West, Jr., J. Franklin White, Dan Gee Waggoner, Edmund James Ward, Jr.

Ph. Chemist—Percy Young Ashford, Warren Forrest Bedenbaugh, Wilton Robinson Earle, George Marion Mills.

Phar.D.—Warren Forrest Bedenbaugh.

Gratifying Year for Massachusetts C.P.

BOSTON, May 21.—Commencement week at the Massachusetts College of Pharmacy has passed into history after one of the most gratifying years in the career of the college. The hop on Tuesday night in Horticultural Hall was a delightful occasion. Nearly 200 persons attended the function. Rev. A. R. Williams, of East Boston, made the invocation, and the commencement address was by Hon. John N. Cole, former speaker of the Massachusetts House of Representatives. President C. Herbert Packard conferred upon William Frederick Sawyer, former secretary of the State Board of Registration in Pharmacy, and for many years identified with the college, the honorary degree of Doctor of Pharmacy. Lyman W. Griffin, Ph.G., secretary of the college, read the roll of graduates upon whom the degrees were conferred by President Packard. The list is as follows:

Degree of Doctor of Pharmacy—Sarkis Garabed Aboonaian, Richard Mitchell Altmann, Henry Barone, John Patrick Barry, George Aaron Bridges, Harry Llewellyn Bruce, Percy James Callaghan, Ernest Orlando Cook, Edwin Brown Curtis, Henry Charles Foerster, Charles Joseph Foley, Winslow Cobb Garratt, Samuel Chester George, Robert Paul McKeogh, Clarence Joseph Norton, Robert Carl Peterson, Julian West Pollard, Elos Albert Ray, Daniel Reidy, Jr., Nancy Leonard Reilly, Charles Elmer Sanders, Carrie Leona Sears, Julius Simon, Carlton Bancroft Wheeler, Mihran Bedros Yardumian, James Burke Young.

Degree of Pharmaceutical Chemist—Addie Lavelle Howes, John Joseph Rourke.

Forty-eight Graduates at Northwestern University.

Forty-eight graduates of the Northwestern University School of Pharmacy in Chicago were given diplomas at the recent annual commencement exercises of the school held in Fisk Hall, Evanston. Those graduated were:

E. H. Abbott, W. E. Ammermann, Earl Barnette, H. L. Bellamy, George D. Butle, W. L. Carr, W. J. Carrick, J. F. Cunningham, Edward Devlin, C. F. Eckstam, J. D. Ernst, C. F. Folkrod, Mott Foresman, J. P. Graf, D. G. Harden, H. W. Harris, I. J. Heckman, J. M. Heinen, J. S. Honeyman, H. A. Isham, H. F. Isted, Raph. Jacobson, E. L. Kadlec, Jay Kaplan, F. M. Keeley, J. M. Knochel, W. A. Krafft, M. A. Lapjansky, H. M. Lappley, Chris W. Lee, J. J. Levitt,, A. S. Lindeman, F. E. McKamy, C. D. McKelvey, E. O. Morrison, W. J. Mueller, O. H. Ohlson, J. P. O'Rourke, R. J. Orr, J. D. Picard, F. A. Quilling, M. A. Roth, Longin Tabenski, H. E. Wagener, C. P. Witter, A. P. Zimmer.

Fifty Graduates at Chicago C.P.'s 50th Birthday.

School of Pharmacy of the University of Illinois, formerly the Chicago College of Pharmacy, celebrated the close of its 50th year at the commencement exercises held at the Central Auditorium of the Y.M.C.A. recently. President Edmund J. James conferred the degree of graduate in pharmacy on 50 candidates. The address was made by Thomas Whitfield, who is the only surviving member of the first class graduated by the school—that of 1860. In the evening the alumni of the school had a reunion and banquet at the Blackstone Hotel. Two hundred graduates attended.

Large Attendance at Albany C.P. Exercises.

At the recent 29th commencement of Albany (N. Y.) College of Pharmacy there was a large attendance. Numerous prizes were awarded. After the exercises in Odd Fellows' Hall there was a banquet. The graduating class consisted of the following:

Roy Irving Bauder, Leopold Branche, H. Harden Clow, Harold Way Cole, Charles Thomas Eldridge, Ellis William Eldridge, Michael Giaquinto, Walter John Joseph Hope, Jr., William Henry Jacobs, Guy Walter Knapp, Philip Joseph Krank, Dana William Lawrence, Walter Earl Lawrence, Thomas Ernest Lee, Charles George Mailloux, Charles Ignatus McCarty, John Stoddard McCormick, Paul Alonzo Mead, Arthur John Merriman, Leon Merle Randall, Harry Eugene Roble, Seth Erle Shanks, Daniel J. Shea, James Herbert Spencer, Douglas Reynolds Spiers, Frank Genung Thompson, Thomas O'Neil Vincent, Clarence Robert Whitaker.

College of Pharmacy, University of Memphis.

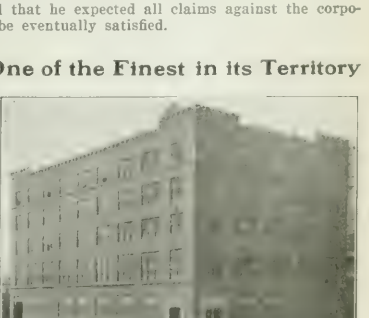
University of Memphis, which is now four years old, has just graduated the following in its College of Pharmacy:

E. S. Conser, W. P. Gallimore, C. E. Gillespie, Fred'k Ulman.

Hegeman Corporation Gets Two Jungmann Stores.

Another step in the bankruptcy proceedings against J. Jungmann (corporation), druggists, New York, was taken early in May when Judge Holt granted an application authorizing Harry S. Patterson, receiver, to sell two of the company's stores, at 1020 Third avenue and 1 East 42d street, to Hegeman & Co. It is stated that the amount of the sale will be something more than $75,000. An inventory made in February valued the stock in the Third avenue store at $67,496, and in the 42d street store at $24,416. The other three stores, at 50 Church street, 488 Columbus avenue and 15 East 23d street, will continue to be operated by the receiver for the present. In an interview with an ERA representative Mr. Patterson said that he expected all claims against the corporation would be eventually satisfied.

Milwaukee Drug Co. Now Occupies New Building, One of the Finest in its Territory



MILWAUKEE, May 20.—The Milwaukee Drug Co. has completed and taken possession of its handsome new building. The structure is one of the fines, and most modern of its kind in the entire drug world. It is of reinforced concrete and brick, five stories high and basement, being located at Michigan and Jefferson streets. It is completely equipped with an automatic sprinkler system, while all stairways and openings are enclosed so that the structure is absolutely fireproof. Nearly 90,000 square feet of floor space are provided for.

The basement is given up to the storage of heavy drugs, bottles, the location of the oil room, sponge room and excelsior rooms, besides the heating plant. The first floor includes handsome offices, sundry department and shipping room. The order department is on the second floor. On the third floor are the laboratory, liquor department and cigar department. The fourth and fifth floors are given up to storage and medicine departments. Every possible arrangement and device to bring about convenience and economy of labor as well as the dispatch of business has been provided for. There are 14 city telephones and 23 house telephones. There are toilet facilities on each floor. Two steel spiral chutes, two electric dummies and an electric elevator system have been installed.

One of the special features is the system of vaults. Two vaults, each 32 x 16 feet, have been installed and are the largest to be found in any mercantile establishment of Milwaukee. One is located on the first floor and will be used for office purposes; the other is on the second floor, where chemicals, explosives and medicines will be stored. The location is especially satisfactory, being diagonally across the street from the postoffice and near all the railroad depots. The officers are: President, Howard Greene; vice-president, treasurer and general manager, William B. Strong; secretary, George A. Moehle.

LEGISLATION, TELEPHONE AND PROPAGANDA.

These the Chief Subjects Discussed at May Meeting of Kings County Pharmaceutical Society.

At the May meeting of the Kings County Pharmaceutical Society Dr. Muir made an interesting report on pharmacy legislation at Albany. Charles Heimerzheim, chairman of the special committee to investigate the question of higher telephone commissions, reported that nothing further was likely to develop in this direction for several months. He was asked to present a report on the society's propaganda work for the past year at the next meeting. In a general discussion Dr. Muir said that every druggist he had interviewed had obtained results from the propaganda. To consummate the detail work all the society's dues, amounting to $1000, had been spent. Few organizations declared such a dividend to their members.

Dr. Muir called attention to the surplus of $8196 in the treasury of the Brooklyn College of Pharmacy and mentioned the fact that the institution had no indebtedness.

The following new members were elected: Ernst Meyer, 4624 Fifth avenue; Paul G. Wolff, 4902 Fifth avenue; Isaac M. Brand, 5424 Fifth avenue; D. B. Sterritt, 1222 Bedford avenue, and Joseph Ehrenwald, 285 Columbus street, all of Brooklyn, and Samuel Schermann, East Islip, L. I. Five were dropped. Treasurer Paradis reported $331 in the society's treasury and college surplus as given above; $115 was ordered to be paid to Secretary Hegeman for expenses.

ILLINOIS TRAVELERS HOLD SUCCESSFUL FEAST.

Prominent Men Participate in Banquet Preliminary to Annual Meeting of I.Ph.A. at Decatur June 14.

CHICAGO, May 20.—The I.P.T.A. banquet given at the Hotel LaSalle recently was an unqualified success. Men of prominence in the professional, political and business world made eloquent addresses, and the large gathering of druggists, salesmen and others enjoyed a very pleasant evening. Lee O'Neil Brown, minority leader of the Illinois House of Representatives; George M. Bagby, assistant corporation counsel of Chicago, and H. W. Miller, newspaper man of Ottawa, all responded to toasts in a fitting manner, and excellent speeches followed by President W. D. Duncan, of the I.Ph.A.; President L. P. Larsen, of the C.R.D.A.; President F. W. Dudley, of the I.P.T.A.; Secretary Thomas H. Potts, of the N.A.R.D., and President B. A. C. Hoelzer, of the Social Drug Club.

The coming Illinois Ph.A. meet at Decatur, Ill., June 14-8, was a topic much discussed among those present and the interest in this subsequent affair was plainly manifest. Decatur being a most accessible city and having excellent railroad connections, it is believed the meeting will have a record attendance. A complete new pharmacy bill will be submitted to the convention, and the formal endorsement of the bill agreed upon for the presentation to the next session of the Legislature is scheduled. Special trains will be run from Chicago, as well as southern Illinois, and the greatest meet ever held in the State is anticipated. There will be a fine programme of entertainment for the visitors, including field events with prizes.

KILLING OF JOSEPH BILL GREATLY DEPLORED.

New York R.D.A. Discusses Telephones and Elects Delegates to State Meeting at Saratoga.

The May meeting of the New York Retail Druggists' Association, held at Burger's, 20 Avenue C, this city, was well attended. The principal business of the evening consisted of the report of the legislative committee and its subsequent discussion. As to the [illegible] the sentiment of opinion was that the members endeavor to obtain slot machines for [illegible] and if nothing better could be done to leave the 20 per cent commission on Manhattan calls and 10 per cent on suburban calls as at present. The fact that the Joseph bill had [illegible] was greatly deplored. It was thought that in the [illegible] have granted other [illegible] and continue reducing the commissions having been [illegible] it would have served as an [illegible] to get the [illegible] to comply with the [illegible]

The [illegible] was called to the annual meeting of the N.Y.Ph.A. at Saratoga. Peter Diekman, Dr. Joseph Weinstein, Charles Bernstein, I. Z. Godfield, G. Goldblood, R. Strass; alternates, George J. Palitz, B. Collé, J. Almour, J. A. Klein, B. Miller and D. Berkman. It was voted to send $50 to the N.Y.Ph.A. as a contribution. Two new members were elected: J. Felberg and H. Perlman.

The association endorsed Dr. George C. Diekman as a member of the Board of Pharmacy to succeed himself in case the present law is not changed.

PHILADELPHIA A.R.D. TAKES UP NEW ISSUES.

Registration Bureau for Clerks, Liability Insurance, Legislative Candidates Interest the Members.

PHILADELPHIA, May 20.—New issues which would enhance the value of membership in the Philadelphia Association of Retail Druggists was the feature of the May monthly meeting. The opening of a registration bureau for clerks, to be conducted by the association's representative, J. H. Barlow, was unanimously agreed upon after it had been recommended to the meeting by Chairman J. N. G. Long in his report for the executive committee. The majority favored the no-fee system and supported the claim that here was another valuable incentive to join the association.

The other issue was that of liability insurance. D. J. Reese, second vice-president, had been appointed chairman of a special committee to investigate the system and its advantages when taken up by the association as a whole. By the latter plan, it is believed that a considerable saving can be secured to members. Mr. Reese stated the results of his interviews. All of them showed that the companies were anxious to treat with the organization and thereby be assured with little trouble of a large amount of business from so strong an organization whose insurance policies of this character are now widely scattered. As some of the companies had not been able to make a final proposition, owing to lack of time, the investigation by the committee was ordered continued.

Another evidence of the steady interest in the work of the association was furnished by the report of William A. Carpenter, chairman of the membership committee, who submitted the names of eight applicants. All of them were elected.

Charles Leedom called attention to the candidacies of two prominent members of the association for re-election to the Legislature. They were Theodore Campbell and E. H. Fahey. Representative Barlow had been circulating petitions among the druggists in the respective districts favoring the return of Messrs. Campbell and Fahey.

National Wholesale Association Now Incorporated.

At Washington in May the National Wholesale Druggists' Association was incorporated, under the law governing incorporations in the District of Columbia. The incorporators were: Charles A. West, chairman committee on legislation, Boston; Dr. William Jay Schieffelin, New York; Albert Plaut, New York; Thomas F. Main, New York; C. Mahlon Kline, Philadelphia; George D. Kauffman, Columbus; Charles W. Whittlesey, New Haven; W. L. Dewoody, Pine Bluff, Ark.; W. S. Amos, Kansas City, Mo.; F. E. Holliday, general representative, New York; J. E. Toms, secretary, New York. The trustees are the members of the board of control. The action was authorized at the last annual meeting of the association and qualified the N.W.D.A. delegates for participation in the Pharmacopœial Convention.

New Officers and Banquet for Chicago Bowlers.

CHICAGO, May 20.—The Social Drug Club Bowling League celebrated the close of the season with a banquet at the Boston Oyster House on May 3, and 40 members and invited guests partook of an elaborate spread. The officers for next year were elected as follows: President, O. W. Schmidt; first vice-president, J. F. Forbich; second vice-president, H. F. Mathews; secretary, J. M. Schwalbe; treasurer, H. F. Shaper.

Pharmacy Legislation Discussed by Chicago Drug Men.

CHICAGO, May 20.—The Chicago Retail Druggists' Association held a special meeting recently in the Northwestern University Building for the purpose of discussing, criticizing and revising the complete draft of the new Illinois pharmacy law, which was presented by Mr. Wells, Chicago member of the committee on legislation of the Illinois Ph.A. The meeting was well attended.

W. S. MERSEREAU, AGED 73 YEARS.

For Over Half a Century Engaged in Drug Trade in New York City.

William S. Mersereau, for four years first vice-president of Schieffelin & Co., New York City, and connected with this wholesale drug firm for the past fifty-five years, died recently after an illness of six weeks' duration, in his home at Elizabeth, N. J. Mr. Mersereau was born in New York City in July, 1837, and began his business career at Hempstead, L. I., where he engaged in the retail business. In 1855, he became connected with Schieffelin Bros. & Co. and shortly thereafter assumed charge of the entire business in New York City and later took charge of considerable of this firm's export and import operations. From 1880 until 1903, he was a partner in the business and when at the latter date it became incorporated under the present style he was elected second vice-president.

The following minute was adopted at the recent meeting of the Metropolitan Drug Club, of this city:

"*In memoriam*, William S. Mersereau. He laid down life's burden on May 14, 1910, having been engaged in the wholesale drug business for a period of fifty-five years. A man of gracious and winning personality, of unswerving integrity, of wide and varied information, his counsel was frequently sought and was always at the service of his fellow laborers in the trade, and we, the members of the Metropolitan Drug Club, who from close association knew and valued his sterling character and highly esteemed and respected him as a man and merchant, hereby record our profound sorrow at his decease, and convey to the officers of the corporation which he served so faithfully, and to the members of his family, our sincere sympathy in the more intimate loss they have sustained."

Remarks relative to Mr. Mersereau's high character and long service in the trade were made at this meeting by W. P. Ritchey, C. S. Littell, Jacob Weil, W. O. Kuebler, Joseph Plaut and others.

Mr. Mersereau was twice married, his first wife dying 18 years ago. By this first marriage he left four children: William T. R. Mersereau, Charles M. Mersereau, Mrs. Alice Teimpson and Miss Frances H. Mersereau. Mr. Mersereau was an active member in his church at Elizabeth. He was a member of the New York State Pharmaceutical Association.

Ferdinand T. Yahr, Successful Wholesale Merchant.

MILWAUKEE, May 20.—Ferdinand T. Yahr, president of the Yahr & Lange Drug Co., well known wholesale house, died recently after an illness of only four weeks. He was 65 years of age. Mr. Yahr was born at Heltrungen, Prussia, December 17, 1834, of parents who were sturdy German stock of long lineage. He received a common school education and in 1849 he came to Wisconsin, settling near Watertown. There he resided until 1853 when he moved to Berlin, where he lived until 1861, then moving to Princeton, Wis.

Mr. Yahr was prominent in public affairs at Princeton, holding many minor offices, and in 1890 he was elected to the State Senate and two years later was a presidential elector, casting his vote for Grover Cleveland. While at Princeton he first became interested in the Charles Baumbach Drug Co., of Milwaukee. Several blocks of stock were purchased at different times and it was not until 1897 that he bought the stock of Charles Baumbach and became sole owner. The name was changed July 1, 1900, to the Yahr & Lange Drug Co. Since that time the business has been very successful and Mr. Yahr dies leaving an estate of $315,000. Besides his wife he is survived by six children. Mr. Yahr was a thirty-third degree Mason and a member of several societies and clubs.

Venerable New York Druggist and "Forty-niner" Dies.

UTICA, N. Y., May 20.—William Blaikie, probably the oldest druggist in the State, died recently here, aged 88. He had conducted a drug store in Utica since 1854. Mr. Blaikie was a "Forty-niner," going to California by way of Cape Horn at the beginning of the gold fever. During the Civil War, as an abolitionist, he made his home a station on the "underground railroad," thus aiding in the escape of many slaves. In later years he was a leader in the State movements designed to prevent cruelty to children and to animals and gave liberally to promote organizations having such purpose. Seven years ago, accompanied by his daughter Margaret, he made a six weeks' visit to Scotland, his native land, where he visited Andrew Carnegie at Skibo. From 1878 until 1908, he was president of the Utica Savings Bank, and also officiated as president of the St. Andrew's Society in Utica.

TWO PROMINENT WHOLESALERS WHO DIED RECENTLY.

The late WILLIAM MERSEREAU, of New York City.

The late FERDINAND T. YAHR, of Milwaukee, Wis.

Two Drug Store Owners End Lives With Poison.

In Westchester Village, this city, Edgar Ferris, 59, head of Ferris Bros., recently took a fatal dose of carbolic acid. Ill health and nervousness due to overwork was the cause. He was wealthy. A widow and daughter survive.

In Bridgeton, N. J., Harry Kirchhoff, when informed that he had been indicted for selling liquor illegally, took a dose of poison and died in a few minutes.

Obituary Notes.

—FRANCIS S. WARNER, 55, who for the last 30 years had a drug store at 37th street and Seventh avenue, Manhattan, died in his apartments, in the Knickerbocker apartments, at Riverside Drive and 97th street. A widow and one brother, Willard Warner, of Washington, D. C., survive.

—DORA J. EVANS, wife of W. Ashton Evans, a Washington druggist, died on May 22. She had been active in Washington Chapter, W.O.N.A.R.D., and was one of its most beloved members. She is survived by a husband and two children.

—WM. A. MOLL, owner of the Elker Drug Co., manufacturers, Manhattan, is dead in Brooklyn, aged 44; is survived by a widow and three daughters.

—WM. H. CARSLAKE, Bordentown, N. J.; survived by widow and brother, Geo. M. Carslake, manufacturing druggist.

—BENJ. G. TEMPLETON, 60, vice-president Tartar Chemical Co., Manhattan; pneumonia, Brooklyn; widow and daughter.

—MRS. E. E. BRUCE, 55, wife of president of E. E. Bruce & Co., Omaha; failed to survive surgical operation.

—F. W. REEVES, 82 Park avenue, Brooklyn, N. Y.; died suddenly of a complication of diseases.

—EDWARD C. WILL, 37, of McBride & Will, Marshalltown, Iowa; diphtheria; widow survives.

—EDW. S. NOTT, 64, Hamburg, N. Y.; widow and daughter.

—GEO. WEINSBERG, So. St. Louis veteran; family survives.

—FREDERICK P. CARTER, 82, retired, Brooklyn, is dead.

—GIDEON S. CALDER, 76, Providence, R. I.; bachelor.

THE DRUG MARKETS

PORTO RICAN BAY RUM HIGHER.

Reduced Stocks and Adverse Customs Rulings Cause Dealers to Advance Price of Haarlem Oil.

CHANGES SINCE LAST REPORT.

A—Acid, Tannic, Medicinal	lb.	1.20	— 1.30
D—Aloes, Cape, Powdered	lb.	.22	— .27
D—Anised, Star	lb.	.26	— .33
D—Balsam Peru, true	lb.	2.00	— 2.15
D—Bay Rum, P.R., bbls.	gal.	1.75	— 1.80
Less	gal.	2.00	— 2.15
A—Beans, Tonka, Angostura	lb.	1.75	— 2.00
A—Buchu Leaves, Long	lb.	1.00	— 1.10
Powdered	lb.	1.10	— 1.20
Short	lb.	.90	— 1.00
Powdered	lb.	.95	— 1.05
D—Buds, Balm of Gilead	lb.	.50	— .55
D—Codeine	oz.	4.50	— 4.65
Phosphate	oz.	4.40	— 4.60
A—Ginseng	lb.	8.50	— 9.50
D—Golden Seal Root	lb.	2.40	— 2.55
Powdered	lb.	2.50	— 2.65
D—Guarana (Paullinia)	lb.	3.00	— 3.15
Powdered	lb.	3.20	— 3.30
D—Oil Bergamot	lb.	4.25	— 4.40
A—Oil, Cod Liver, Norwegian	gal.	1.30	— 1.35
Bbls.	ea.	32.00	—34.00
½ bbls.	ea.	17.50	—18.50
A—Oil, Cottonseed, yellow and white	gal.	.80	— .90
A—Oil, Haarlem, Dutch	gross	5.75	— 6.00
A—Oil, Orange, Bitter	lb.	3.00	— 3.20
A—Oil, Orange, Sweet	lb.	2.80	— 2.90
D—Oil, Tansy	lb.	3.00	— 3.15
A—Opium, Natural	lb.	6.10	— 6.35
Granulated	lb.	7.20	— 7.40
U.S.P., Powdered	lb.	7.20	— 7.40
A—Prickly Ash Bark	lb.	.33	— .38
Powdered	lb.	.38	— .43
Berries	lb.	2.25	— 2.35
A—Serpentaria	lb.	.72	— .80
A—Wax, Bay	lb.	.30	— .36
Carnauba, No. 1	lb.	.56	— .60

NOTE—*A, advanced; D, declined; C, correction; N, new.*

See page 632 and following pages for Prices Current.

NEW YORK, May 25.—Although dealers in drugs and chemicals report the general market quiet with business chiefly routine, the consensus of opinion is that the aggregate volume is fully equal if not in excess of that of the corresponding period last year. There have been quite a number of price changes, but not all of them have been in favor of the seller. Opium is quiet with quoted prices somewhat nominal. Quinine continues steady, but without new feature. Tonka beans show quite a range of prices, while guarana is easier owing to free offerings from producing points. Jalap root is firmer with the outlook favorable to an early advance. Cape aloes is selling at the inside quotation. Porto Rican bay rum is getting scarce and prices are higher. Buchu leaves, both long and short varieties, continue scarce and firm. Star aniseed quotations have been again advanced. Cod liver oil is receiving considerable attention and the trend of values is upward. Grains of paradise are firmer owing to scarcity, and prickly ash berries are much higher. All iodides have been advanced 10c. per pound and all bromides 5c. per pound below [illegible].

Opium is unsettled at present, heavy buyers and absent but there is no material improvement in demand, and business is of a [illegible] character. Jobbers are asking $6.10@$6.35 per ounce, $6.70@7.00 for granulated and $7.20@$7.40 for U.S.P. powdered.

Quinine [illegible] continues to move only in a limited routine way and the market remains a quiet appearance with manufacturers' prices steadily maintained on the basis of 14c. for bulk in 100-ounce tins. At the auction sales in Amsterdam on May 6 there were sold 1400 kilos of the sulphate at 10.52 florins per kilo, an advance from 10.37 florins per kilo, the ruling price at the April sale. Cables received on the 19th instant report the bark shipments to Europe for the first half of May to be 270,000 kilos.

COD LIVER OIL—Norwegian has materially advanced since our last report, quotations now being on the basis of $32@$34 per barrel, as to brand, quantity and seller. Cables received on May 16 regarding the progress of the fishing this season to date report the official figures as follows: 48,600,000 fish yielding 31,250 barrels of oil, against 50,600,000 fish and 39,815 barrels of oil for the corresponding period last year. While the total production is 8565 barrels less than that of last year, the shortage is not as large as was expected a few weeks ago.

HAARLEM OIL—Prices have been advanced sharply owing to reduced stocks and adverse rulings by the customs authorities, and the price has been advanced to $5.75@$6.00 per gross with the prospect of still higher prices in the near future.

BAY RUM—Owing to the continued scarcity in this market and also to the advance in cost of importation, Porto Rican has been marked up to $1.75@$1.80 per gallon by the barrel, and $2.00@$2.15 per gallon for less.

BUCHU LEAVES—The demand continues active and jobbers are asking $1.00@$1.10 per pound for long and 90c.@$1.00 for short. In London, it is reported, but little business in the leaves is now possible owing to spot scarcity. Cables received last week from several Cape Town exporters state that there is nothing to offer.

GUARANA—This article is quiet and easier, the nominal range of quotations being $3.00@$3.15. Those who are supposed to know say that values have apparently started on a downward movement on reported prospects of a distinct improvement in the supply to be offered in the near future.

TONKA BEANS—Angostura continue to harden in price owing to continued scarcity and spot quotations for jobbing parcels show a further advance to $1.75@$2.00 per pound, as to quantity and seller.

SERPENTARIA—Virginia snakeroot is firmer and jobbers have advanced their quotations to 72@80c. per pound. Reports are current that bids are being solicited for forward shipment of new crop but no actual figures are named and spot holders maintain firm views.

OIL BERGAMOT—Is easier and recent [illegible] show a lower range for leading brands. The present ruling market prices for prime grades are $4.25@$4.40.

PRICKLY ASH BERRIES—Continue scarce, with the limited stock closely concentrated and quotations ranging from $2.25@$2.35 per pound. The bark is also higher, 33@38c. per pound being asked.

CAPE ALOES—While our quotations show an apparent decline, this variety of aloes is firmly held at 22@27c. per pound. Curacoa aloes is also firmer owing to light spot stocks and the report that there is no more stock to come forward from primary sources of supply.

STAR ANISEED—Holders have advanced their quotations for prime quality to 26@33c. per pound.

BALSAM PERU—True remains in low supply and while most jobbers quote $2.00@$2.15 for quantities usually bought by retailers these prices for case lots can be shaded considerably.

MASTIC—Prices are fairly steady for desirable grades. Mail advices recently received are to the effect that it will require fully six months before the new crop can be shipped and the actual existing small stocks are in the hands of strong holders. The producing shrubs are said to have suffered greatly by strong land winds.

CODEINE—Manufacturers have reduced prices and jobbers quote $4.50@$4.65 per ounce for alkaloid and $4.40@$4.60 per ounce for phosphate.

GOLDEN SEAL ROOT—Is quoted at $2.40@$2.55 per pound, but [illegible] within [illegible]. Are expected and lower prices are looked for.

WAX, CARNAUBA—Continues [illegible] good export demand and small available stocks, and quotations have been advanced to [illegible] for No. 1. Reports say [illegible] Brazil and prices have been marked up to 30@36c. per pound.

Just 1311 formulas are given in the new edition of the Dispensers' Soda Water Guide. Every fountain operator needs it.

Our Advertising is Making New Customers For You

We are spending $150,000 in national magazines to help you sell the best dyes in the world.

For no one who reads our advertising can withstand the provable superiorities—provable by chemical analysis, provable in actual results—of Diamond Dyes.

Through this advertising we are telling hundreds and hundreds of women right in your vicinity of the possibilities, the economy, the virtues of Diamond Dyes.

And a word from you, the Diamond Dye card displayed, the literature on the counter, will make frequent sales.

Every sale so made, with your recommendation, will win a lasting customer, keep the old ones and so help other sales in your store.

DIAMOND DYES

Are MADE RIGHT and WORK RIGHT

There is no guess work with Diamond Dyes, you can recommend them to your customers and be sure they will be satisfied with the results.

Any dye chemist will tell you there is no "theory" behind Diamond Dyes and that they are made chemically correct—their action positive and the results certain.

A pleased customer is a steady customer. You can please your trade by carrying a full assortment of Diamond Dyes and recommending their use.

Be sure you take advantage of our advertising.

FACTS THAT WILL HELP YOU

Always be sure that your customers get the right kind of Diamond Dyes for the materials they intend to dye. For while it is almost impossible to fail with Diamond Dyes, if the directions are carefully observed, it is imperative that the right dyes be used.

Frequently customers want to know why one dye won't do for any kind of materials. Then, tell them this:

Wool, silk and like materials are made up of animal fibres, while cotton, linen and mixed goods are composed of vegetable fibres, which are entirely different in composition and slower to take up the dye. And the only way to get absolutely sure and satisfactory results is to use the kind of dye especially adapted to the fabric. This is supported by the authority of all the most eminent dye-chemists.

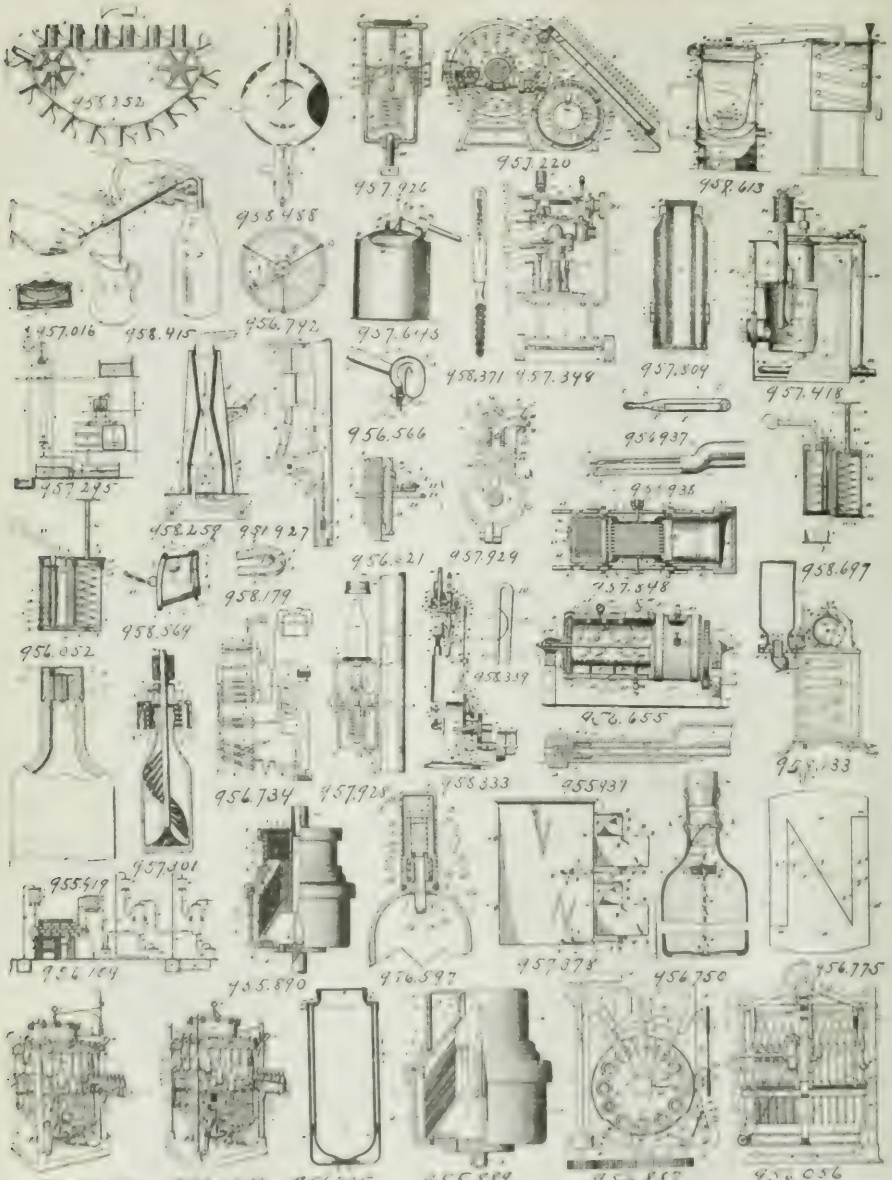
If care is taken to secure the proper dye, there is positively no reason for failure. For dyeing at home with Diamond Dyes is just as simple, as sure of success, as washing a shirt-waist.

But be sure to explain carefully the reasons for the separate dyes. For every imitation that is sold undermines the confidence of your trade in the possibilities of home-dyeing and kills possible profits.

WELLS & RICHARDSON COMPANY

BURLINGTON, VT.

PATENTS, TRADE MARKS, ETC.—(See Page 614.)



PATENTS.

Granted April 26, 1910.

955,352—Thomas E. Marshall, Poughkeepsie, N. Y., assignor to DeLaval Separator Co., Jersey City, N. J. Apparatus for clarifying and filtering liquids and like substances.

955,589—Thomas B. Marshall, Centrifugal clarifier and filter.

955,937—Christian W. V. Mosse, Copenhagen, Denmark. Apparatus for closing bottles.

956,056—John Stephen, Valhalla, Eng. Non-refillable bottle.

956,285 and 956,286—Jules E. Bucherer, Lucie O. Atomizer.

956,375—Frank C. Bennett, Detroit. Locket atomizer.

(Continued on Page 614.)

PAPE'S DIURETIC

A MILLION DOLLAR ADVERTISING CAMPAIGN

A million dollars spent within the next year in an Advertising Campaign to introduce PAPE'S DIURETIC and PAPE'S DIAPEPSIN to the public, certainly means some big, profitable business to wide-awake druggists throughout the United States and Canada.

NO drug stock is complete without Pape's Diuretic and Diapepsin. Your very best patrons will want them. Don't disappoint them by telling them: "We haven't got these splendid preparations," or, "We're just out."

PAPE'S DIURETIC is for the Kidneys and Urinary Disorders. The formula is on each package. Nearly every newspaper in North America will bring this effective remedy before millions of people, in large announcements to be run nearly every day. Almost every street-car will have an effective card. In addition to the immense *newspaper* advertising appropriation, we will spend *more* money to tell about PAPE'S DIURETIC on Billboards, in Magazines and in other modern advertising ways.

YOUR wholesaler is waiting for your order *now*. The price is $4.00 per dozen, with the usual discount allowed for quantity orders.

PAPE'S DIAPEPSIN has scored a wonderful success and the new and increased advertising will make this splendid preparation the *distinct leader* in its class. Your customers like Diapepsin because it *does* what is claimed for it—bringing relief to out-of-order stomachs.

WE will spend about *twice* the amount in advertising this season that we did during last season's record breaker. Your Diapepsin customers are valuable. They are of the better class of men and women. If *you* recommend Diapepsin, you usually make a friend —a friend who, in turn, will recommend you. *Try this.* All the larger stores find profit in doing it.

HERE'S a *business* proposition: *Buy* Pape's Diapepsin and Pape's Diuretic, to get the *best* discounts wholesalers allow. Our advertising and the results of the use of both remedies will increase the demand for them. It is wasteful to buy a *few* packages. They are *staple* as any proprietary in your stock. Buy in *quantity* and keep the *discounts* yourself.

BOTH Pape's Diapepsin and Pape's Diuretic are $4.00 per dozen from *any* legitimate wholesaler in the world.

THE PAPE, THOMPSON & PAPE CO., Cincinnati, Ohio.

DIAPEPSIN PAPE'S

PATENTS, TRADE MARKS, ETC.—(See Page 612.)

956,056—Otto Eck, Baltimore. Bottle washing apparatus.
956,120—[illegible] J. [illegible], Chicago, assignor of one-half to [illegible] F. [illegible]. Process of producing [illegible], [illegible] and [illegible].
956,184—Gustav Schultze and Constantin Condrea, Campina, Roumania. Process of obtaining sulphonic acid from acid sludge.
956,285 and 956,286—Joseph H. Champ, Cleveland. Bottle-filling [illegible].
956,[illegible]—[illegible] H. Foster, Oakland, Cal. Process of purifying [illegible].
956,[illegible]—John B. Miller, Washington, Pa., assignor to Duncan & Miller [illegible] Co. [illegible] bottle or [illegible].
956,469—Victor [illegible], Seattle, Wash. Bottle attachment.

Granted May 3, 1910.

956,[illegible]—Charles [illegible], Chicago, assignor of 49 one-hundredths to [illegible]. [illegible] sprayer.
956,[illegible]—William H. [illegible], [illegible], Scotland. Sensitized surface [illegible] for photographic purposes.
956,[illegible]—Miguel Perez, Chicago. Non-refillable bottle.
956,[illegible]—William C. Regenschultz, Kalamazoo, Mich., assignor of two-thirds to Wm. Thompson and Dwight [illegible], [illegible] flask.
956,635—Benjamin O. Welch, Los Angeles. Cream-dispenser.
956,[illegible]—Paul Sabatier, Toulouse, France. Process of manufacturing [illegible] or of mixtures of [illegible] and hydrogen.
956,741—De Wane B. Smith, Deerfield, N. Y. Nursing bottle and nipple.
956,749—Albert H. Allen, Wakefield, Mass. Bottle-holder.
956,[illegible]—Jean B. Arsac, Le Puy, France. Safety device for anti-refillable bottles.
956,775—Heinrich W. Meyer, Zehlendorf, near Berlin, Germany. Receptacle for liquid weighing machines.
956,[illegible]—Knut J. Beskow, Helsingborg, and Melcher Ekedahl, Limhamn, Sweden. Device for emptying superphosphate out of decomposition chambers.
956,887—Robert B. Cochran, Charlotte, N. C. Machine for making bottle-caps.
956,[illegible]—Frank A. Anthony and James P. Gregg, Amsterdam, N. Y. Bottle-closure.
956,937—Harry W. Caldwell, Detroit, assignor to Frederick Stearns & Co. Advertising device.
956,979—Hans Kreusler, Wilmersdorf, near Berlin, Germany, assignor to Siemens & Halske A. G. Method of making a plastic mass from compound of tungsten, etc.
957,013—Theodore G. Strater, West Tisbury, Mass. Water-bottle.
957,016—Olive Vale, Alameda, Cal. Toilet accessory.
957,104—Arthur Rosenberger, Berlin, Germany. Apparatus for producing kefir powder.

Granted May 10, 1910.

957,204—Anton Garlesan, Chicago. Process of making a medicinal compound.
957,220—Thomas D. Kyle, Chicago, and Edward H. Waugh, Evanston, Ill.; said Waugh assignor to said Kyle. Machine for washing and draining soiled bottles.
957,295—Augusto Alberti, Rome, Italy. Process of recovering potash salts.
957,301—Charles Buchheit, St. Louis. Brush bottle-cleaning machine.
957,349—Frederick W. Knowles and George W. Inman, Thornhill Lees, near Dewsbury, England. Machine for manufacturing glass bottles, jars, and the like.
957,378—Claude K. Resh, Freeport, Ill. Label cabinet and moistener.
957,418—Paul H. Grimm, Glen Cove, N. Y., assignor to The Sulphur Dioxide Co. Sulphur-burner.
957,[illegible]—George Lacey, New York. Distilling apparatus.
957,645—Alvin C. Boggs, Jr., Fort Dodge, Iowa. Stopper-retainer.
957,761—Richard Friedrich, Glosa, near Chemnitz, Germany, and Friedrich Hirsch, Vienna, Austria-Hungary. Process of making sodium sulphite and ammonium chloride.
957,809—Leonard R. Steel, Milwaukee. Bottle.
957,[illegible]—Carl Bosch, Ludwigshafen-on-the-Rhine, Germany, assignor to Badische Anilin & Soda Fabrik. Production of titanium-nitrogen compounds.
957,[illegible]—[illegible] Bosch. Process of making [illegible].
957,848—Philip A. Emanuel, Aiken, S. C. Process of making sodium aluminate.

Granted May 17, 1910.

957,[illegible], 957,[illegible] and [illegible]—Leonard Barrett, Philadelphia, assignor to Barrett [illegible] Machine Co. Compensating device for [illegible].
957,[illegible]—Leonard Barrett. Clutch for capping machines.
957,[illegible]—[illegible]
[illegible]
958,252—Charles F. Jenkins, Washington, D. C., assignor to [illegible]
[illegible]
[illegible] device.

[illegible] TRADE MARK or PATENT [illegible]
[illegible] TRADE MARKS, PROTECTIVE PATENTS [illegible]
G. H. DAVIS [illegible], Washington, D. C.

958,[illegible]—Albrecht Schmidt and Georg Kranzlein, Hoechst-on-the-Main, Germany, assignors to Farbwerke vorm. Lucius & Bruning. Urea of the anthraquinone series and process of making same.
958,[illegible]—[illegible] M. Stark and Thomas L. [illegible], New York, assignors to Bottlers [illegible] Co. Machine for applying caps to bottles.
958,339—Philip H. Watson, Leominster, Mass. Toilet article.
958,[illegible]—[illegible] H. [illegible], Chicago. Tooth-brush.
958,415—Carl F. Meade, Cleveland. Siphon.
958,488—Henry Green, Hartford, Conn. X-Ray tube.
958,569—Richard Venner, Barre, Vt. Respirator and inhaler.
958,[illegible]—William J. [illegible], Rome, N. Y. Non-refillable bottle.
958,697—Frank C. Dorment, Detroit. Atomizer.
[illegible]—[illegible] Kuhn, Cleveland. Prescription case. (Design.)

TRADE MARKS.

Published April 26, 1910.

23,197—Alphonse Lachaise, Angouleme, France. Tooth-powder, tooth-paste, and tooth-wash.
40,949—William Kopisch, Deer Creek, Okla. A remedy for hog-cholera.
42,647—Diffusible Tonic Co., Surgis, Mich., and Chicago. A medicine for use in the treatment of chills, malaria, colds, and fevers.
43,551—Ebersold, Steinmetz & Ebersold, New York. A mixture of herbs for a remedy for poison-ivy or poison-oak.
44,326—Karl August Lingner, Dresden, Germany. A medicinal preparation consisting of cotton saturated with chlorinated methyl ether of menthol.
46,356—Mr. and Mrs. Joseph Kuehnel, Cleveland. A liniment.
46,751—J. L. Bohannon, Oakland, Cal. A remedy for cancers.
47,336—F. P. Schmidt & Co., Cramer, Ill. Salves and healing-oils.
47,355—Farbwerke vorm. Meister Lucius & Bruning, Hochst-on-the-Main, Germany. Tablets and capsules of medicaments—to wit, anesthetics, antipyretics, antineuralgics, nervines, etc.
48,141—Wm. A. Moore, St. Paul, Minn. Tooth-powders.
48,194—Philip H. Coverdale, New Orleans. Remedy for dyspepsia, headache, constipation, torpid liver, and biliousness.
48,257—Jean Senegas, New York. Hair-dressing, hair tonic, hair-dye, face-powder, rouge, etc.

Published May 3, 1910.

39,323—Elmo Sisters, Pittsburg. Massage creams, rouges, powder-paste and hair-tonics.
44,431—Smith, Kline & French Co., Philadelphia. Tooth-brushes.
44,647—E. T. M. Hurlbut, Sebastopol, Cal. A remedy for poison-oak poisoning.
45,532—Walker Chemical Co., Des Moines. Cold-cream.
47,196—Charles V. Cooper, Downs, Kan. A healing remedy for barb-wire cuts, collar-galls, sore necks, etc.
47,577—Paul Tokar, South Lorain, Ohio. Eye-medicine.
47,595—The French Manufacturing Co., St. Louis. Castor-oil and turpentine.
48,220—Maurice F. Schlesinger, New York. Salve for eczema.
48,618—Francis S. Walker, Fayette, Iowa. An antiseptic germicide.
48,789—Orthon Chemical Co., New York. An insect-exterminating preparation.

Published May 10, 1910.

43,771—The James W. Foster Co., Bath, N. H. Linment.
45,706—Ed T. Richards, Chicago. Remedies for diseases of the skin.
46,447—Lord & Russell Chem. Co., Richmond. Talcum powder.
47,520—Graf Bros., New York. A rouge-cloth for tinting the face.
47,529—National Candy Co., Jersey City. Licorice gum-drops.
47,641—The De Meridor Co., Scranton, Pa. Toilet cream.
47,684—Marshall L. Havey, Montclair, N. J., assignor, by mesne assignments, to the Laxamint Co., Lima, Ohio. Laxative tablets.
48,301—Patrick Lyons, San Francisco. Eye wash.
48,372—Thomas J. Newbery, Jackson, Ala. A remedy for cutaneous eruptions.
48,515—The Medicinal Products Co., Denver. An antiseptic liquid preparation for treatment of parasitic skin diseases, suppurative inflammation, etc.
48,790—James T. Padgett, New Bloomfield, Mo. A preparation to deodorize and lessen excessive perspiration.
49,256—Philip Iannace, Philadelphia. A remedy for rheumatism, coughs, and stomach troubles.

Published May 17, 1910.

38,497—G. R. Springer, Kansas City. Hair-tonic and dandruff-remover.
[illegible]—[illegible] Remedy Co., [illegible]. A remedy for [illegible], etc.
[illegible]—[illegible], Germany. [illegible]
[illegible]—Smith, Kline & French Co., Philadelphia. Tooth [illegible].
[illegible]—[illegible]. A remedy for diseases of the blood, liver, stomach, kidneys, and bladder.
45,953—Kosaburo Nakayama, Osaka, Japan. Toilet bath-powder, tooth-powder.
[illegible]—[illegible] & Moore, New York. A [illegible] solution for photographic glass and film negatives.
48,669—The House of Johnson, Inc., Baltimore. A remedy for catarrh, hay-fever, asthma, and colds.
[illegible]—[illegible] & Co., New York. [illegible]
[illegible]—[illegible], Portland, Ore. A remedy for inebriacy.

PURE ALKALOIDS

There is no class of medicinal chemicals in which extreme purity and uniformity are of greater importance than in the Alkaloids. Consistent with the high standard of excellence which we strive to maintain in all of our products, our Alkaloids may be relied upon to conform to the most rigid requirements for purity. Special attention is directed to the following:

Cocaine Hydrochloride, Codeine Alkaloid and **Sulphate, Atropine Alkaloid** and **Sulphate, Apomorphine Muriate Crystals, Aconitine, Caffeine, Caffeine Citrated, Digitalin, Diacetyl-Morphine, Diacetyl-Morphine Hydrochloride, Hyoscine Hydrobromide, Homatropine Hydrobromide, Ethyl-Morphine Hydrochloride, Morphine Sulphate** and **other Salts of Morphine, Pilocarpine Hydrochloride, Scopolamine Hydrobromide, Strychnine Alkaloid** and **Salts, Etc.** ***Specify "M.C.W."***

MALLINCKRODT CHEMICAL WORKS

ST. LOUIS **NEW YORK**

AGENCY FOR *Whitman's* CHOCOLATES AND CONFECTIONS

A Sign that People are Seeking

"With money in their hands"

Our system of selling our package Chocolates and Confections through selected, protected sales agencies makes it a little difficult, sometimes, for the public to buy Whitman's.

Whitman's are not "on sale everywhere."

Every mail brings inquiries "Where is your agency in——?" ranging all the way from Eastport, Maine, to Santa Barbara, California

We limit our sale to protected agencies and cultivate close relations with each agent, endeavoring through each store to supply *fresh* packages to all the fine candy trade that it can possibly reach. We send inquiries to his store, advertise him to the best people by *direct advertising*. But we can't reach the transient trade. He must attend to that.

The costly "general advertising" of Whitman's in the leading publications is all in the interest of the local agent.

The store that has the Whitman agency does wisely to see that the outside display signs are large enough and striking enough to let everyone who passes by *know* that the Fussy Package (and all the others) can be bought inside.

Millions of well-to-do Americans who want the best are hunting the Whitman agent everywhere.

If you have the agency—or if you should get it—*let these people know.*

Write for new catalogue of packages in true colors, samples of advertising matter and our offer to the leading druggist.

STEPHEN F. WHITMAN & SON, Inc., FOURTH AND RACE STREETS *Philadelphia, U.S.A.*

PROPRIETORS RE-ELECT PRESIDENT CHENEY.

In His Annual Address, He Says That Association Need Only Fight Legislation, Not Doctors.

In his address at the 28th annual meeting of the Proprietary Association of America, held recently at the Hotel Astor in this city, President Frank J. Cheney, of Toledo, Ohio, said that the association need only fight legislation. "It is not necessary to fight the doctors," he added. "The American Medical Association is getting weaker yearly and the doctors are fighting among themselves. The doctors are the proprietors' best friends." He said that the policy of the association had been criticised as too conservative, but he thought that conservatism was the best policy.

Other subjects to come up for discussion were the parcels post bill, the raising of freight rates throughout the country and recent rulings of the U. S. Board of Food and Drug Inspection. George L. Douglass, attorney of the association, advised the members on numerous legal points relating to their various businesses. The following officers were elected: President, Frank J. Cheney, Cheney Medicine Co., Toledo; first vice-president, John W. Kennedy, J. C. DeWitt Co., Chicago; second vice-president, A. H. Beardsley, Pa. Mexican Co., Lockport, Ind.; secretary-treasurer, Ernest C. Pitcher, Hillrod Manufacturing Co., New York. Executive committee consists of: J. F. Hindes, Emerson Drug Co., Baltimore; W. H. Gove, Lydia E. Pinkham Medicine Co., Lynn, Mass.; R. R. Land, Binghamton, N. Y.; D. M. Newbro, The Herpicide Co., Detroit; J. A. Patten, Chattanooga Medicine Co., Chattanooga; W. E. Weiss, The J. W. James Co., Wheeling; J. B. McFatrich, M.D., Murine Eye Remedy Co., Chicago.

G. BARRET MOXLEY IS PRESIDENT.

Succeeds His Father-in-Law as Head of the A. Kiefer Drug Co., of Indianapolis.

At a special meeting of the stockholders of the A. Kiefer Drug Co., Indianapolis, the board of directors of the association, which had consisted of five members, was increased to seven. The following now compose the directorate: Thomas A. Alford, G. Barret Moxley, Charles Mayer, M. P. Lynch, Frederick G. Beckman, C. J. W. Parker, Jr., Oscar C. Maurer. The new board of directors elected the following officers: President, G. Barret Moxley; first vice president, Charles Mayer; second vice-president, M. P. Lynch; secretary and treasurer, J. Edward Stilz. The business will be continued without interruption, in accordance with the wishes and life-long purpose of Mr. Kiefer.

Charles Mayer, first vice-president, is a son-in-law of Mr. Kiefer. Mr. Moxley, who was first vice-president and is now president, was a son-in-law, but his wife died a few years ago. Mr. Kiefer had always spoken of him as "my son." All the directors and all the officers with the exception of Mr. Mayer, have long been employees in the house, and were given interest therein by Mr. Kiefer, who appreciated their faithful service. His wish was that the house he had founded should continue under his name and be his monument.

MR. LAMB FINED $25 FOR FIGHTING THE LAW.

Judge Who Decides Suit Says Constitutionality of Registration Fee of $2 Was Settled 10 Years Ago.

Thomas Lamb, of 84 Court street, Brooklyn, who has been futilely fighting the New York State Board of Pharmacy for the last years to avoid the penalties exacted by Judge Isaac Sanders in the Fifth District Court to pay his annual $2 registration fee and was fined $25 for his negligence in not doing so at the proper time. Judge Sanders was a member of the legislative committee which passed upon the present pharmacy law before it was enacted and he and his associates at that time endeavored to provide for every possible contingency which might arise. The present situation was thus anticipated and the recent decision to the effect that the provision for an annual registration fee was constitutional was exactly on a line with that arrived at in committee ten years ago.

Mr. Lamb filed suit and accepted the provisions for registration but did not tender the requisite $2 fee. A letter of notification was sent to him by the board that his application was irregular and an official application form was included. Assemblyman Robert Conklin, attorney for the Greater New York Retail Druggists' Protective Association, replied on behalf of Mr. Lamb, enclosing in the letter a form of application for the latter. Mr. Conklin requested that the matter be brought into court as a test case since a score of Brooklyn druggists, actuated not by any financial consideration but in defense of a principle, were concerned as well as his particular client. He desired that the facts be submitted to the court and a decision asked for. In compliance with his request, the attorneys for the board, Steiner & Petersen, prepared a submission of controversy which was voluminous. This they sent to Mr. Conklin at Albany, at the same time asking the the latter to have his client, Mr. Lamb, execute the same in order that the questions involved might be submitted to the Appellate Division at the first instance. After a delay of several days, Mr. Conklin replied that his client had changed his mind and that the Protective Association would fight the case. The result was as recorded above.

PROMOTION REWARDS ABILITY AND SERVICE.

New Manager of Lilly's Chicago Branch Entered Drug Business When a Boy—Always an Active Worker.

CHICAGO, May 20.—Announcement has been made of the appointment of William McGibbon, of Grand Rapids, Mich., to the managership of the Chicago branch of Eli Lilly & Co. to fill the vacancy caused by the death of Albert H. Chatkins.

WILLIAM McGIBBON

Mr. McGibbon entered the drug business as a clerk in a retail store when a school boy in Bay City, Mich. At the age of 18 he went on the road. In 1904 he entered the service of Eli Lilly & Co., having Michigan as his territory. Mr. McGibbon has been an active worker in pharmaceutical associations, especially in the travelers' auxiliaries. He is a member of the Episcopal Church and a 32d degree Mason. Personally Mr. McGibbon is a most companionable man. His obliging disposition, fair dealing, indefatigable industry and thorough knowledge of the drug trade have made him peculiarly successful as a business getter. His promotion comes as a recognition of special ability and service.

NEW INCORPORATIONS.

Baumeister Pharmacy Co., Scranton, Pa. Capital, $100,000. Incorporators: [illegible]

Wimer Drug Co., Vinita, Okla. Capital, $5000. Directors: [illegible]

[illegible] Incorporators: [illegible]

Alpha Pharmaceutical Co., Buffalo, N. Y.; to manufacture and deal in druggists' supplies, etc. Capital, $2000. Directors: Ferdinand H. Moehlau, Otto Moehlau, Dr. William Priess.

[illegible] Incorporators: [illegible]

Springville Drug Co., Springville, Utah. Capital, $10,000. Officers and directors: T. R. Kelley, president; J. M. Graham, [illegible]; W. E. [illegible] secretary and treasurer, Ellen M. Kelley and Verah Graham.

[illegible] Incorporators: [illegible]

[illegible] Incorporators: John C. Quinn, Albert L. Jones, Robert List.

[illegible] Incorporators: [illegible]

Consolidated Druggists' Realty Co., New York. Capital, $50,000. Incorporators: [illegible]

[illegible] Incorporators: [illegible]

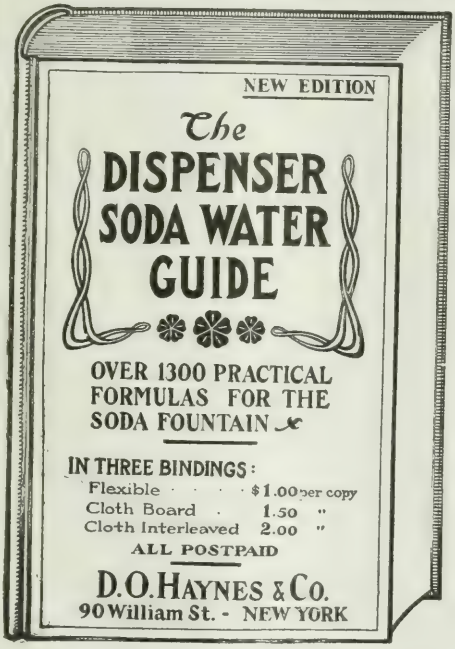
NEW EDITION NOW READY

148 PAGES

WITH 500 NEW FORMULAS

IN THREE STYLES OF BINDING

The Soda Man's Best Friend



1337 FORMULAS

Following is a summary of the formulas contained in this new edition:

Fancy Beverages	573
Sundaes and Frappes	142
Ice Creams, Ices, Sherbets, Frozen Pudding, Etc.	128
Phosphates, Punches, Orange Lemon and Lime Beverages.	161
Chocolate and Egg Drinks	61
Hot Drinks	155
Miscellaneous Syrups, Meads, Salted Almonds, Nuts, Etc.	117
TOTAL FORMULAS	1337

The greatest collection of Soda Fountain Formulas ever put into one book.

The new *interleaved* copies are particularly convenient as a practical working formula book, with plenty of space for notes and additions.

IN THREE BINDINGS

OUR OLD OFFER IS STILL GOOD

FOR $2.00 WE WILL SEND YOU

ONE COPY DISPENSER S. W. GUIDE IN FLEXIBLE CLOTH
ONE COPY MONEY MAKING HINTS, and
THE SODA FOUNTAIN FOR ONE YEAR

ADD 50c. if you wish the stiff board binding on the S. W. G., or $1.00 if the *interleaved*.

D. O. HAYNES & CO., *Publishers*, 82 Fulton St., New York

FOUND GUILTY OF SUBSTITUTION.

Canadian Court Convicts Prominent Cut Rate Druggists of False Pretenses.

Montreal, May 20.—A verdict of guilty of false pretenses was rendered against Hubert H. Lyons, proprietor of the well-known cut rate drug store in that city, and the same charge was brought against Patrick Sullivan, of Lyons and Montgomery, proprietors of the Golden Pestle Pharmacy.

This was done in the case of prescriptions calling for the latter preparation and also when customers asked for Pepto-Mangan. Pestle Pharmacy was purchasing it at 25 cents and Montreal pharmacies at 49 cents per bottle, whereas its retail price per bottle is $1. Customers secured through this [illegible] were [illegible].

Sometimes Pasteur's Solution was sold as Pepto-Mangan at the Pepto-Mangan price, the evidence showing price charged and preparation dispensed to be entirely optional with the clerk, Gude's Pepto-Mangan only being dispensed when the name of the manufacturer was given. A fine was imposed.

Special credit is due to Henry Miles, of the firm of Lamplough, Miles Co., Ltd., agents for Pepto-Mangan in Canada, in working up the case. The preparation is manufactured by Dr. A. Gude, of Leipsic, and completed by M. J. Breitenbach Co., New York.

Subsequently three more charges were made against Lyons under the Proprietary Medicines Act of 1908 for not having proper labels on the substituted goods mentioned above. The prosecution is by the Dominion Government.

TRYING TO FORCE PAYMENT OF OBLIGATIONS.

Forty Cases Against a St. Louis Publisher, in Some of Which Rural New Yorker Charges Bad Faith.

Rural New Yorker, of April 16, contains an interesting article showing how easy it is for some people to lend their money to other folks and how hard it is to get any returns, except in the form of paper promises or excuses. *Rural New Yorker* makes special complaint against E. G. Lewis, or the Lewis Publishing Co., St. Louis, Mo., naming about 40 instances in which persons lent money to Lewis, or his corporations, in a few cases recovery having been effected after maturity upon publishing the facts. One case where payment had not been made at last accounts was that of an old Texas soldier who lent Lewis $400 which he was holding in trust for an old woman. A note was given for the money, but the old soldier was unable to collect on it when it expired last December. Says *Rural New Yorker*:

"It is an old trick of fake financial promoters to have different forms of so-called securities to offer their deluded customers. When a patron becomes suspicious or dissatisfied with one security, in a great burst of apparent frankness and fairness, they offer him another stock or bond or certificate of some sort, in exchange for the original investment. This allays suspicions and fears for a while, and most important of all, it gives the promoter time to go ahead with his schemes.

"Lewis first sold the bank stock. Then he gave his notes for the stock. After that he traded stock in his publishing company, or his real estate company for the notes. The people who refused to make these exchanges had an offer to take Trust Company stock and those who accepted got an 'interim receipt.' The two women at North Tarrytown, N. Y., refused all temptations to change the notes for anything except cash, and they now have their money. This old soldier loaned the money that he had in safe keeping for an old woman. He returned Lewis' note on the written promise that a check would be sent for it. In return he got an 'interim receipt' entitling him to stock in a trust company later on, and not a word of explanation for refusing to send the check as promised.

"The Texas Mexican check for $5000 is based on a note similar to those held by Mrs. Orton and Mrs. Dinsdale, and the [illegible] Lewis deliberately used and said that Mr. Johnson, the postmaster, demanded a fee for collecting the money, and offered that as an excuse for not paying the notes. We proved conclusively by the papers that there was not even a semblance of truth in this pretense. What excuse has he now for not paying this Texas note, which is more than a year overdue, and on which interest payments were defaulted for over three years?"

BOWLERS WHO TOOK PART IN RECENT TOURNAMENT.

Group picture of members of the New York, Baltimore and Philadelphia teams at second championship tournament of American Drug Trade Bowling Association, held at Atlantic City, May 6-7.

A.D.S. IN BUSINESS AS LE BAR & BAILEY?

Store C. H. Goddard Said He Was Interested in and Another on East Side Use Same Buying Name.

The management of the drug store at 70th street and Broadway, New York City, in which C. H. Goddard, secretary of the American Druggists' Syndicate, at the recent stockholders' meeting, announced himself to be interested, is at the present time conducting business under the firm name of Pond, Bowes & Cartwright. The manager denies any knowledge of Mr. Goddard's connection with the store. It was understood that after May 1 the store was to have been renovated to the extent of $12,000 expenditure, which would include new windows, extension of the store, etc. It is also understood that all checks are signed LeBar & Bailey. A block from the site of Mr. Goddard's venture, corner of Amsterdam avenue and 71st street, is a store of the Riker chain. Immediately across the street is the store of H. A. Willmott, 220 Amsterdam avenue, a member of the A.D.S. An ERA representative was informed at the latter location that they had met with no competition whatever from Mr. Goddard's store.

Business is being conducted in a small drug store situated in Second avenue, between 70th and 71st streets, under the buying name of LeBar & Bailey. The young man in charge has been employed in this situation for two weeks. He said that the store would be given a specific name in several days. He denied any knowledge of Mr. Goddard's connection with the store. Other druggists in the vicinity said they had not suffered from competition arising from this source.

As the ERA goes to press, a huge sign has been erected over the latter location. On it is painted in large letters the name "Yellow Front Drug Store" and a notification that business is being conducted under new ownership and managership. The clerk said that LeBar & Bailey were the owners of this store and also of that at 70th street and Broadway.

It is understood that measurements have been taken for the proposed extension of the Broadway store, but the ERA representative observed no changes in its general appearance.

Philadelphia Wins Bowling Championship.

ATLANTIC CITY, May 20.—In a [illegible] which far surpassed in its features any match in the previous history of the American Drug Trade Bowling Association, the team of the Philadelphia League won the championship on May 7 with a total of 18 points. The New York team was second with 17 points and Baltimore third with a total of 10 points. Enthusiastic supporters, representing the drug trade of the three cities, were present in force. [A picture of the bowlers who took part in the match is printed on this page.]

MARCHAND'S
MEDICINAL PREPARATIONS

If you, Mr. Pharmacist, had devoted over *a quarter of a century* to the manufacture of five high grade preparations with only one standard of purity and uniformity, wouldn't you feel they were better than those made by a newcomer?

Then, is it any wonder we are proud of *our* preparations?

We were the first to manufacture Peroxide of Hydrogen (Marchand's) for medicinal purposes—that was thirty-one years ago—we are the PIONEERS.

PHYSICIANS KNOW

That MARCHAND'S PEROXIDE OF HYDROGEN (medicinal, 15 Vol.) is superior, because it is 50% *stronger* than the ordinary U.S.P., 10 Vol., and because it contains *NO ACETANILID*, and is absolutely free from any impurities.

That HYDROZONE (30 Vol.) is *THREE TIMES AS STRONG* as the ordinary preparations, and that it is the *most powerful of all germicidal agents*, yet is *absolutely non-poisonous.*

That GLYCOZONE ($C_3H_6O_4+C_3H_8O_3$), because of its remarkable properties is of signal value when applied to inflamed mucous membranes or other tissues. It is especially serviceable in acute and chronic forms of gastritis, intestinal catarrh, gastric ulcer, etc.

HYDROZONE AND MARCHAND'S PEROXIDE OF HYDROGEN (Medicinal) are put up in the best quality of flint glass bottles, for the reason that flint glass is not so brittle as amber glass. This, in connection with Marchand's improved process of manufacture, reduces the risk of breakage to a minimum.

When a prescription or a request comes to you for MARCHAND'S PEROXIDE OF HYDROGEN (Medicinal), HYDROZONE, GLYCOZONE, MARCHAND'S EYE BALSAM or the DREVET MFG. CO.'S U.S.P. H_2O_2 Official, see that it is dispensed and no attempt made to urge anything else upon the customer.

Your profit is LARGER than it would be if you urged the sale of an inferior article.

DREVET MFG. COMPANY
MANUFACTURING CHEMISTS
SOLE PROPRIETORS OF
CHAS. MARCHAND'S MEDICINAL PREPARATIONS
57-59 PRINCE ST., NEW YORK

NOTICE
To Druggists

Three Dozen Long-Handled
Silver Soda Spoons FREE
"W. R." Brand, made by Rogers

In order to thoroughly introduce **REX BITTERS** to the **Drug Trade**, we will send FREE with each case of **REX BITTERS** ordered during the month of June, 3 dozen long-handled Soda Spoons.

These spoons are Wm. A. Rogers, Ltd. "W. R." Brand; guaranteed Heavily Silver Plated on German Silver Base. Size and style of spoon same as illustration.

These Spoons ordinarily sell for $2.50 per dozen.

You will find **REX BITTERS** a **ready seller**, as it is staple and is well advertised to consumers.

REX BITTERS is recognized by the United States Government as a medicine, and no tax is required to sell it. Guaranteed to give satisfaction or your money refunded.

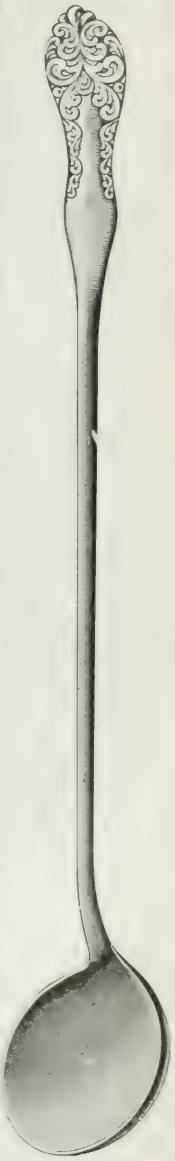
Price of Rex Bitters to the trade, $8.00 per case.

Retails for 50 cents and $1.00 per bottle.

Each case contains 12 large or 24 small bottles.
For $8.00 you receive one case of **REX BITTERS** which retails at....$12.00
Three doz. Rogers Silver Spoons worth.. 7.50

$19.50
Total cost to you. 8.00

Your profit $11.50



Watch this space each month for other valuable premium offers.

REX BITTERS CO., 1712 Michigan Ave., Chicago:
Please send me ..... cases REX BITTERS at $8.00 per case 50-cent size. $1.00 size. Also 3 doz. Wm. A. Rogers, Ltd. Silver Plated Soda Spoons free with each case of REX BITTERS ordered.

Name. .....
Address .....

BUSINESS NOTICES

Cigar Trade in Drug Stores.

Among the new advertisers in this issue of the ERA is Johnson & Co., of 152 Federal street, Boston, who are making a specialty of assisting druggists to increase their cigar business and put the same on a more satisfactory and more profitable basis.

In a recent interview with Mr. J. H. Johnson, the head of this concern, he stated as follows: "The price-cutting evil in the cigar trade has developed into a mania, and in many localities druggists are selling popular brands at cost, and in some cases at less than cost. There is no reason why any druggist who will exercise average business judgment cannot make his cigar department one of the most profitable lines in his store. The cigar business in some respects is like the proprietary medicine business, or any other line of proprietary goods. A great deal of money is spent advertising leading brands of cigars, and unless the retailer is protected in the selling price it is only a question of time when such brands will be used as 'baits' by some cutter, and very soon thereafter everybody else in that town must fall into line and sell at the cut price.

"Our policy is to protect the retailer in his profit, and under no circumstances do we supply our goods to any retailer who will not keep up our established retail prices. This not only protects the dealer in his profits, but prevents some other retailer from cutting into his trade on these brands. We also limit the number of retailers who handle our goods, and try to give each dealer as much territory as legitimately belongs to him. In the smaller places we give exclusive agencies, and in larger places exclusive sections of the city.

"We also have a special plan which we carry out with our agencies of furnishing them with a percentage of free goods on all of their orders. This is in lieu of the usual discount for quantities, and works out most satisfactorily and beneficially to our customers.

"We are able to supply fully as good or better grades of cigars for the same price, than a dealer can buy through his regular jobber, because we deal direct with the retail trade. We have been successful in assisting a number of leading druggists in New England to place their cigar business on a thoroughly satisfactory and profitable basis, and we are desirous of extending our connections with the better class of druggists, not only through New England, but in all sections of the United States.

"Our plan calls for no unusual purchases or expense on the part of the dealer, but we gradually work his trade over to our lines for which he is exclusive agent, and we put the dealer in a position where no competitor can come in and kill his profits or take away his trade."

Pape, Thompson & Pape Co.'s Publicity Campaign.

Pape, Thompson & Pape Co., of Cincinnati, Ohio, manufacturers of Pape's Diuretic and Pape's Diapepsin, are spending thousands of dollars to acquaint the public with these remedies and their value in various diseases. This advertising campaign is being carried on through newspapers, by means of cards in street cars, on bill-boards and in other ways. Both of these preparations are already well known and this campaign of publicity is sure to increase the demand for them. Both Pape's Diuretic and Pape's Diapepsin can be obtained from any legitimate wholesaler at $4 each per dozen and there is good profit in handling them. Any information, displays, etc., required will be gladly furnished upon application to the Pape, Thompson & Pape Co., Cincinnati, Ohio, and mentioning the ERA.

New Sales Manager for Liquid Co.

J. B. Greiner has been made general sales manager of the Liquid Carbonic Co., Chicago, to succeed S. P. De Lano, resigned. Mr. Greiner has been with the company thirteen years, five of which were spent as a salesman in New England territory and for the last eight years he has been manager of the Chicago branch. He is a man of great force and originality, with exceptional executive powers.

THE HANDSOMEST PACKAGES OF

TALCUM POWDER

VIOLET No. 17 ROSE No. 20

10, 15 and 25 cent Sellers

2½ oz. Round, 4 oz. Oval, 8 oz. Dome Top, 1 lb. Canisters
Soft, White, Velvety Powder nicely perfumed

Your name on label advertising yourself. Prices to make you 100% profit. Send for sample

HENRY K. WAMPOLE & CO., Inc.

Manufacturing Pharmacists Philadelphia, U.S.A.

For Compounding
—formulas
—prescriptions
—emulsions
and at the
Soda Fountain
USE

THE TURN-A-MINIT AGITATOR

and you will find it one of the greatest labor savers, one of the cleanest, simplest, hardiest tools ever used in a Drug Store. Every part of the contents is in constant agitation at the same rate of speed. The RIB acts as a breaker, throwing the mass upward and backward, causing every particle to be perfectly mixed.

THE RESULT:
Perfect and Lasting Emulsification

Unequalled at the Soda Fountain

MADE IN TWO SIZES QUART AND GALLON

Quart Size (complete) - - **$2.50**
Gallon Size (porcelain jar instead of glass) **7.50**

We have prepared a descriptive circular, which is FREE for the asking. Send for it now—it's interesting.

THE TURN-A-MINIT CHURN CO.
2800 Metropolitan Tower, NEW YORK CITY

GRAPE JUICE

ADMITTEDLY THE BEST

FRUIT JUICES

SUPERIOR TO ANY OTHERS

Conc. FRUIT SYRUPS

HIGHEST QUALITY

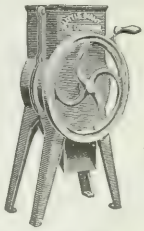
The Smith & Painter Brand of Natural Fruit Products—always reliable, satisfactory and economical because of greater strength and finer flavor.

You are of course looking for quality—*the very finest quality*—in Grape Juice, Fruit Juices, Concentrated Fruit Syrups and Crushed Fruits. Then favor us with a small trial order: the goods themselves will do all the rest of the talking. We will send you a free sample, if you like, but it's only fair to your trade that you have enough to let them pass judgment too. We will take all the risk; refund your money if you say so after trying the goods. *The favor we ask is that you give us a chance for your trade.* We will "make good" both for you and ourselves.

SMITH & PAINTER CO.
WILMINGTON, DELAWARE

IT'S BUSINESS

Why don't YOU try this machine right in



Price $35

your store or factory?

You cannot appreciate the merits of LITTLE GIANT ICE CRUSHERS until you have tried one in your own store or factory.

Little Giant Machines

save money, save ice, save labor, save time, and do not give trouble. These machines chip ice quick—they need less power to operate than other methods of chipping ice—you invest (note that) in a LITTLE GIANT and you will discover that the first cost is all the cost.

Every machine we make backs up every assertion we make. We are so confident that you need a LITTLE GIANT ICE CRUSHER in your business that we offer you one on a

TEN DAYS FREE TRIAL

Send for the machine you need today.

SCHMIDT BROS. COMPANY
Formerly Davenport Ice Chipping Machine Company
1324 W. THIRD STREET DAVENPORT, IOWA
A Catalogue for the asking

BUSINESS NOTICES

Benger's Infant Food Different From All Others.

"The [illegible] foods and cannot be [illegible] recommending [illegible] does not [illegible] patients."—*Wm. Weir*

Benger's Food is different from all other foods in that the druggist is able to tell all about it. It is especially devised to be used with milk or varying proportions of milk and water. A pancreatized cereal milk modifier, its action is based upon the presence of two active ferments, Amylopsin and Trypsin. One converts the carbohydrates of the cereal into soluble sugars, while the other profoundly modifies the casein of the milk, so that it can be adapted to suit almost any form of gastric insufficiency, whether it be infant or adult. Druggists who recommend Benger's Food to mothers, especially those who ask them for the best food for children, will be suggesting the most modern form of infant feeding, and will be supported in their suggestions by their medical clients. Benger's Food, besides being the most remunerative proprietary food on the market, is "retained when all other foods are rejected."

Nurnberg's Advance Fever Thermometer.

Charles Nurnberg Co., Inc., Carr Building, East 138th street and Third avenue, New York, with factories in Brooklyn, N. Y., and Berlin, Germany, is the most important manufacturer of clinical thermometers in the world. This great enterprise was founded by Charles Nurnberg in 1895 and was incorporated in 1907. The output is enormous and the sales have increased from 51,376 thermometers in 1904 to 995,864 in 1909. The company supplies clinical thermometers to the Medical Supply Department of the United States Government and its products reach all parts of the country, Canada and European countries. The "Advance," a clinical thermom- [illegible] is particularly [illegible] to the trade. It is [illegible] equipped with lenz-finders and anti-rolling devices, and is provided with means to limit the extent to which it should be inserted into the body. For further information read the advertisement of the Charles Nurnberg Co., Inc., on another page of this issue of the ERA.

Turn-A-Minit Agitators for Druggists and Chemists.

Druggists will be interested in the announcement of the Turn-A-Minit Churn Co., 2800 Metropolitan Tower, New York City, made on another page, calling attention to the Turn-A-Minit Agitator, a new apparatus especially recommended for use in making emulsions, compounding formulas, at the soda fountain and in the home. It is built on entirely new principles and not only saves the time of the operator, but produces thorough admixture. It is built of solid removable parts, the jar in the small size (1 quart) being made of glass and in the larger size of heavy porcelain. The mechanical parts are simple in construction and will stand extremely rough usage. It can be used for various kinds of compounding, mixing syrups, salves, ointments, etc., and is a decided improvement over the mortar and pestle for many purposes. The Agitator is illustrated in the advertisement above referred to, which you should read and then send to the manufacturers for descriptive circulars.

Madam Dean's Antiseptic Vaginal Suppositories.

As there is a growing demand for a reliable Antiseptic Vaginal Suppository, it will be to the mutual interest of every retail druggist to at once write to the United Medical Co., Inc., Lancaster, Pa., whose advertisement will be found on page 636, for free samples, terms, etc., of their Madam Dean's Antiseptic Vaginal Suppositories. Do it now and get in line to supply the demand which you will surely have for this valuable remedy.

Just 1311 formulas are given in the new edition of the Dispenser Soda Water Guide. Every fountain operator needs it.

This is a Picture of the BE-SS-T ICE CREAM DISHER

THE "BE-SS-T" DISHER has a lot of exclusive features. One of them is the *Finger-Hook* that gives you a good grip on the hardest cream no matter how wet or slippery your hand may be. This will appeal to you as a practical dispenser.

You'll appreciate the extra-long thumb lever too—for long levers make light work. This Disher is only part of the splendid Mosteller line.

Send for circulars describing Cone Dishers, Lemon Squeezers, Orange Press, Peanut, Match and Gum Machines.

They ARE the BE-SS-T

Price $1.50

Order From Your Jobber

Why the BE-SS-T?

BECAUSE It's the only Disher with a Finger-Pull.

The STRONGEST Disher Made.

The EASIEST to OPERATE and CLEAN.

All *mechanism* are *enclosed* and *parts* may be *detached* and *reassembled* in a *moment's* time. All parts are made of *non-corrosive* metal.

MOSTELLER MFG. CO., 322 West Indiana Street, CHICAGO, ILL.

Makers of the most up-to-date line of Dishers, Cone Fillers, Lemon Squeezers, Strainers, Fruit Pitters and other good things that keen brains ever devised or good workmen ever put together

Spooners Delight

ROYAL

METAL FURNITURE

For the Soda Fountain and Ice Cream Parlor

Is the cheapest furniture you can buy because it has more value in it for the dollar than any other make. It is **strong,** will never wear out, **handsomely finished** and will make your store **attractive.** It is also guaranteed for ten years. **Insist** upon getting the furniture with **the double cross brace** connecting the legs.

If your Jobber won't sell you, write us. 1910 Catalogue Ready.

ROYAL METAL MANUFACTURING CO.

1820 **DEARBORN STREET** **CHICAGO, ILL.**

COCOA POWDERS

You have not exhausted the possibilities in Cocoa Powder buying, without at least seeing what we can do for you.

We make nearly one hundred varieties, and certainly some one of them should suit your requirements. Our Cocoa plant is one of the finest in the world and we keep abreast with all improvements.

Our machinery enables us to furnish not only a Cocoa more completely freed from the oil than others but also **ANY** degree of dryness desired.

We can give you the Dutch processed Cocoa of highest grade and fully equal to the finest imported, and we can give under the same process, Cocoa that is slightly processed or heavily processed. We can give the same **QUALITY** of Cocoa not Dutch processed.

We can give you a Cocoa Powder that could only be sold at a small profit at $1.00 per lb., and from that absolutely pure Cocoa down to a price that would **SURPRISE YOU.**

If you are a large user we can and will make a blend solely for your purpose. We make only absolutely pure Cocoa powders.

We pack in barrels, half barrels, 50 and 25 lb drums and 10, 5 and 1 lb. tins.

PLEASE REMEMBER other manufacturers **MAY** be able to please you, **BUT** you should see what we can do before you place your contracts or orders.

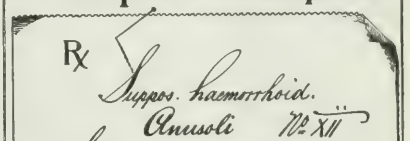
PLEASE REMEMBER other manufacturers **MAY** be able to satisfy you, but **WE CAN** and our capacity assures you of prompt deliveries.

YOU SIMPLY DON'T KNOW UNTIL YOU TRY

ROCKWOOD & CO.

88 Washington Ave. **BROOKLYN, N. Y.**

A Frequent Prescription!



Anusol enjoys wide and increasing professional favor. Please keep a supply to meet the demand.

Schering & Glatz, New York.

ARE YOU REAPING the BENEFIT?

$75,000.00 is being spent this year **increasing** the **demand** for the

E. BURNHAM TOILET PREPARATIONS

50 Toilet Articles forming the most complete line now on the market.

PRICES RANGE:
$8.00 per doz.: Retail for $1.00
6.00 per doz.: Retail for .75
4.00 per doz.: Retail for .50
2.00 per doz.: Retail for .25

Terms: 60 days less 10%
Cash: 10 days 2% additional

The E. Burnham Preparations are well established, fully tested and widely advertised. We supply dealers with *abundant advertising literature, free samples and "How to be Beautiful" booklets.* You will find ready sale for our goods. Write for Price List "X."

E. BURNHAM **67 and 69 E. Washington Street** **CHICAGO**

BUSINESS NOTICES

Planten's Elastic Soft Capsules.

[illegible] Mr. H. Planten was the first to [illegible] Elastic Soft Capsules to the profession [illegible] these goods were offered to the [illegible] trade. Physicians, however, seemed wedded to the "Hard Filled Capsules" introduced by Mr. Planten some time previously, and the manufacture of "Elastic Soft" Capsules was therefore discontinued by him till a more opportune time. In 1860 Mr. Planten reintroduced "Elastic Soft" Filled Capsules and they were favorably received. So-called "Hand-Made" Filled Capsules [illegible] and they were the style "Adopted" by other manufacturers when the popularity of "Planten's" Elastic Soft Capsules had been well established. Frequent improvements were made in the effort to make capsules more rapidly, but not until the firm of H. Planten & Son had perfected their machinery was there any decided advance in the methods of manufacturing this class of capsules.

Please remember, therefore, when you are in the market for "Elastic Soft" Capsules that "Planten's" were the original and for beauty of finish as well as general excellence they are unsurpassed at the present time.

Resor-Bisnol Chemical Co. to Push Specialty.

Resor-Bisnol, an intestinal antiseptic, which has been made by Burrough Bros., Baltimore, Md., for over twelve years, is now manufactured by the Resor-Bisnol Co., 106 West Lombard street, Baltimore. As told in the May issue of the ERA, the latter company was organized by A. G. Stollenwerck, who sold out his interest in the Burrough Bros. Co. and bought the Resor-Bisnol business *in toto*, proprietary rights, formulæ, good will, etc. The Resor-Bisnol Chemical Co. is a close corporation with $40,000 capital and will extensively push this [illegible] Mr. Stollenwerck is the president and [illegible] H. S. Hunt vice president of the new corporation.

Toilet Paper on Which Money Can be Made.

A new departure in toilet paper selling to the trade has been inaugurated by the Tissue Company, of Cleveland, Ohio. It consists in printing advertisements on every other sheet of the paper and then selling the rolls to the drug and grocery stores throughout the country. Each roll consists of 1000 sheets, every other one a blank and on the rolls sold to druggists the articles advertised consist of Sen-Sen, Beeman's Pepsin Gum, Cascarets, White's Yucatan Gum, Warner's Safe Cure and other articles sold by druggists.

The Tissue Company has been in operation for a number of years in Cleveland but its product has been sold exclusively to hotels, office buildings, factories, rail and boat lines. So much general advertising has been offered the company that a new field had to be developed in which to market the tissue. The price asked for the tissue is declared to be less than the actual cost of the paper. In fact the price of tissue paper has advanced from 2 cents per pound upward in the last year when bought from the paper mills in carload lots and this tissue with advertising affords the only means through which the average druggist can sell toilet paper at a low price and still make a profit.

Sell A-Corn Salve and Make 217 Per Cent Profit.

The Giant Chemical Co., Philadelphia, have a proposition which should interest every retail druggist who desires to make big returns on a small investment. They are manufacturers of A-Corn Salve and in an advertisement on another page they demonstrate how the retail druggist may make a profit of 217 per cent or $3.70 on an investment of $1.70. This proposition is worth looking into. Order of your regular jobber or write to Smith, Kline & French Co., Philadelphia, sole [illegible]

The Pure Food Law
prohibits the sale of any
but strictly pure

Special Prices when ordered
in bulk packages

EXTRACT OF VANILLA

WYETH'S

Represents the True Flavor
of Choice Vanilla Beans

FREE FROM ANY ADULTERANT
PURE AND WHOLESOME

JOHN WYETH & BROTHER, Inc., Philadelphia, Pa.

PHOENIX
SURGICAL DRESSING
MILWAUKEE
The Guarantee of Quality

Send For Our Catalogue—Yours For the Asking

We allow you a straight discount of 30% on any size order of

SURGICAL DRESSINGS—PLASTERS
ABSORBENT COTTON—SUSPENSORIES

ALL GOODS GUARANTEED. BUY DIRECT FROM THE MANUFACTURERS

Profit on One Gross Salome Corn Plasters, $8.10

Profits on all our other goods just as large. **Send for our Catalogue and see**

PHOENIX SURGICAL DRESSING COMPANY
430 THOMAS STREET MILWAUKEE, WIS.

May 1st, 1910

ANNOUNCEMENT

The undersigned have acquired from the

Burrough Bros. Mfg. Co.

the Resor-Bisnol business in its entirety, and are sole owners and distributors of

Resor-Bisnol

(BURROUGH)

THE PERFECT INTESTINAL ANTISEPTIC

In addition to the former packages, Resor-Bisnol will also be furnished, for convenience in dispensing on physicians' prescriptions, in 5-grain capsules, in sealed containers of 30 and 75 capsules, respectively.

Price lists, terms and discounts, new scientific literature and samples for physicians only, may be had on application to

RESOR-BISNOL CHEMICAL COMPANY
106 W. Lombard St., Baltimore, Md.

Necco SWEETS

The Line that Catches the Trade

Carry a line of NECCO SWEETS and it will draw the trade your way. Necco Sweets advertising in all the popular magazines is making new customers for you, while Necco *quality* will make them *permanent* customers.

There are over five hundred varieties of Necco Sweets, headed by those most popular confections,

Lenox Chocolates

In ¼ lb. to 5 lb. Fancy Boxes

Known everywhere—and the demand grows apace.

Necco package goods are also winners. A good business and a good profit in them all. All marked by the Necco Seal.

10 CENT PACKAGE GOODS	5 CENT PACKAGE GOODS
Necco Chocolate Maple Walnuts	Necco Chocolate Creams, As'd
Necco Chocolate Wintergreen	Necco Pepsin Chewing Gum
Necco Chocolate Nougatines	Necco Chocolate Pecan Fudge
Necco Chocolate Almonds	Necco Chocolate Cream Cakes
Necco Chocolate Assorted Nuts	Carnation Pastilles
Necco Chocolate Molasses Crisp	Necco Chocolate Mints
Violet Pastilles	Necco Licorice Drops

PENNY GOODS

Pee Wee Mottoes	Peek-a-Boos
Coltsfoot Rock	Lover's Dreams
Pony Hearts	American Fig Confections
Sweet Orange Slices	Base Ball Caps

See your jobber today. If he is not supplied, write us direct

NEW ENGLAND CONFECTIONERY CO., Boston, Mass.

There is Nothing "JUST AS GOOD"

A "Formula" introduced by the late Mr. Planten Over 70 Years Ago

POPULAR FOR GENERATIONS

PLANTEN'S (TRADE MARK) C & C OR BLACK CAPSULES

(REGISTERED IN U. S. PATENT OFFICE)

Beware of "NEAR GOODS," "NEAR NAMES," and Imitations

ONE OF THE OLDEST AND BEST REMEDIES FOR

Chronic and Acute Gonorrhoea, Gleet, Urethritis

H. PLANTEN & SON Founded 1836 BROOKLYN, N. Y.

BUSINESS NOTICES

Mulford Puts Antimeningitis Serum on the Market.

Antimeningitis Serum is now placed on the market by the H. K. Mulford Co. who announce that they are prepared to supply it from their various branch houses as well as from Philadelphia. The serum is supplied in packages the entire contents of which have been sterilized. Each package contains two syringes of 15 cc. each, being the dose usually administered to young children, while for adults, or for malignant cases, 30 cc. (2 syringefuls) are to be injected at one dose. With each package is a special needle for puncturing the spinal canal. The needle is made of soft-tempered metal which will not break, and is given sufficient stiffness by a special stylet. This stylet fits into the needle and is of exactly the same length. The end is beveled so that when it is fitted into place the bevel corresponds to that of the needle point, making one smooth surface. When the stylet is rotated its point clears the lumen of any accidental obstruction. This needle serves both for drawing the spinal fluid and for the injection of the Antimeningitis Serum, being left in position during the entire operation. When as much fluid as possible has been drawn off, the syringe is attached to the needle by means of a combined rubber and metal coupling previously sterilized. The metal tip is connected with the syringe by means of a small piece of rubber tubing, in order to avoid all danger of breaking the syringe point or injuring the cord by bending the syringe or by sudden movement of the patient.

Every physician will welcome the news that they are now able to secure Antimeningitis Serum, because it is the only remedy known to be of service in the treatment of cerebrospinal meningitis.

The H. K. Mulford Company, recognizing their responsibility to the medical profession and wishing to co-operate with the authorities thereof in furnishing therapeutic agents for the treatment of poor patients, will, on receipt of certified order from the physician stating that he receives no fee for his services and that the patient is indigent, furnish the Antimeningitis Serum, without charge, except in communities where the Boards of Health supply curative sera for indigent patients.

Burnham Toilet Preparations.

The E. Burnham Toilet Preparations are considered by beauty specialists to be among the finest requisites made, being prepared from the original E. Burnham formulas and containing nothing that will injure the most sensitive skin or delicate complexion. The Burnham Preparations are used extensively in the leading beautifying establishments of the country on account of the rapidity of their action and the satisfactory manner in which they produce results. The line comprises more than fifty different articles, and all are guaranteed under the Food and Drugs Act. The manufacturers state that during the year 1910 $75,000 will be expended in increasing the demand for these goods and druggists who are farsighted will do well to lay in a supply and get the benefit of this publicity.

High-Grade Hand-Colored Local Cards.

The local view card is the card that never goes out of style. Other cards have their day and are forgotten, but the local view is the backbone of the business, the cause of the business in fact. The National Colortype Co., of Cincinnati, Ohio, are turning out better cards every year and increasing their output as fast as they can install suitable machinery. They can now deliver their high-grade hand-colored card in two or three weeks. Ask them for samples and they will gladly send them, if you mention THE PHARMACEUTICAL ERA in writing to them.

Sell the Fischer Bunion Protector.

The Fischer Bunion Protector is highly recommended and extensively advertised. Its sale by druggists gives them an opportunity to make money. Read the Fischer Manufacturing Co.'s advertisement on another page and write to them for particulars.

ZUYDER ZEE

¶ The Latest Riker Triumph.
Perfectly Plain—Absolutely
Pure—Contains No Perfume.

THE MOST ATTRACTIVE PACKAGE ON THE MARKET

¶ Many people demand an unscented
Talcum Powder of known Purity.
: : : : : : Give them : : : : : :

RIKER'S ZUYDER ZEE

WM. B. RIKER & SON CO.

WHOLESALE DEPARTMENT
109 W. Twenty-seventh St., New York

The Most Complete and Convenient Inhaler made

Duplex Menthol Inhaler

Entirely new. The double outlet allows use of inhaler with both nostrils at one and the same time.

Retails at 25c.

$1.65 per Dozen. $18.00 per Gross

Order of Jobber or direct, mentioning Jobber's name

WINDLE SUPPLY CO.

1221 N. 60th St., PHILADELPHIA, PA.

WE ALSO MANUFACTURE

Windle's Frost and Steam Preventive, for Eyeglasses. Windle's Mending Tissue, for all kinds of Repairing. Elite Cloth Cleaning Pad, for Grease Spots. Oriental Polishing Cloth, for Silverware.

Exclusive Sale — 100% Offer on

SECURITY GALL SALVE

2 dozen, 25c. size } $10.00
2 dozen, 50c. size }

1 dozen, 25c. size, free for freight
50 Samples with order

COST $10.00 SELLS $21.00

PROFIT $11.00, or 110%

TERMS: May 1, 120 days, 3 per cent discount if paid May 10. ¶ Only one dealer sold in a town. ¶ Not handled by jobbers. ¶ *100 SAMPLES MAILED DIRECT.*

SECURITY REMEDY CO., Minneapolis, Minn.

Send for Samples Free.
Just a cube and a little boiling water and you have delicious bouillon with
"STEERO"
BOUILLON CUBES
No seasoning required, not even salt or pepper.
A CUBE MAKES A CUP
The quality is proved by the Samples we mail you Free. Write at once.
Distributed and guaranteed by
Schieffelin & Co., William St., New York
Made by American Kitchen Products Co.
STEERO

"STEERO"

BOUILLON CUBES

HAVE YOU STOCKED THEM?

¶This cut is one of a series of advertisements now appearing in the leading periodicals.

¶Write us for a sample and our

"SPECIAL OFFER"

¶Try "STEERO" at home and at the Fountain.

¶The simplicity and quickness with which "Bouillon" or "Beef Tea" is prepared with "STEERO" Cubes will delight you.

Schieffelin & Co.

195 William Street New York City

ADVANCE THERMOMETER

Patented October 6, 1908

Perfectly aseptic, equipped with lenz finders and anti-rolling devices provided with means to limit the extent to which it should be inserted into the body.

½ min. registration, with Certificate, in Rubber Case.....$6.50 per dozen
1 min. registration, with Certificate, in Rubber Case..... 6.25 per dozen
2 min. registration, with Certificate, in Rubber Case..... 6.00 per dozen
RED OR BLUE BULB, FOR RECTAL USE
1 min. registration, with Certificate, in Rubber Case.....$6.25 per dozen

Every instrument tested by our Certified Government Standard and fully guaranteed . . . .

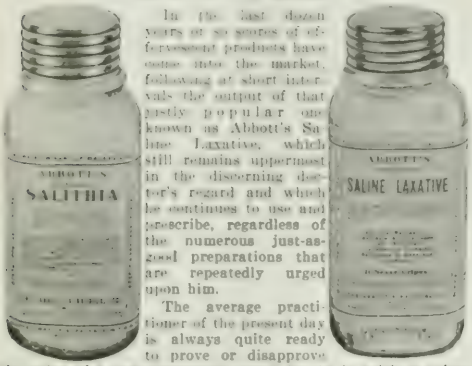
FOR SALE BY

Benton, Hall & Co., Cleveland, Ohio; Churchill Drug Co., Burlington, Iowa; Des Moines Drug Co., Des Moines, Iowa; Finlay Dicks & Co., New Orleans, La.; Fayon & Gallagher Drug Co., Kansas City, Mo.; Hartz & Babnson, Rock Island, Ill.; Hochschild-Kelter Co., Chicago, Ill.; Hornick, Hess & Moore, Sioux City, Iowa; John M. Maris & Co., Philadelphia, Pa.; Meyer Bros. Drug Co., St. Louis, Mo.; Noyes Bros. & Cutler, St. Paul, Minn.; Owl Drug Co., San Francisco, Cal.; Hegeman & Co., New York City; Strother Bros. Drug Co., Lynchburg, Va.; The Hirshberg Co., Atlanta, Ga.; The Abbott Alkaloidal Co., Chicago, Ill.; Wolverine Drug Co., Detroit, Mich.

Manufactured by CHAS. NURNBERG CO., New York City, LARGEST MANUFACTURERS OF CLINICAL THERMOMETERS

BUSINESS NOTICES

Abbott's Twin Salines.



In the last dozen years or so scores of effervescent products have come into the market, following at short intervals the output of that justly popular one known as Abbott's Saline Laxative, which still remains uppermost in the discerning doctor's regard and which he continues to use and prescribe, regardless of the numerous just-as-good preparations that are repeatedly urged upon him.

The average practitioner of the present day is always quite ready to prove or disapprove the value of a new therapeutic agent, but he is quick to reject what he finds is a mere make-believe bolstered up by nothing but printed adjectives. So, in connection with effervescent products, through a period of fifteen years each new one has been studiously compared with Abbott's Saline Laxative only to be found wanting.

Another top-notch product is Salithia. A host of practitioners, the manufacturers say, are using it today and find it to be a very effective eliminant in all disorders dependent on an excess of uric acid in the system. In addition to chemically pure magnesium sulphate it contains lithium carbonate and colchicine in correct proportions. It has been found that rheumatism, gout, myalgia and a host of kindred complaints yield to this remedy as they do to no other.

Both Saline Laxative and Salithia are marketed to conform to the N.A.R.D. schedule in three sizes, retail price—small, 25c.; medium, 50c., and large, $1.00, and sold to the trade at $2.00, $4.00 and $8.00 per dozen, respectively. The Abbott Alkaloidal Co., of Chicago, will be pleased to send Trade Price-List and discounts to any druggist on request.

Advertising Campaign for Drosis Now On.

A new advertisement in this issue of the ERA is that of the Drosis Co., Buffalo, N. Y., who are spending a large sum of money in calling the attention of the public to the merits of Drosis, a new Deodorant. This advertising campaign has been carefully planned to reach the greatest number of consumers of this class of articles, the mediums employed being the leading women's magazines circulated in this country. The Drosis Co. want dealers to be prepared to supply the demand that is sure to follow such advertising and to make their share of the profit on the sale of these goods—50 per cent. Send in your order today, the manufacturers will furnish you booklets and show cards.

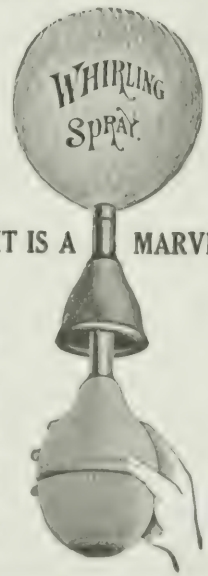
Cyclone Insecticide a Money-Maker.

This is the season of the year when the druggist is likely to have the greatest number of calls for insecticides. The Boston Chemical Co., 30 Portland street, Boston, Mass., are cognizant of this demand and to meet it they call attention in this issue of the ERA to Cyclone Insecticide which they say is a "money-maker" for the druggist who sells it. Read the ad and write to the manufacturers for full particulars.

Borcherdt's Malt Extract and Combinations.

The Borcherdt Malt Extract Co., Chicago, Ill., in their advertisement call attention to their Malt Extract and Combinations, which they say are distinctly ethical products, being detailed to the medical profession. Borcherdt's Malt Soup Extract they especially recommend for preparing Dr. Keller's Malt Soup. Read adv and order from your jobber or direct.

THE MARVEL "WHIRLING SPRAY" SYRINGE



IT IS A MARVEL

WAS AWARDED THE GOLD MEDAL, DIPLOMA, AND CERTIFICATE OF APPROBATION, BY THE SOCIETE D'HYGIENE OF FRANCE, OCTOBER, 9, 1902,

as the latest and best improvement in Vaginal Syringes. Particular attention is called to the fact that by means of its specially constructed Hard Rubber Spray Nozzle and Double Rubber Shield, which can be used at pleasure, a stream or whirling spray, which may be directed to any part of the vagina with a pressure sufficient to cause the injection to come into contact with the entire surface, instantly dissolving and washing out all secretions and discharges.

FULLY PROTECTED BY PATENTS
ALL JOBBERS SELL IT

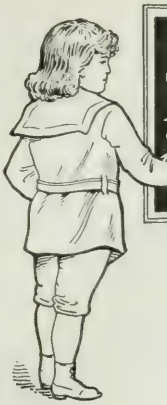
THE MARVEL CO.

Sole Proprietors

44 E. 23rd St. NEW YORK

BRANCH OFFICES

Paris, France ..... 42 Rue du Marche
London, England ..... 31 Queen Victoria Street
Sydney, N. S. W. Australia 416-418 George St.
Montreal, Can., National Drug & Chemical Co.



My Grandfather used Mr. Hammonds Slug Shot for Potato Bugs. So does my father use it. My Mother puts Slug Shot on roses.

HAMMONDS SLUG-SHOT KILLS INSECTS. SAVES FOLIAGE

"HAMMOND'S SLUG SHOT"
USED FROM OCEAN TO OCEAN

A light, composite, fine powder, easily distributed either by duster, bellows, or in water by spraying. Thoroughly reliable in killing Currant Worms, Potato Bugs, Cabbage Worms, Lice, Slugs, Sow Bugs, etc., and it is also strongly impregnated with fungicides. ☞ Put up in Popular Packages at Popular Prices. **Sold by Seed Dealers and Merchants.**

HAMMOND'S SLUG SHOT WORKS, FISHKILL-ON-HUDSON, N. Y.

New Crop Olive Oil

"PYRAMID BRAND"

WE are in receipt of the first shipments of Italian Olive Oil of the new crop. The flavor is excellent, much superior to last year's oil and the price is also lower.

WE INVITE ORDERS AND INQUIRIES

LEHN & FINK New York

ERA WANT ADS.

Secure good clerks for employers; desirable positions for competent clerks; quick sales of drug stores, fixtures and stocks. :: :: :: :: :: ::

Have You Tried Them

JUDGMENTS IMPOSED ON DRUG LAW VIOLATORS

Washington, May 20.—The Department of Agriculture has given public notice of judgments [illegible] in the courts on cases reported to the United States Attorney-General by the Board of Food and Drug Inspection for violations of the Food and Drugs Act [illegible]

Bunge C. Fuqua and Samuel Lyon, trading as Lyon-Bunge Chemical Co. of Shreveport, Louisiana, manufacturers of "Sure Thing Tonic." Product was adjudged misbranded as to ingredients and medicinal claims advanced for it. Defendants [illegible]

Lyon-Bunge Co., Ltd., New Orleans, shipped a consignment of drug labeled "Bunge's Head Ache." Same misbranded in that statements on label were false. Plead guilty [illegible]

Joseph Perlitch, doing business as The Perlitch Pharmacy, Brooklyn, N. Y., shipped in interstate traffic consignment drug labeled "U-Re-Ka Headache Powders." Misbranded in that quantity and proportion of acetanilid was not stated. Plead guilty and fined $25.

George W. Burns, trading as The Analgine Tablet Co., Bernardsville, N. J., shipped in interstate commerce a consignment of drug labeled "Analgine Tablets." Same misbranded in that label did not state quantity or proportion of acetanilid [illegible]

O. A. Johnson, doing business under name of The Dr. Johnson Remedy Co., sold and shipped and possessed for shipment [illegible] packages of Antiseptic Tonic, two packages or bottles of "Blood Purifier," one package or bottle of "Special No. 4," all of which packages constituted "Dr. Johnson's mild combination treatment for cancer." Defendant was indicted on six different counts for misbranding but court quashed each because they failed to state facts sufficient to constitute any crime or offense.

Trading Stamp Suit Reaches U. S. Supreme Court.

Washington, May 20.—The District Court of Appeals has reversed a decision of Judge Mullowney in the Federal Police Court. [illegible] the Commissioners of the District of Columbia, commissioners of [illegible] all trading stamp companies in the District to the effect [illegible] Judge Mullowney dismissed the cases. The Commissioners took an appeal, and the Appellate Court has ruled in favor of the plaintiffs. Attorneys for the defendants have taken steps to carry the matter to the United States Supreme Court, and the decision of the highest tribunal will be awaited with keen interest by all interested parties.

Good Showing of American Druggists' Fire Ins. Co.

At the annual meeting of the executive committee of the American Druggists' Fire Insurance Co. held at Cincinnati, the business for the first three months of 1910 showed an increase of 53 per cent, with a premium increase of 35.4 per cent over the corresponding period of last year. The losses for the first three months of the year amounted to $4549.64.

The committee carefully considered a request from many different sources for an increase in the limit of insurance to be carried on the best risks in the best fire protected cities, but after a most thorough discussion, it was unanimously decided to invariably continue this limit of $3000 on any one risk in cities having the best fire protection.

Secretary Freericks reported that all arrangements had been completed for entering three more States and the appointment of B. C. Ansley, of Los Angeles, Cal.; Harry E. Ring, of Portland, Me., and George A. Gilmore, of Epping, N. H., as general agents for those States, was approved. Arrangements were made for representation at the different State and National meetings. Owing to a continued confusion of the A.D.F.I. Co. with concerns that also profess to do a druggists' insurance business, the committee instructed the officers of the company to make every possible effort in order to prevent such continued misunderstanding, and to make it especially clear, that the American Druggists' Fire Insurance Co. is a capital stock company operated along legitimate lines and that it does business in compliance with the laws of the different States, and is under the direct supervision of the different State insurance commissioners.

BOYKIN FI-LEZY
PRESCRIPTION FILING CABINET
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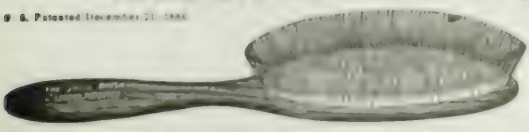
for Every Packing Purpose
Illustrated Catalog
"HOW TO PACK IT"
and Sample Box for the asking
THE HINDE & DAUCH PAPER CO.
Sandusky, O., or 165 Duane St., New York City

You'll Save
[illegible] freight, but that's the [illegible]
Wolverine Knock-Down Show Case
[illegible]
MICHIGAN SHOW CASE CO.
53 EAST FORT STREET DETROIT, MICH.

AIR CUSHION.
The Ideal Hair Brush.
U. S. Patented December 21, 1909



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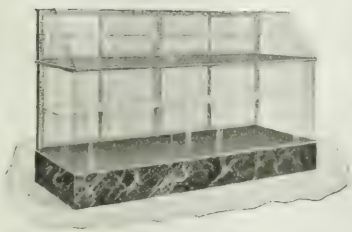

To Bring A Customer Back Again

should be the constant aim of every druggist. The impression he secures of your store and your merchandise on his first call usually decides whether he returns or not.

If your store is attractive and equipped with up-to-date selling facilities the chances are the customer will return.

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GRAND RAPIDS, MICH.

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San Francisco Office, 683 Mission Street

Under our own Management

St. Louis Office and Showroom, 1329-1331 Washington Ave.
The Largest Manufacturers of Store Fixtures in the World

Prices Current *of* Drugs *and* Chemicals

TO SUBSCRIBERS—[illegible] remember that [illegible] charged to [illegible] Quality [illegible]

Article	Low	High
Acacia, select white........lb.	[illegible]	[illegible]
1st select powdered......lb.	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
Sorts, sifted ....lb.	[illegible]	[illegible]
Ac[illegible] lb.	[illegible]	[illegible]
Acetphenetidine, U.S.P.....lb.	[illegible]	[illegible]
Acetone, pure C.P., Med...lb.		[illegible]
A[illegible] (sp. gr. 1 040) ....lb.	[illegible]	[illegible]
U.S.P., 36 p. c.........lb.	[illegible]	[illegible]
C. P., Glacial, 99½ p. c.lb.	[illegible]	[illegible]
B[illegible] oz.	[illegible]	[illegible]
German ....lb.	[illegible]	[illegible]
B[illegible] cryst ....lb.	.11	[illegible]
Powdered ....lb.	.12	[illegible]
Impalp. ....lb.	.17	[illegible]
B[illegible] oz.		[illegible]
Carbolic, cryst., bulk....lb.	.10	.14
10 and 5 lb. cans.......lb.	.12½	.14
Crystals, 1 lb. bottles..lb.	.15	[illegible]
Crude, 10-95 p. c. ...gal.	.20	[illegible]
Chl[illegible], 1 oz. v. ...oz.	.25	.17
Chr[illegible], 1 oz. v. ...oz.	.07	.11
C. P. ....oz.		[illegible]
Chrysophanic, true, vials.oz.	.35	.40
C[illegible] synthetic, v. ..oz.	.28	.32
Natural, 1 oz. v.........oz.		.40
Citric, cryst. (kegs) ....lb.		[illegible]
lb.	.40	.47
Granulated ....lb.	.40	.47
Powdered ....lb.	.40	.47
Formic, Conc. 1 lb. bot..lb.	1.00	1.10
oz.		.19
Gallic ....lb.	.63	.65
¼, ½, 1 lb. cartons....lb.	.65	.71
Glycerinophosphoric .....oz.		.40
Hippuric ....oz.	.65	.75
Hydriodic, sp. gr. 1.50..1 oz.	.40	.42
Sealed Tube ....oz.	.50	.52
Hydrobromic, conc., incl.oz.		.17
Dil., U.S.P., 1 oz. v. incl oz.		.09
[illegible]		
U.S.P. ....oz.	[illegible]	[illegible]
Hypophosphorous, sol., 30 per cent ....oz.		.10
U.S.P., 10 p. c..........oz.		.11
Lactic, conc., 1 oz. v......oz.		.12
lb.	[illegible]	.70
Dilute ....oz.		.08
Molybdic, C. P. ....lb.		5.50
1 oz. vials ....oz.		.44
M[illegible] boys 120 lbs. 2½c.)......lb.	.05	.07
C. P. Hydrochloric ....lb.	.10	.15
Nitro-Muriatic ....lb.		[illegible]
[illegible] purified ....lb.		[illegible]
Oxalic ....lb.	.12	.14
Powdered ....lb.	.20	.22
Phosphoric, diluted .....lb.		.10
U.S.P., 1880, 50 p. c.....lb.	.30	.35
Syrup, 85 per cent.....lb.	.35	.40
Glacial sticks ....lb.	.50	.55
Picric ....lb.		.55
Pyrogallic, ¼, ½ and 1 lb. [illegible] .....lb.	1.65	1.85
1 oz. v. ....oz.	.18	.21
Pyroligneous, purified ...lb.		.30
Crude ....gal.	.25	.35
Salicylic, 1 lb. carton....lb.	.40	.42
Bulk ....lb.	.38	.40
From Gaultheria, 1 oz. v.	.28	.32
Sulphuric, aromatic .....lb.		.50
Com'l 66° (cb'y 160 lbs.).lb.		.01[illegible]
lb.	.05	.06
C. P. ....lb.	.10	.14
Sulphurous, U.S.P. solution ....lb.		.16
Tannic, Phar., 1 lb. cart..lb.	.70	.85
Medicinal ....lb.	1.20	1.30
Tartaric, cryst. ....lb.	.27	.32
Powdered ....lb.	.27	.32
Trichloracetic ....oz.	.20	.27
Valerianic, 1 oz. v. ......oz.		.20
Acneine ....oz.		3.75
Acoin, 15 gr. v. ....ea.		.25
Aconite leaves, Eng. 1 lb. b.lb.		1.25
German ....lb.	.19	.24
Powdered ....lb.	.24	[illegible]
Root, English ....lb.		.75
Powdered ....lb.		.85
Root, German ....lb.	.19	.25
Powdered ....lb.	.24	.30
Aconitine, Amorp., ⅛ oz. v.ea.		1.40
Nitrate, Amor., 15 gr. v..ea.		[illegible]
Cryst., 15 gr. v. ......ea.		[illegible]
Adeps Lanae, Anhydrous ..lb.	.27	.29
Hydrous ....lb.	.22	.24
Agar Agar ....lb.	.75	.85
Agar[illegible] ....oz.		[illegible]
Alcohol, Absolute ....gal.		4.50
Cologne, Sp., 95%, U.S.P., [illegible] ....gal.		2.63
Less ....gal.	2.95	3.00
Com'l, 95%, U.S.P.,bbls..gal.		2.65
Less ....gal.	2.90	2.95
Denatured, bbls. & ½ b.gal.	.45	.50
Less ....gal.	.50	.60
Methylic (Wood), bbls..gal.	.55	.60
Less ....gal.	.65	.75
Alkanet Root ....lb.	.12	.14
Alkannin, Powdered ....oz.		.40
Allspice, Clean ....lb.	.11	.14
Powdered ....lb.	.16	.20
Almonds, Bitter, shelled ...lb.	.45	.50
Sweet, Jordan ....lb.	.45	.50
Aloes, Barbadoes, true.....lb.	.80	.85
Powdered ....lb.	.85	.90
Cape ....lb.	.14	.18
Powdered ....lb.	.22	.27
Curacoa, gourds ....lb.	.18	.22
Socotrine, True ....lb.	.35	.40
Powdered ....lb.	.40	.45
Purified ....lb.	.75	1.00
Aloin, 1 oz. v. ....oz.	.13	.15
Althea Root, cut ....lb.	.25	.30
Alum, Ammonia, bbls. .....lb.	.02	.05
Dried, 1 lb. cartons .....lb.		.14
Ground, bbls. or less....lb.	.02½	.05
Powdered, bbls. or less..lb.	.03½	.06

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EVERY DAY IN THE YEAR

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(KOLAX)

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It Leads in Quick Sales
It Leads in Durability
It Leads in Construction
It Leads in Applying the Powder
It Leads in Price

There is as much profit and much more satisfaction in selling the "Quick Loader" than any other gun made.

If you buy in lots of 25 gross or more we will place your name on the top plate in place of ours, and in addition will furnish you with a reasonable quantity of attractive powder gun circulars, with your imprint.

Advise us the probable quantity of guns you will wish this coming season and we will make you an attractive price and help you to sell them.

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Sanatogen
THE FOOD-TONIC

Sanatogen sells time and again to the same person—and it sells to the very highest class trade. It is a scientific, approved preparation, and has been prescribed by the best physicians everywhere for years past.

Be sure you don't have to say "No" when your customers ask for Sanatogen.

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are distinguished for that

Rare Quality

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The standard by which others are being judged.

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Prices Current *of* Drugs *and* Chemicals—(*Continued*)

Aluminum Acetate	2b.		.14
Muriate, powd.	oz.	.10	.15
Powdered, coarse	oz.	.10	.15
Sulphate (com'l)			.06
Crystl., C. P.	lb.	.80	.90
Powdered			.85
Ammonia Water		4.00	4.20
Ammonium Benzoate		.34	.38
Bromide		.07½	.09
Carbonate		.06	.07
Chloride, fine, tests		.10	.15
Powdered			.75
Ammonium Acetate, conc.	oz.		.14
Benzoate	oz.	.11	.14
Bromide, U. S. P.	oz.	.22	.28
Bromide, 1 lb. bots.	lb.	.25	.28
Carbonate		.12	.13
Benzoated, 125 bots.	lb.	.30	.31
Powdered		.20	.22
Citrate, 1 oz. v.			.14
Hypophosphite (lb. 16 oz.)	oz.	.16	.20
Iodide	lb.	3.75	3.90
Muriate		.15	.18
Muriate, U. S. P.	lb.	.13	.16
Nitrate, C. P. Crystl.		.18	.20
Oxalate	oz.	.06½	.1
Powdered	lb.	.16	.18
Nitrate, cast			.25
Granulated	lb.	.20	.25
Oxalate, 1 lb. bots.			.12
Picrate, 1 lb. bots.		.50	.60
Salicylate		.90	1.00
Sulphate		.05	.07
Valerianate	lb.	.28	.30
Valerianate	oz.	.18	.22
Angelica Seed, foreign	lb.	.30	.35
Seed	lb.	.15	.20
Anise Seed, Italian	lb.	.17	.22
Seed		.26	.30
Anise Seed	lb.	.12	.15
Apocynum, Canadian, Asclepias			.35
Cundurango	oz.	1.20	1.25
Arecoline Hydrob., 15 g. v.	ea.		.65
Aristol	oz.		1.80
Arnica Flowers	lb.	.20	.25
Powdered	lb.	.30	.35
Root	lb.	.40	.45
Arrowroot Bermuda	lb.	.08	.10
Bermuda, true	lb.	.65	.75
Arrowroot, Jamaica	lb.	.20	.25
St. Vincent	lb.	.15	.20
Tapioca, 25 lb. bag (less boxes, 12 lb.	lb.	.06	.07
Arsenic, Bromide, crystals	oz.		.04
Iodide		.06	.07
White, powd. com'l	lb.	.08	.12
Powdered, pure	lb.	.11	.14
Yellow, Lump (Orpiment)	lb.	.16	.18
Powdered, Medic.	lb.	.18	.20
Asafetida, extra, selected	lb.	1.15	1.20
Good, fair	lb.	1.50	1.75
Powdered	lb.	.80	.90
Asparagus, 4 oz. tin	doz.		1.00
Sulphate, ½ oz. v.	oz.		5.25
Balmony Leaves, Powdered	lb.		.28
Balsam, Fir, Canada	lb.	.80	.90
Oregon	lb.	.20	.25
Peru, true	lb.	2.00	2.15
Tolu	lb.	.30	.35
Barium Carbon, prec., pure	lb.	.08	.10
C. P.	lb.	.75	.85
Caustic Hydrate, C. P., Crystl.	lb.		.75
Chloride, 1 lb. bots.	lb.		.17
Dioxide, Anhydrous	lb.		.30
C. P., 1 lb. bots.	lb.		.90
Nitrate, powdered	lb.	.06½	.11
Pure, 1 lb. bots.	lb.		.37
Sulphate, Powd. (Barytes)	lb.	.07	.10
Pure, Precip.	lb.	.25	.37
Barosma Buchu Leaves	lb.		.24
Bayberry Bark, select	lb.	.12	.16
Long Leaves, Leaves	lb.	.10	.15
Bay Rum, P. R.	gal.	1.75	1.80
Imported		2.00	2.15
Benne Leaves, Absolute	lb.	1.75	2.00
Vanilla, Mexican, long	lb.	8.25	7.50
Short	lb.	5.25	6.25
Cuts	lb.	3.75	5.25
Bourbon	lb.	4.00	5.00
Bethania Leaves, English, 1 lb. bots.	lb.		1.20
German	lb.	.30	.35
Cultivated, S. & C.	lb.		.50
German Root	lb.	.28	.32
Powdered	lb.	.33	.38
Benzine	gal.	.20	.25
Benzoin, Sumatra	lb.	.50	.55
Powdered	lb.	.65	.70
Benzoyl, 1 oz. v.	oz.		1.25
Berberine, C. P., ½ oz. v.	ea.	.90	.95
Phosphate	oz.		3.75
Sulphate, 1 oz. v.	ea.	1.45	1.50
Berberis Aquifolium	lb.	.20	.25
Bismuth, Beta Naph. (Orphol)	oz.		.80
Bromide	oz.	.31	.38
Citrate and Ammonium	lb.	2.50	2.65
Salicylate, 64 p. c.	lb.	2.15	2.28
40 p. c.	lb.	1.80	1.96
Sub-benzoate	lb.		4.15
Subcarbonate	lb.	2.25	2.35
Subgallate	lb.	1.95	2.15
Subiodide	oz.	.30	.32
	lb.	3.65	3.90
Subnitrate	lb.	1.95	2.15
Tannate	oz.	.20	.25
Valerianate	oz.		.30
Blue Mass (Blue Pill)	lb.	.55	.60
Powdered	lb.	.60	.65
Blue Vitriol (see Copper Sulphate).			
Bone, Cuttlefish	lb.	.20	.25
Powdered	lb.	.60	.65
Jewelers'	lb.	.60	.65
Boneset, Leaves and Tops	lb.		.20
Borax, Refined	lb.	.06	.08
Powdered	lb.	.08	.10
Burdock Leaves, Long	lb.	1.00	1.10
Powdered	lb.	1.10	1.20
Sliced	lb.	.90	1.00
Powdered	lb.	.95	1.05
Buckthorn Bark	lb.	.15	.18
Buds, Balm of Gilead	lb.	.30	.35
Cassia	lb.		.40
Burdock Root, Crushed	lb.	.20	.25
Seed	lb.		.20
Cacao Butter, bulk	lb.	.30	.35
Baker's A and white	lb.	.40	.45
Dutch	lb.	.32	.38
Huyler's, 12 lb. box	lb.		.39
Mailliard's	lb.	.35	.40
Caffeine, pure	lb.	3.75	4.00
Citrate	oz.	.30	.32
Benzoate	oz.	.31	.35
Bromide	oz.	.31	.33
Citrated	lb.	2.75	2.85
Hydrobromide, gran., eff.	lb.	.50	.55
Hydrochloride (true salt)	oz.	.35	.35

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25 and 50 cents

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PRICE PROTECTION

is after all the only live issue—the one that gives point to the druggists' motto:

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THE DR. MILES MEDICAL CO.
ELKHART, IND.

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on a
$6.00 ORDER

Would you spend 50c. to make $5.50 and at the same time insure the future regular patronage of twenty-five people? You can do it if you co-operate with us in the sale of

KRANK'S
PINK BLUSH
MASSAGE CREAM

A quality article, a toilet necessity so near perfection that in the short time it has been on the market the sales are wonderful.

Thousands of Dollars for Advertising

To tell the people of its merits and direct them to the druggists.

To make our plan a complete success, we wish your co-operation in selling an article of merit, under the *protected price selling plan*, which pays you a profit of 50 per cent. You have the same opportunity as your competitor, you buy and sell at just as low a price as he can.

If you are interested in our proposition send for our booklet which explains all about our advertising campaign. How Pink Blush is marketed, and how to make $5.50 profit on a $6.00 order. Write us today.

ALFRED J. KRANK Laboratories
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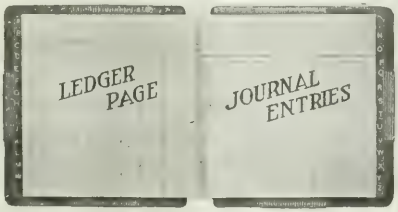

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The Richmond & Backus Company
DETROIT, MICHIGAN

Prices Current *of* Drugs *and* Chemicals—*(Continued)*

[illegible]				
Decorticated	lb.	.80	—	.90
[illegible]				
Cascara Sagrada Bark	lb.	.20	—	.25
Powdered	lb.	.20	—	.25
[illegible]				

[illegible]				
[illegible] white	lb.	[illegible]		[illegible]
[illegible]	lb.	[illegible]		[illegible]
Cerium Oxalate	lb.	[illegible]		[illegible]
Chalk, Precipitated, Eng., 7 lb. bags	lb.	[illegible]		[illegible]
[illegible]				
White, bbls.	lb.	.00¾	—	[illegible]
Chamomile Flowers, Ger.	lb.	[illegible]		[illegible]
Roman	lb.	[illegible]		[illegible]
Charcoal, Willow, pwd.	lb.	[illegible]		[illegible]
[illegible]				
Chiretta	lb.	[illegible]		[illegible]
[illegible]				
Chloroform	lb.	[illegible]		[illegible]
[illegible]				
Cinchona Bark, pale, select	lb.	[illegible]		[illegible]
[illegible]	lb.	.40	—	.50
[illegible]				
Cinchonidine, Alkal., pure	oz.	.50		[illegible]
Salicylate	oz.		—	[illegible]
Sulphate	oz.	.28	—	[illegible]
Cinchonine, Sulphate	oz.	.15	—	.17
[illegible]				
Cobalt, powdered (Fly Poison)	lb.	[illegible]	—	[illegible]
Cocaine, Alkaloid, ⅛ oz. v.	oz.	4.50	—	[illegible]
Muriate, Cryst., ozs.	oz.	3.45	—	[illegible]
⅛ oz. vials	oz.	3.65	—	[illegible]
[illegible]				
Cocculus Ind. (Fish Berries)	lb.	.10	—	.12
Powdered	lb.	.22	—	[illegible]
[illegible]				
Powdered	lb.	.75	—	[illegible]
Codeine	oz.	4.65	—	[illegible]
[illegible]				
Sulphate	oz.	4.65	—	[illegible]
Colchicum Root	lb.	.21	—	.26
Powdered	lb.	.26	—	.31
[illegible]				

Collodion, U.S.P., 1900	lb.		—	[illegible]
Flexible	lb.		—	[illegible]
Colocynth, select	lb.	[illegible]	—	[illegible]
Pulp	lb.	[illegible]	—	[illegible]
Colombo Root	lb.			
Comfrey Root, Crushed	lb.	[illegible]		.75
Condurango Bark, true	lb.	.15		[illegible]
Conium Leaves	lb.	.18	—	[illegible]
[illegible]		.15	—	[illegible]
[illegible]				
Para	lb.	[illegible]	—	[illegible]
Copper, Acetate, distilled	lb.		—	[illegible]
Ammoniated	lb.		—	[illegible]
Carbonated	lb.	.24	—	[illegible]
Chloride, Pure, cryst.	lb.			[illegible]
[illegible]		[illegible]		.40
[illegible]		[illegible]		.43
Powdered	lb.	40	—	.45
Sulphate (Blue Vit.)	lb.	10	—	[illegible]
[illegible]			—	[illegible]
Powdered	lb.	[illegible]	—	[illegible]
Copperas (see Iron Sulphate).				
Coriander	lb.	.10	—	12
[illegible]		16	—	[illegible]
Corrosive Sublimate (see Mercury Bichloride).				
[illegible]			—	[illegible]
Cotton Root Bark	lb.	.15	—	[illegible]
[illegible]				
Coumarin	oz.	[illegible]	—	[illegible]
[illegible]		.32	—	.35
[illegible]		.24	—	[illegible]
Powdered	lb.	[illegible]	—	[illegible]
[illegible]		.24	—	[illegible]
[illegible]		[illegible]	—	1.50
Carbonate	oz.		—	[illegible]
Croton-Chloral (Butylchlo.)	oz.		—	[illegible]
Cubeb Berries, sifted	lb.	.45	—	[illegible]
Powdered	lb.	[illegible]	—	[illegible]
Cudbear	lb.	[illegible]	—	[illegible]
Culver's Root	lb.	[illegible]	—	.20
Cumin Seed	lb.	[illegible]	—	[illegible]
[illegible]				
Dandelion Herb	lb.	[illegible]	—	[illegible]
Root	lb.		—	[illegible]
Cut	lb.	[illegible]	—	[illegible]
Dextrine, Yellow	lb.	[illegible]	—	.10
White	lb.	[illegible]	—	10
Digitalin, ⅛ths	oz.	[illegible]	—	6.50
15 gr. vials	ea.	[illegible]	—	[illegible]

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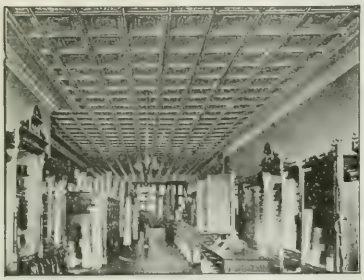

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ST. LOUIS, - - - MISSOURI.

Prices Current *of* Drugs *and* Chemicals—(*Continued*)

Digitalis Leaves, Eng.	lb.		—	[illegible]
German	lb.	.40	—	[illegible]
Powdered	lb.	.45	—	[illegible]
Pressed, ozs.	lb.	.30	—	.32
Dog Grass, Cut	lb.	.16	—	.18
Dover's Powder	lb.	1.60	—	1.70
Dragon's Blood, powdered	lb.	.70	—	.80
Reeds	lb.	.90	—	1.00
Powdered	lb.	1.10	—	1.25
[illegible]	lb.	.75	—	.88
Duotal	oz.		—	1.50
Dwarf Elder	lb.	.35	—	.42
Elaterium	oz.	2.75	—	[illegible]
Elder Berries	lb.	.25	—	.30
Flowers, pressed	lb.	.35	—	.40
Juice, Sambuci	lb.		—	.30
Elecampane Root	lb.	.12	—	.16
Ground	lb.	.15	—	.20
Elm Bark, select	lb.	.25	—	.28
Ground, pure	lb.	.22	—	.25
Powdered, pure	lb.	.25	—	.30
Epsom Salt (see Magn. Sulph.)				
Ergot	lb.	.55	—	.60
Powdered	lb.	.57	—	.62
Ether, Acetic	lb.		—	.67
Chloric, U.S.P.	lb.		—	.37
Nitrous Conct.	lb.	.80	—	1.00
U.S.P.	lb.		—	.31
U.S.P., 1880	lb.	.35	—	.40
Washed	lb.		—	.36
[illegible]	oz.		—	.45
Eserine Hydrochlor	oz.		—	3.50
Eucalyptol, U.S.P.	oz.	.10	—	.14
Eucalyptus Leaves	lb.	.10	—	.12
Euonymin (Eclectic powd)	oz.	.80	—	.90
Euphorbium	lb.		—	.30
Powdered	lb.		—	.40
Europhen	oz.		—	1.40
Exalgine	oz.		—	1.40
Fennel Seed	lb.	.30	—	.35
Flaxseed, cleaned	bbls.		—	9.00
[illegible] less	lb.	.06	—	.08
[illegible] less	lb.	.06	—	.07
Fli-Stiken Fly Ribbon	gross		—	4.80
¼ gross cartons			—	1.20
Foenugreek Seed	lb.	.08	—	.10
Ground	lb.	.09	—	.12
Formaldehyde	lb.	.22	—	.35
Galangal Root, selected	lb.	.12	—	.15
Powdered	lb.	.16	—	.20
Galbanum	lb.	.60	—	.65
Gamboge, Blocky	lb.	1.00	—	1.10
Powdered	lb.	1.00	—	1.10
Select, Pipe, bright	lb.	1.10	—	1.20
[illegible] strings, [illegible]		.20	—	.25
Gaultheria (see Wintergreen)				
[illegible]	lb.		—	.75
[illegible], pink		.90	—	1.00
Gold	lb.	.45	—	.60
Silver	lb.	.33	—	.36
Gelsemin (Resinoid)	oz.		—	2.50
Gelsemine, C.P., crystals, German, 15 gr. vials	ea.		—	2.50
Sulphate, 15 gr. vials	ea.		—	2.50
Gelsemium Root	lb.	.25	—	.30
Powdered	lb.	.30	—	.35
Gentian Root	lb.	.12	—	.15
Powdered	lb.	.14	—	.18
Ginger Root, African	lb.	.13	—	.16
Powdered	lb.	.18	—	.22
Jamaica, bleached	lb.	.25	—	.30
Ground	lb.	.22	—	.24
Powdered	lb.	.27	—	.32
Ginseng	lb.	8.50	—	9.50
Glycerin	lb.	.25	—	.30
Gold and Sodium Chloride, U.S.P., 15 gr. vials	doz.		—	2.70
Gold Thread (Coptis trifol.)	lb.	1.10	—	1.20
Golden Seal Root	lb.	2.40	—	2.55
Powdered	lb.	2.50	—	2.65
Grains of Paradise	lb.	.35	—	.40
Powdered	lb.	.40	—	.45
Grindelia Robusta Herb	lb.	.15	—	.20
Powdered	lb.	.23	—	.28
Guaiac, Resin	lb.	.27	—	.32
Powdered	lb.	.42	—	.47
Wood rasped	lb.	.03	—	.06
Guaiacol, liquid	lb.	2.40	—	2.50
Carbonate, lbs. 3.10	oz.	.23	—	.27
Salicylate (Guaiacol-Salol)	oz.		—	1.00
Valerianate (Geosote)	oz.		—	1.34
Guarana (Paullinia)	lb.	3.00	—	3.15
Powdered	lb.	3.20	—	3.30
Gun Cotton (Pyroxylin)	oz.	.20	—	.25
Gutta Percha, crude chips	lb.	1.50	—	1.73
Sheet	lb.	1.50	—	1.75
Heliotropin	oz.		—	.60
Hemlock Bark, crushed	lb.	.12	—	.15
Powdered	lb.	.16	—	.18
[illegible]	oz.		—	.80
Hemp Seed	lb.	.04	—	.06
Henbane Leaves, English	lb.		—	1.00
German	lb.	.28	—	.32
Powdered	lb.		—	.38
Seed	lb.		—	.35
Henna Leaves	lb.	.35	—	.45
Heroin Hydrochl., 15 gr. v.	ea.		—	.32
Hexamethylenamine	lb.		—	1.00
[illegible] 1 gm vials	ea.		—	.35
Homatropin Alk.	gr.	.35	—	.40
Hydrobromide	gr.	.20	—	.21
Hydrochloride	gr.		—	.45
Salicylate and Sulphate	gr.		—	.45
Honey, strained	lb.	.12	—	.16
Hops, select (1907)	lb.	.35	—	.40
Pressed, ¼ & ½ lb. pkgs.	lb.	.40	—	.45
Hydrastine, Alk., C.P. cryst.	oz.		—	10.00
Hydrochloride	oz.		—	15.00
Sulphate	oz.		—	10.00
Hydrochinon	oz.	.11	—	.13
Hydrogen Peroxide, Sol. Medicinal	lb.	.16	—	.23
Sol. Technical	lb.	.15	—	.20
Hyoscine Hydrobrom 1 gr. v.	gr.	.20	—	.30
Hyoscyamine, Amorph., 15 gr. vials	ea.		—	3.00
Crystal, white	gr.	.32	—	.40
Hydrobromide	gr.	.20	—	.25
Iceland Moss	lb.	.12	—	.16
Ichthyol	lb.	4.00	—	4.25
Indigo, Bengal, true	lb.	1.35	—	1.50
Manila	lb.	.60	—	.70
Insect Powder	lb.	.30	—	.55
Pure Uncol'd Dalmatian	lb.	.50	—	.60
Iodine Bromide	oz.		—	.42
Resublimed	lb.	2.95	—	3.10
Iodoform, cryst. & powd.	lb.	3.40	—	3.60
Deodorized	oz.	.50	—	.55
Ipecac Root, Carthagena	lb.	1.40	—	1.50
Powdered	lb.	1.50	—	1.60
Rio	lb.	3.00	—	3.15
Powdered	lb.	3.10	—	3.25
Irish Moss, bleached	lb.	.15	—	.20
Irisin (Eclectic Powder)	oz.		—	.60
Iron, Acetate, dry	oz.		—	.28
Bromide	oz.		—	.10
Benzoate	oz.		—	.22
Chloride, cryst., U.S.P.	lb.		—	.25
Citrate, U.S.P.	lb.	.58	—	.62
and Ammonia, Sol.	lb.	.54	—	.58

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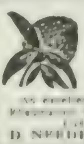

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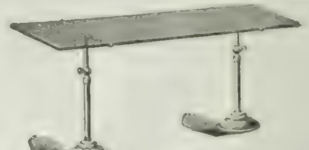

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Phosphates, Punches; Orange, Lemon and Lime Beverages	161
Chocolate and Egg Drinks	61
Hot Drinks	155
Miscellaneous Syrups, Meads, Salted Almonds, Nuts, etc.	117
TOTAL FORMULAS	1337

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Prices Current of Drugs and Chemicals—(Continued)

Iron and Quinine Cit. U.S.P. (2			
[illegible]	lb.	1.90	1.95
[illegible]	lb.	1.80	1.90
Hydrocyanic	lb.		50
Iodine			27
Iodoform	lb.		2.25
Nitric, Strong, U.S.P.	lb.	.25	.30
Oxalic (Acid)	lb.		.11
Phosphoric, Dil. (Acid)	lb.	.35	.40
Pyro	lb.	.18	.25
Pyro	oz.		.20
Salicylic (Acid)	lb.	.52	.57
Tannic (Acid)	lb.	.50	.60
Tartaric (Acid)	lb.		.45
Sulphate	oz.	.05	.10
Solution	lb.	.13	.18
Subsulphate	lb.	.25	.30
Solution (Monsel's)	lb.	.12	.18
Sulphate (Copperas), 100 lbs.		1.00	1.25
[illegible]	lb.	.08	.10
[illegible]	lb.	.15	.20
Tartrate (Acid of Argol)	lb.		.30
Tartrated Soda (Rochelle Salts)	lb.	.18	.25
Tersulph. Solution, U.S.P.	lb.		.20
Valerianate	oz.	.15	.20
Iodide	oz.	3.50	3.75
Ipecac, powdered	lb.	.25	.30
Iron, Ammonio-Citrate	lb.	.20	.30
Iodide	lb.	.15	.20
Tartrate and Ammonium	lb.		.20
Tartrate and Potassium	lb.	.18	.25
Tersulph. Solution, U.S.P.	lb.		.20
Valerianate	oz.	.15	.20
Isinglass, Russian	lb.	4.50	5.00
Ivy, Powdered Leaves	lb.	.25	.30
Powdered	lb.	.20	.30
Jalap Root, selected	lb.	.50	.60
Powdered	lb.	.37	.45
Jujubes, Berries	lb.	.09	.11
Kamala	lb.	.35	.40
Powdered	lb.	.45	.50
Purified	lb.	1.50	1.75
Kaolin	lb.	.05	.08
Kino	lb.	.45	.50
Powdered	lb.	.50	.55
Kola Nuts, small and large	lb.	.15	.25
Powdered	lb.	.30	.35
Kousso, powdered	lb.	.35	.40
Lactucarium	lb.	8.75	9.00
Ladies' Slipper Root	lb.	.55	.65
Lanolin	lb.	.30	.35
Anhydrous	lb.	.40	1.25
Lavender Flowers	lb.	.40	.45
Lead Acetate (Sugar)	lb.	.15	.18
Carbonate	lb.	.50	.55
Iodide, powdered	oz.	.20	.25
Nitrate	lb.	.16	.18
Lead, Oxide, Medicinal	lb.	.80	.90
Red	lb.	.07	.12
Subacetate, Solution	lb.	.14	.20
Lemon Grass, cuttings	lb.	.04	.06
Lemon Peel, Ribbons	lb.	.14	.18
Powdered	lb.	.16	.20
Licorice	lb.	.10	.12
Mass	lb.	.14	.16
Powdered	lb.	.18	.20
Root, Russian, cut	lb.	.15	.20
Powdered	lb.	.18	.22
Spanish, bundles	lb.	.14	.18
Powdered	lb.	.17	.20
Lime, Chlorinated, bulk	lb.	.03	.05
Assorted, 1, ½ and ¼ lb.	lb.	.10	.12
Limestone			.02
Linseed, Argentine	lb.		.10
Boiled	lb.		.10
Raw	lb.		.10
Oil, Boiled	gal.	1.02	1.10
Raw	gal.		.97
Gum, Arabic, Sorts	lb.		.65
Selected	lb.	1.10	1.20
Lobelia Herb	lb.	.20	.25
Powdered	lb.	.25	.30
Seed	lb.	.50	.60
Powdered	lb.	.60	.70
Lovage Root, select, white	lb.	.90	1.00
Seed	lb.		.65
Lycopodium	lb.	.50	.60
Magnesia, Calcined	lb.	.50	.60
Magnesium, Benzoate	oz.	.25	.30
Carbonate, 4 ozs.	lb.	.14	.20
2 ozs.	lb.	.16	.20
Powdered	lb.	.08	.15
Ponderous	lb.	.80	.85
Glycerophosphate	oz.	.40	.44
Hypophosphite, pure	lb.	1.25	1.35
Metal, Powdered	oz.		.20
Ribbon	oz.		.60
Phosphate, pure	oz.	.08	.10
Sulphate (Sal Epsom)	lb.	.03	.05
C. P. Crystals	lb.	.17	.20
Dried	lb.		.15
Malva Flowers, large	lb.	.30	.35
Blue, small	lb.	.50	.55
Mandrake Root	lb.	.12	.16
Powdered	lb.	.16	.20
Manganese, Hypophosphite	oz.		.90
Peroxide	oz.		.12
Sulphate, crystal	lb.		.14
Chloride, cryst.	lb.		.50
Hydrocyanic	oz.	1.55	1.60
Laurate	oz.		.50
Oxide, light, precipitated	lb.	.68	.70
Manna, flake, large	lb.	.90	1.00
Small	lb.	.65	.75
Marjoram Leaves	lb.	.25	.30
Menthol, cryst.	lb.	1.37	1.50
	oz.	.90	.95
Mercury	lb.	.80	.85
Ammoniated, white precip.	lb.	1.14	1.41
Bichloride (c. sublimate)	lb.	.92	.96
Powdered	oz.	.95	1.00
Bisulphate	oz.	.71	.76
Chloride, mild (Calomel)	lb.	.90	1.06
Iodide, green, Proto	lb.	1.70	1.75
Red (Pre.) Biniodide	lb.	2.60	2.80
Nitrate Solution	oz.	2.75	.18
Oxide, red (Red Precip.)	lb.	1.14	1.1
Yellow	oz.	.15	.18
Subchloride	oz.	.23	.27
Sulphate (Turp. Mineral)	lb.		1.05
Mercury with Chalk (by succussion)	lb.	.51	.54
Millet, sweet, American	lb.	.04	.05
German	lb.	.02½	.06
Morphine, Acetate, 1-8 oz. v.	oz.	.80	.80
Alkaloid, pure, 1-8 oz. v.	oz.	4.80	5.05
Hydrobromide, 1-8 oz. v.	oz.	3.80	3.90
Hydrochloride, 1-8 oz. v.	oz.	3.90	4.00
Sulphate, 1 oz. v.	oz.	3.55	3.65
1-8 oz. v.	oz.	3.75	3.80
Valerianate, 1-8 oz. v.	oz.	5.65	5.75
Morrhuate	oz.	.55	.60
Mullein Flowers, 1 lb. cans	lb.	.90	1.00
Musk Root	lb.	.18	.28
Powdered	lb.	.25	.30
Mustard Seed, black	lb.	.12	.14
Ground	lb.	.13	.15
White	lb.	.10	.10
Ground	lb.	.13	.15
Myrrh (Gum-Resin)	lb.	.28	.33
Naphthalene, flake or balls	lb.	.02¾	.05
Nickel, Acetate	oz.		.34
Bromide	oz.		.37
Sulphate	lb.		.35
Nickel and Ammo Sulphate	lb.	.20	.30
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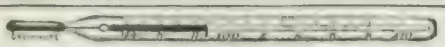

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Nux Vomica		.10	— .14
Powdered		.18	— .20
Oil, Almond, expressed		1.50	— 1.60
Wintergreen, artificial	lb.	6.50	— 7.00
Sweet		.75	— .85
Amber, crude, dark	lb.	.18	— .20
Rectified		.30	— .35
Anise		1.50	— 1.60
Bergamot, imported			
domestic	gal.	.70	— 1.00
Cassia	lb.	4.25	— 4.40
Cassia, American (Boker)	lb.	2.25	— 2.50
Cade	lb.	.30	— .35
Cajuput, bottles	lb.	.85	— .90
Camphor	lb.	.29	— .31
Cassia, Saigon	oz.	.45	— .50
Caraway	lb.	1.75	— 2.00
Cassia	lb.	1.20	— 1.25
Castor, American	lb.	.12	— .14
Castor, Louisiana, pure	lb.	.75	— .85
Celery	oz.	.75	— .80
Cinnamon, Ceylon	lb.	2.00	— 2.50
Cinnamon, Ceylon	oz.	1.00	— 1.25
Citronella	lb.	.47	— .52
Cocoa		.95	— 1.05
Cod Liver, Norwegian	gal.	1.20	— 1.35
Bleached		2.00	— 3.00
Croton		17.50	— 18.50
Copaiba, pure	lb.	1.40	— 1.50
Cubeb	oz.	.75	— .85
Cottonseed, yellow	gal.	.80	— .90
Croton	lb.	1.00	— 1.20
Cubeb	lb.	4.15	— 4.40
Cumin	lb.	5.75	— 6.00
Dill	oz.	.45	— .50
Erigeron, true	lb.	2.25	— 2.50
Eucalyptus	lb.	.85	— 1.10
Fennel, sweet, pure	lb.	1.50	— 1.60
Gaultheria Leaf	lb.	6.30	— 6.50
Geranium, Rose, natural	lb.	3.00	— 3.50
Gurjun		2.00	— 2.50
Hemlock, pure	lb.	5.75	— 6.00
Gold Medal Tilly, large,	gross		—18.00
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Oil Hemlock, cans, 20 lbs. or less	lb.	.75	— .90
Juniper Berries		1.40	— 1.50
Wood		1.00	— 1.10
Lard	gal.	1.00	— 1.60
Lavender, Mitcham	oz.	1.00	— 1.00
Flowers	lb.	3.50	— 3.75
Garden, French		1.30	— 1.35
Lemon		1.25	— 1.35
Lemongrass		1.40	— 1.50
Linseed, boiled	gal.	.82	— .87
Raw	gal.	.80	— .85
Male Fern, Ethereal	lb.	2.10	— 2.20
Mustard, artificial	oz.	.90	— .95
Neatsfoot	gal.	1.00	— 1.05
Extra	gal.	.90	— .95
Nutmeg		.70	— .75
Neroli, Bigarade best	oz.	5.50	— 6.00
Petale extra		6.00	— 6.25
Nutmeg	lb.	1.25	— 1.40
Olive, Lucca, Cream,	gal.		— .90
1 and 1 gal. cans	gal.	3.10	— 3.20
3 gal. and 6 gal. cans	gal.	2.75	— 2.85
Malaga	gal.	1.50	— 1.65
Orange, bitter	lb.	3.00	— 3.20
Sweet	lb.	2.85	— 2.90
Pennyroyal	gal.	.35	— .45
Peppermint	lb.	.40	— .45
Peppermint, Wayne Co.	lb.	1.90	— 2.40
Pimento, pure	lb.	.80	— .90
Pennsylvania N Y	lb.	2.50	— 2.75
Petroleum, Canada	lb.	3.00	— 3.25
Western	lb.	2.25	— 2.50
Pine, Oregon	lb.	3.10	— 3.35
Pine, Swiss	lb.		— .40
Rapeseed, refined	gal.	.90	— 1.00
Rose, Otto, Kiloritt	oz.	6.75	— 7.00
Rosemary Flowers	lb.	1.40	— 1.50
Rosewood	oz.	.80	— .90
Sage, Dalmatian	oz.	.40	— .50
Salad, Union Oil Co.	gal.	.75	— .85
Sandalwood, East India	lb.	4.75	— 5.00
Sassafras, true	lb.	.80	— .90
Spearmint, pure	lb.	2.50	— 2.75
Spearmint, Wayne Co.	lb.	.90	— 1.00
Tansy	lb.	3.00	— 3.15
Tar, U.S.P.	gal.	.60	— .75
Thyme, com'l	lb.	.45	— .50
Red, No. 1	lb.	1.25	— 1.35
White	lb.	1.00	— 1.00

Oil, Wintergreen, sweet birch	gal.	.90	— .92
Wine, Ethereal, light	lb.	3.50	— 3.75
Heavy, true, f. grapes	lb.	5.00	— 5.25
Wintergreen	lb.	5.00	— 5.25
Synthetic	lb.	.50	— .55
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cury	lb.	.55	— .60
1-3 mercury	lb.	.45	— .50
Opium (Natural)	lb.	6.40	— 6.65
Granulated		7.20	— 7.40
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Orange Flowers	lb.	1.90	— 1.45
Peel, Curacoa	lb.	.15	— .20
Orris, Florentine	lb.	.18	— .22
Select Finger	lb.	.70	— .85
Veronia	lb.	.10	— .12
Parchin	lb.	.10	— .12
Parsonia	oz.		— .35
Paraldehyde	lb.	.70	— .80
Pareira Brava Root	lb.	.40	— .45
Pelletierine Tan, 15 gr. v	oz.		— .25
Paris Green	lb.	.23	— .26
Pepper, black, clean sifted	lb.	.12	— .15
White	lb.	.28	— .30
Peppermint, Herb, German	lb.	.35	— .60
Leaves, crushed	oz.		— .24
Petrolatum, U.S.P., white	lb.		— .15
Phenacetin, Bayer	oz.		— .33
Phosphorus, Amorphous	lb.	1.30	— 1.40
Pilocarpine, Alk., pure	gr.	.08	— .09
Hydrobromide, 5 gr. v	gr.	.08	— .09
Hydrochloride	gr.	.04	— .05
Nitrate	gr.	.04	— .05
Pink Root, true	lb.	.50	— .60
Piperazine			— 1.00
Piperin	oz.	.55	— .59
Pitch, Burgundy, American	lb.	.04½	— .10
Plaster, Common	bbl.	2.00	— 3.00
True, dentists' sifted	bbl.		— 2.50
Pleurisy Root	lb.	.20	— .25
Powdered	lb.	.30	— .35
Podophyllin (Resin)	lb.	3.75	— 4.00
Poke Berries	lb.	.20	— .25
Root	lb.	.16	— .20
Powdered	lb.	.20	— .25
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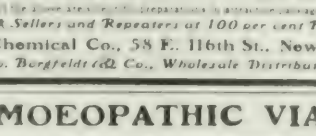

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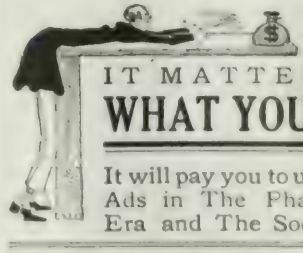

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White, sticks	lb.	.28	— .35
Potassium Acetate	lb.	.35	— .40
Benzoate	oz.	.15	— .19
Bicarbonate	lb.	.13	— .16
Bichromate	lb.	.13	— .16
Bisulphate, crystal	lb.		— .50
C. P.	lb.		— .65
Bitartrate, Ref. (Cream Tartar) pure powder	lb.	.24	— .28
Bromide	lb.	.26	— .28
Carbonate (Pearl Ash)	lb.	.09	— .11
C. P.	lb.	.50	— .55
Refined (Sal Tartar)	lb.	.13	— .15
Chlorate	lb.	.13½	— .20
Powdered	lb.	.14½	— .21
Purified and gran.	lb.	.25	— .30
Chloride, C. P.	lb.	.35	— .40
Citrate	lb.	.45	— .50
Glycerophosphate	oz.	.16	— .20
Hypophosphite	lb.	.90	— 1.05
Iodide	lb.	2.15	— 2.25
Lactophosphate	oz.	.20	— .24
Nitrate	lb.	.07	— .10
Powdered	lb.	.07½	— .12
C. P.	lb.	.35	— .40
Permanganate	lb.	.20	— .24
Pure, powdered	lb.		— .30
Prussiate, red	lb.	.50	— .55
Yellow	lb.	.22	— .25
Salicylate	oz.		— .15
Sulphate, powdered	lb.	.10	— .12
C. P.	lb.	.30	— .35
Sulphide	lb.	.14	— .15
Tartrate, Pow. (Sol. Tartar)	lb.	.50	— .56
Powder, Dover's, U.S.P.	lb.	1.60	— 1.70
Prickly Ash Bark	lb.	.33	— .38
Powdered	lb.	.38	— .43
Berries	lb.	2.25	— 2.35
Pulsatilla Herb	lb.	.22	— .27
Pumpkin Seed	lb.	.15	— .20
Quassia, rasped	lb.	.09	— .11
Powdered	lb.	.15	— .20
Quebracho Bark	lb.	.25	— .35
Quince Seed	lb.	1.00	— 1.15
Quinidine, Alk., cryst.	oz.		— .75
Sulph.	oz.		— .65
Quinine alkaloid	oz.	.50	— .54
Acetate	oz.	.53	— .57
Bimuriate	oz.	.50	— .54
Quinine, Bisulphate	oz.	.15	— .22
Carbolate	oz.	.70	— .85
Hydrobromide	oz.	.45	— .49
Hydrochloride	oz.	.43	— .47
Lactate	oz.	.51	— .55
Salicylate	oz.	.40	— .50
Sulphate 100 oz. tins	oz.	.14	— .15
5 oz. tins	oz.	.16	— .17
1 oz. vials	oz.	.21	— .28
Tannate	oz.	.31	— .35
Valerianate	oz.	.49	— .53
Quinoline Tartrate	oz.		— .45
Rape Seed, English	lb.	.06½	— .08
German	lb.	.05½	— .08
Red Saunders	lb.		— .10
Ground	lb.	.10	— .12
Resin, common	lb.	.02	— .04
Good, strained...per 280 lbs.		1.95	— 2.00
Powdered	lb.	.10	— .12
Resorcin, pure, white	lb.	1.15	— 1.30
Rhubarb, Canton	lb.	.47½	— .55
Clippings	lb.	.50	— .70
Powdered	lb.	.60	— .75
Powdered, extra, tins	lb.	1.10	— 1.25
Rochelle Salt	lb.	.18½	— .25
Rose Leaves, pale	lb.	.40	— .45
Red	lb.	1.15	— 1.25
Rubidium Bromide	oz.		— 1.00
Alum, 10 gm. v.	ea.		— .50
Bitartrate, 15 gr. v.	ea.		— .40
Iodide, 1 oz. v.	ea.		— 1.50
Rue, Herb, pressed, ozs.	lb.		— .34
Saffron, Amer. (Safflower)	lb.	.50	— .60
Spanish, true, Valencia	lb.	11.00	—11.50
Safrol	lb.	.60	— .70
Sage, leaves, Italian	lb.	.09	— .12
Domestic	lb.	.25	— .32
Sal Acetosella	lb.	.20	— .22
Salacin	lb.	4.50	— 4.75
Salol	lb.	.90	— 1.00
Sandalwood	lb.	.20	— .25
Ground	lb.	.25	— .30
Sandarac, Gum, clean	lb.	.30	— .35
Santonine	lb.	11.00	—11.50
Sarsaparilla, Root, Hon., cut	lb.	.45	— .50
Mexican, cut	lb.	.30	— .35
Powdered	lb.	.35	— .40
Sassafras, Pith	oz.	.18	— .20
Bark	lb.	.20	— .31
Powdered	lb.	.31	— .36
Saw Palmetto Berries	lb.	.30	— .35
Scammony, Virgin	oz.	.65	— .75
Scopolamine, Hydrobromide 15 gr. vial	ea.		— 1.95
Hydrochloride, 5 gr. v.	ea.		— 1.00
Skullcap Herb	lb.	.60	— .65
Senega Root	lb.	.75	— .85
Powdered	lb.	.80	— .90
Seidlitz Mixture	lb.	.15	— .20
Senna Leaves, Alexandria	lb.	.30	— .35
Powdered	lb.	.25	— .30
Tinnevelly, select	lb.	.10	— .23
Serpentaria (Va. Sn'k r't.)	lb.	.72	— .80
Silver, Chloride	oz.	.70	— .74
Cyanide	oz.	1.00	— 1.04
Nitrate, cryst.	oz.	.45	— .47
Fused cones	oz.	.65	— .70
Stick, (Lunar Caustic)	oz.	.50	— .55
Oxide	oz.	1.10	— 1.14
Precipitated	oz.	1.40	— 1.44
Simaruba, Bark of Root	lb.	.25	— .30
Powdered	lb.	.35	— .40
Skunk Cabbage, Root	lb.	.20	— .28
Soap, Castile, green	box		— 5.00
Mottled, genuine	box		— 5.25
White, Conti's	box		— 5.70
Powdered	lb.	.30	— .35
Soap Tree Bark, whole	lb.	.14	— .17
Cut	lb.	.17	— .20
Powdered	lb.	.20	— .25
Soda Ash	lb.	.03	— .05
Caustic, purified, fused	lb.	.25	— .34
Sodium, Acetate	lb.	.15	— .20
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Arsenite, pure	lb.		— .60
Benzoate	lb.	.40	— .45
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Bicarbonate	lb.	.02½	— .05
C. P., powdered	lb.	.10	— .14
Bichromate	lb.	.21	— .25
Bitartrate	lb.	.90	— 1.00
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Carbonate (Sal Soda), 100 lbs.		1.00	— 2.50
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Gran.	lb.	.02½	— .04
Chloride, C. P.	lb.	.20	— .22
Dried	lb.		— .40
Cinnamate	oz.		— .36
Citrate	lb.	.46	— .51

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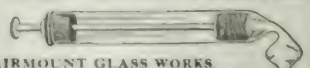
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Hypophosphite, 75 p. c.	lb.	.26	.28
Hyposulphite	lb.	.00	1.50
Hyposulphite, cryst.	lb.		
	lb.	.04	.05
	lb.	.04½	.05
Kegs, 112 lbs.	lb.	.02	.03
Glycerinate	oz.	.08	.08
Iodide	lb.	3.15	3.25
Lactophosphate	lb.		.25
Phosphate, cryst.	lb.	.07	.10
Recrystallized	lb.	.11	.15
Powdered	lb.	.09	.14
Dried	lb.	.15	.20
Phosphate	lb.	.45	.50
Salicylate	lb.	.40	.45
Stannate	oz.	.02	.03
Sulphite, dry	lb.	.12	.20
Tartrate	lb.	.04	.06
Sulphate (Sal Glauber)	lb.	.01	.04
Pure, cryst.	lb.	.08	.10
Dry	lb.		.25
Sulphocarbolate (Sulpho-Phenate)	lb.	.36	.38
and Potassium Tartrate			
Rochelle Salt	lb.	.18½	.25
Solomon's Seal Root	lb.	.28	.30
Sorrel	oz.		.30
Spanish Brown	lb.		.80
Spice Root, Canada	lb.	.50	.55
Powdered	lb.	.55	.60
Spearmint, leaves, ozs.	lb.	.20	.25
Spearmint, oil, kegs	lb.	.31	.37
Spirit Nitrous Ether	lb.	1.50	1.75
Extra	lb.	2.00	2.25
Spirit Ammonia, U.S.P.	lb.	.54	.60
Aromatic	lb.	.50	.55
Nitre, U.S.P.	lb.	.45	.50
Spirits Turpentine	gal.	.70	.80
Squill Root, white	lb.	.10	.12
Stillingia Root	lb.	.15	.20
Powdered	lb.	.20	.25
Storax, liquid	lb.	.31	.35
Stramonium Leaves	lb.	.25	.30
Powdered	lb.	.27	.32
Pressed, ozs.	lb.	.20	.24
Seed	lb.	.15	.20
Powdered	lb.	.25	.28
Strontium Acetate	oz.	.11	.15
Bromide	lb.	.45	.55
Iodide	lb.	2.90	3.00
Lactate	oz.	.12	.16
Strontium, Nitrate, dry	lb.	.18	.20
Granular, C. P.	lb.		.25
Salicylate	lb.		.11
Strophanthus, Seed, brown	lb.	.06	.70
Green	lb.	1.25	1.65
Powdered	lb.	1.30	1.30
Strychnine Acetate	oz.	1.45	1.65
Alk., powdered, ⅛ oz. v.	oz.	1.25	1.30
Nitrate, ⅛ oz. v.	oz.	1.25	1.65
Sulphate	oz.	1.25	1.35
Sugar of Milk, powdered	lb.	.12	.13
1 lb. cartons	lb.	.14	.18
Sulfonal, Bayer	oz.		1.75
L. & F.	oz.		.60
Sulphonmethane, U.S.P.	lb.	3.75	3.85
	oz.		.45
Sulphonethylmethane, U.S.P.	lb.	6.25	6.35
	oz.		.45
Sulphur, Bromide	oz.		.75
Flowers	lb.	.02½	.04
Lac, precipitated	lb.	.16	.18
Roll	lb.	.03	.04
Washed	lb.	.09	.12
Sunflower Seeds	lb.	.07	.10
Talcum, powdered	lb.	.04	.06
Purified	lb.	.16	.20
Tamarinds	kegs	2.75	3.00
Tar, Barbados	gal.	.60	.75
No. Carolina, pt. cans	doz.		.85
Tartar Emetic	lb.	.36	.38
Terpin Hydrate, 1 lb. car.	lb.	.42	.45
Thymol	lb.	2.35	2.45
Iodide, U.S.P.	oz.		4.00
	oz.		.35
Tragacanth, Aleppo, extra	lb.	.90	1.00
Aleppo, No. 1	lb.	.85	.90
Turkey, No. 1	lb.	.90	.95
No. 2	lb.	.75	.80
Powdered	lb.	1.00	1.10
Turpentine, Chian, genuine	oz.	.30	.40
Venice	lb.	.35	.40
Uva Ursi	lb.	.10	.13
Valerian, powdered	lb.	.18	.20
Valerian Root, English	lb.	.31	.36
Powdered	lb.	.41	.46
German	lb.	.20	.25
Powdered	lb.	.25	.30
Vanillin	oz.	.40	.50
Veratrum Viride, Root	lb.	.15	.20
Powdered	lb.	.25	.30
Verdigris, powdered, pure	lb.	.30	.38
Wahoo, Bark of Root	lb.	.50	.55
Bark of Tree	lb.		.45
Wax	lb.	.30	.35
Bees, yellow	lb.	.42	.48
White	lb.	.50	.55
Carnauba, No. 1	lb.	.50	.60
Japan	lb.	.18	.22
White Hellebore, Root	lb.	.09	.14
Powdered	lb.	.10	.15
Wild Cherry Bark	lb.	.14	.18
Powdered	lb.	.16	.21
Wild Indigo Root	lb.	.21	.26
Ground	lb.	.18	.20
Willow Bark, black	lb.	.25	.30
White	lb.		.18
Witch Hazel, Extract, double			.25
Dist.	gal.	.70	.80
Barrels	gal.	.65	.75
Bark	lb.	.20	.22
Leaves, pressed, ozs.	lb.		.24
Wormseed (Chenopodium)	lb.	.17	.22
Powdered	lb.	.19	.24
Levant (Santonica)	lb.	.12	.15
Powdered	lb.	.15	.18
Wormwood, bulk	lb.	.20	.25
Pressed ozs.	lb.		.30
Powdered	lb.	.20	.23
Yerba Santa	lb.	.15	.20
Zinc, Acetate, 1 lb. bots.	lb.	.30	.32
Bromide	oz.	.10	.17
Chloride, fused	lb.		.30
Gran.	lb.	.20	.25
Medicinal	lb.	.18	.20
Iodide	oz.	.28	.38
Hypophosphite	oz.	.25	.30
Lactophosphate	oz.		.20
Metallic, C. P.	lb.	.65	.75
Gran. (free from arsenic)	lb.	.20	.22
Oleate	oz.		.17
Oxide, American	lb.	.10½	.12
Eng. Herbert's	lb.	.38	.42
Permanganate	oz.		.53
Phosphide	oz.		.28
Salicylate	oz.		.19
Stearate	oz.	.17	.30
Sulphate, crystals	lb.	.05	.07
C. P.	lb.	.13	.15
Dried	lb.		.28

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THE PHARMACEUTICAL ERA

AN ILLUSTRATED MONTHLY PUBLICATION FOR THE DRUG TRADE

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VOL. XLIII. NEW YORK, JULY, 1910 No. 7

THE PHARMACEUTICAL ERA

PUBLISHED MONTHLY

D. O. HAYNES & CO. - - - - *Publishers*

82 FULTON STREET, NEW YORK

Telephone, 2457 John Cable Address: "Era, New York"

SUBSCRIPTION RATES

United States, Cuba, Hawaii, Porto Rico, the Philippines, and Mexico . . . . $1.00 a Year
To Canada, postpaid . . . . . 1.25 a Year
To Foreign Countries in Postal Union . . 1.50 a Year
Single Copies . 10 Cents

ALL SUBSCRIPTIONS ARE PAYABLE STRICTLY IN ADVANCE

Remit by P. O. or Express Order or New York Draft payable to order of D. O. Haynes & Co. Add 10 cents for collection if you send check.

Published at 82 Fulton street, Borough of Manhattan, New York, by D. O. Haynes & Co., a corporation: President and treasurer, David O. Haynes; vice-president, Ezra J. Kennedy; secretary, Edward W. Drew. The address of the officers is the office of publication, and the title is registered in the United States Patent Office.

Entered at the New York Post-Office as Second Class Matter

TABLE OF CONTENTS.

EDITORIAL: Four Years of the Pure Drug Law; New York's New Pharmacy Law; New York's Anti-Cocaine Law; Promoting Pharmaceutical Education; Are Special Editions Desirable? Two Important Drug Trade Events; Co-operative Management; No Substitution—No "Nostrums" 665
THE MIGHTY POST CARD, Emma Gary Wallace 669
CORRESPONDENCE 670
POLITICS AND POLITENESS, Joel Blanc 671
DRUGS IN PANAMA CANAL ZONE, Lewis A. Smith 672
NEW YORK STATE PH.A. MEETING 673
ARKANSAS PH.A.; ALABAMA PH.A 675
REVISION OF PHARMACEUTICAL SYLLABUS 676
INDIANA PH.A. 676
NEW JERSEY PH.A. 677
TE' EPHONES-PROPADANDA; Discussed at Meetings of ings County Ph.S. and New York German A.S. 678
SCOTT CLUB VETERANS; at Richmond 679
QUESTION BOX 679
PHARMACOGNOSY AND U.S.P., Prof. Henry Kraemer 680
THE QUIZ MASTER 684
NOMINEES FOR A.PH.A. PRESIDENCY IN 1911 687
BOARD EXAMINATIONS 687
EQUESTRIANS OF NEW YORK GERMAN A.S. 689
FULL TEXT OF NEW N. Y. PHARMACY LAW 689
FULL TEXT OF N. Y. ANTI-COCAINE LAW 692
BOSTON PHARMACISTS' FOUNTAIN EXPERIENCES 693
TESTED SODA FOUNTAIN FORMULAS 694
MEDICAL VIEW OF CHOCOLATE 695
INFORMATION ADVERTISING; For Fountain Owners 695
FOUNTAINS IN DRUG STORES 696
INDEX TO ADVERTISEMENTS 705
INDEX TO GOODS ADVERTISED 706
MOSTLY PERSONAL; Dr. Sappington, Baltimore 713
COLLEGE COMMENCEMENTS 715
PRISON FOR DRUGGIST IN COCAINE CRUSADE 718
MASSACHUSETTS DRUGGISTS HONOR VETERAN 718
OBITUARIES; Memorial to the Late A. Kiefer 719
DRUG MARKET 720
PATENTS, TRADE MARKS, ETC. 721
VOTING TO FILL VACANCY ON U.S.P. COMMITTEE 724
ERA PRICE LIST—1910 EDITION 724
"ALLIGATOR PETE" ARRIVES IN NEW YORK 726
FEDERAL FOOD AND DRUG LAW DECISIONS 728
BUSINESS RECORD; New Incorporations 730
NEW CO-OPERATIVE DRUG COMPANY 734
BUSINESS NOTICES 736
PRICES CURRENT 744

FOUR YEARS OF THE PURE DRUG LAW.

Beginning with July 1 the Federal Pure Food and Drugs Law enters upon its fifth year of usefulness. With the elapse of four years the measure has had a fair test and that so little complaint has been found with its provisions is a remarkable tribute to the intelligence of its authors. Its enforcement, with rare exceptions, has been along conservative lines. The lay newspapers, some of which formerly clamored against the law and found fault with officials charged with its enforcement, have now come around to the position that too much leniency is shown in punishing offenders.

There is apparently good reason for denouncing some of the fines as ridiculously small, but experts who have followed the subject closely will not be prepared to criticise the courts for inflicting seemingly light penalties. The hasty critics are unaware that in revolutionizing conditions there has been an underlying policy of working the changes without undue hardship, or loss of property, to the producers, manufacturers and merchants affected by the law. It is notable that there have been comparatively few second offenders, a fact which justifies the lenient view taken by a majority of the judges. But after four years it may be expected that more severe penalties will be imposed, for this length of time ought to afford ample opportunity for all to learn whether they are amenable or not to the law.

NEW YORK'S NEW PHARMACY LAW.

In response to a general demand we are printing in this issue of the ERA the full text of the new Pharmacy Law which was signed by Governor Hughes on June 8. This measure was the outcome of persistent efforts on the part of some prominent pharmacists to improve the New York Pharmacy Law which began before the higher courts had upheld its constitutionality of the old law and with a view to ending the annoying attacks upon it and the Pharmacy Board made by elements which sought to avoid prosecution for violations. The new law does not interfere with continuing the old prosecutions, but expressly provides for their continuance, so that the anti-board druggists have gained no benefits through their long and determined opposition to the present board.

While we have felt that the old system of election of board members by the incorporated pharmaceutical societies was both proper and desirable, we approach the new condition of appointment by the State Regents with a conviction that they will per-

form this duty with a high sense of propriety and consequent satisfaction. The Regents are men of high character and we do not believe that political influence will in any way affect their selections. As a beginning, the appointment of Warren L. Bradt as secretary of the new board is evidence that the Regents are disposed to accept the general estimate of pharmacists of the State that the work of the retiring board has been of a high standard of merit and that their purpose will be to continue to preserve the excellence of endeavor which has characterized the efforts of the men who have labored in this field so effectively towards raising pharmacy in the public esteem and towards preserving the public health and life through enforcing the pharmacy laws. We doubt if the Regents will go outside of the nominees of the New York State Ph.A. In fact, this provision of the law may be regarded more in the light of a safety valve than in any other way, for, paradoxically, its presence will undoubtedly make its utilization forever unnecessary.

One important relief is to be gained through bringing the Regents into pharmacy affairs and that is the ending of the perennial attacks upon the law through the Legislature by persons who seek to evade its enforcement in that way. It is improbable that any further attempt to amend the Pharmacy Law will be given any consideration by the law-makers for a long term of years to come, unless actively urged by the Regents, who are men opposed to sham and intolerant of persons who trifle with human life.

NEW YORK'S NEW ANTI-COCAINE LAW.

Although the ERA printed the new provisions of the New York Anti-Cocaine Law, on page 450, May number, there has been inquiry for the text of the law, including the old provisions which were reenacted and the same is printed in full elsewhere in this issue. This law is section 1746, Penal Code, and makes the unlawful sale or possession of cocaine or eucaine a felony, going so far as to make the mere unlawful possession presumptive evidence of guilt.

Medical men have been slow to recognize the existence of this new law and even some pharmacists have been in doubt about the provisions. One point that the doctors seem to fail to understand is that requiring the use of the name and address of the prescriber upon the certificate of sale given by the pharmacist. This provision is equally mandatory with the rest of the law and no pharmacist has any excuse for violating it. If the physician does not desire to have it known that he writes prescriptions for dope-fiends he has his remedy in refusing to continue that branch of his practice. This law is now in force and has been in effect since last April.

PROMOTING PHARMACEUTICAL EDUCATION.

While one of the favorite points of attack for opponents of the New York Pharmacy Law was the provision permitting the board's surplus funds to be applied to the requirements of the New York College of Pharmacy and the Brooklyn College of Pharmacy, it is interesting to note that this disposition of the funds has had the approval of the courts and in far away but enlightened New Zealand it is proposed to apply the surplus funds of the New Zealand Board of Pharmacy "to promote pharmaceutical education in the Dominion, either by establishing a college of pharmacy or assisting some outside institution." The surplus funds amount to about $8000 and it is expected that much good can be done with this sum in the direction of promoting education in pharmacy.

The constitutionality of the provision of the New York statute diverting surplus funds to educational purposes was not decided by Mr. Justice Carr, of the Appellate Division of the Supreme Court, in the recent opinion in which he upheld the Pharmacy Law generally. The court declared that it was "not necessary" to go into a consideration of this objection by Lawyer Conklin and held that an authority quoted by him in support of his objection was undeniably not applicable to the Pharmacy Law, so that by inference at least this disposition of the board's surplus has the approval of the Appellate Division, as well as of the Legislature and the great majority of pharmacists who have at heart the uplifting of the profession in every practical way. The new law, effective August 1, does away with this diversion of the funds, so that it will no longer be a subject of contention.

ARE SPECIAL EDITIONS DESIRABLE?

"Special Editions" formed the subject of an extremely interesting discussion at a recent meeting of the American Trade Press Association. There are various kinds of special editions of trade and other publications and the utility of the various sorts was threshed out at length. The consensus of opinion was that a regular issue when made larger on account of unusual news demands and because of abnormal advertising pressure was a perfectly legitimate proposition, but that the special edition which was made up of "unaccustomed text matter" and a mass of transient advertisements was a nuisance to the regular readers and more or less of an injustice to the permanent advertisers, if not a direct or indirect loss to the publishers.

Readers are accustomed to the character and make-up of their favorite journals, they know approximately where to find the matter they want and are inclined to be disgusted when confronted with a great mass of other material. Such editions are more often thrown aside without perusal than they are read, for the task appals the average subscriber, who, even if not bored will usually lay the number aside until more time is available, a condition which seldom comes.

Regular, persistent advertising is universally conceded to be the secret of success. Permanent advertisers are entitled to get all that is due them in journals which they patronize. The point was made that their ordinary announcements are dwarfed in comparison in the enormous "specials," unless they pay for extra space, which they ought not to be required to do. Even in that case they are paying extra for less likelihood of proportionate benefit than they would derive from the usual announcement in an ordinary issue, for a smaller percentage of subscribers would be likely to read the "special" than would go through a regular number, while the added

quantity of unusual matter would detract from the attention which the reader would ordinarily give to the journal. It seemed to be the consensus that the permanent advertiser was more or less a victim, rather than a beneficiary.

On the other hand the "special" due to the demands of trade conventions, of Spring or Fall or Christmas advertising, or anything in the proper sphere of the journal, was perfectly legitimate, provided there was no loading up with "unaccustomed news and other copy," or forcing in of a lot of transient or nondescript advertising which would belittle in comparison the announcements of regular patrons.

TWO IMPORTANT DRUG TRADE EVENTS.

St. Louis was the scene recently of several events of importance to the drug trade of the country, two of them being notable in their nature and both being reported in *The Soda Fountain* for June—this number being issued midway between the June ERA and the July ERA. The end of the Sanitol Chemical Laboratory Company's litigation, the vindication of the minority stockholders and the settlement between Mr. Luyties and his opponents, certainly interested thousands of druggists. The meeting of wholesale druggists of the Middle West—mostly members of the N.W.D.A.—was characterized by the consideration of National legislation and other matters affecting the trade. One feature of general moment was the offer of co-operation made by the members to Dr. Wiley in relation to placing their facilities at the disposal of the revisers of the U.S.P. IX.

An account also of the work of the Revision Committee was given, besides numerous other matters. No druggist, even if he is not a convert to the soda fountain idea, can now afford to be without *The Soda Fountain* publication. A dollar sent to 82 Fulton street, New York, is all that is required to secure its monthly visits for a year.

CO-OPERATIVE MANAGEMENT.

Such unfortunate experiences as that of the Sanitol Company could be largely prevented if the shareholders of co-operative concerns would take a more active interest in the management. The party who originates and organizes one of these companies is usually engaged as its general manager; in fact, that, as a rule, is what he is working for, regardless of his apparent interest in the welfare of the druggists, physicians or dentists who are invited to become shareholders.

If the business is successful the manager attributes the result to his personal efforts and he forgets that without the co-operation of the shareholders his efforts would have been non-productive. When the egotistical microbe begins to work its development is usually very rapid, and it soon causes the manager to feel that he is the "whole thing"; that the company's property and assets represent the product of his brain and muscle, and then he handles the business as if it were his personal property.

The value of the services of such a man should not be under-estimated and he should be well paid; but, on the other hand, he has no right to ignore his early promises to those who have helped him to success, or to forget the larger principle of co-operation, for which all of them are working.

While it is advisable to have a board of directors that will work in harmony with the management any attempt on the part of the manager to select his special friends should be vigorously opposed. This purpose can be accomplished by the adoption of suitable by-laws requiring rotation in office and giving the shareholders ample time to consider all nominations.

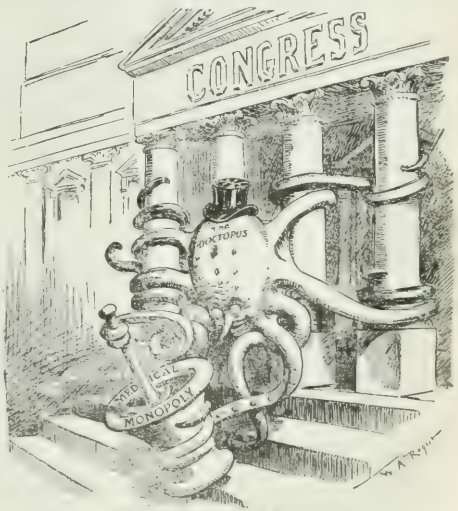
One frequent and serious error is lack of reliable and clear information regarding the company's financial condition. It is the easiest kind of a proposition for the manager to issue a favorable statement. Inventory values can be raised, real estate increased, recent obligations withheld from entry until after the statement is published, "good-will" and "patents" included at any old price or "clipped formulas" rated at $50,000 each.

All of these troubles can be avoided by the exercise of ordinary business forethought on the part of those who are responsible for the success of these enterprises, and who are sincere in their efforts to do what is best for all the shareholders.

One thing that every such corporation should provide for, is an auditing committee, elected by the shareholders, entirely independent of the management, and responsible only to the shareholders. Such a committee should make an annual inventory of the company's assets and furnish a complete statement of its condition. The committee should consist of members who are qualified for such work; they should be well paid for their services and authorized to employ such expert accountants and assistants as they may require—*and there should be a majority of new members on such a committee each year.*

Such a committee is an absolute necessity in each

ANOTHER N. Y. HERALD VIEW OF SITUATION.



WHAT THE OCTOPUS IS CONCOCTING.

of these co-operative concerns to protect the interests of all concerned. It is not only a wholesome check on the management, but it relieves the manager of possible unjust criticism, besides providing each shareholder with information to which he is entitled. Further than this, each shareholder has only himself to blame if he does not insist on the creation of such a committee and a proper performance by its members of their duties.

NO SUBSTITUTION—NO "NOSTRUMS."

Charles H. McConnell, of Chicago, in his fight in the newspapers against substituting druggists, has lately been carrying the campaign to extremes which are attracting attention throughout the country. His series of advertisements has already been referred to in these columns, but there are so many interesting features that it seems impossible to do justice to the symposium of anti-substituting literature and pro-honesty pleas that this aggressive druggist has presented to his readers. Here is a big type starter:

NO SUBSTITUTION.

WE WILL NOT KNOWINGLY BE A PARTY TO THAT OR ANY OTHER FRAUD, DECEPTION OR SWINDLE.

This appeared in one of his latest advertisements, which announced that in addition to being governed by this policy there would no longer be on sale in the pharmacy any of the patent preparations which were mentioned by name in Federal Bulletin 377, which dealt with medicated soft-drinks and habit-formers. In black type, an inch high, the words **"NOT ON SALE"** preceded a list of the affected preparations, with an explanation of the reasons which had prompted the advertiser to discontinue their sale. The goods in stock were given a window display, appropriately labeled, before Mr. McConnell consigned them to the "garbage cans," as he said.

Perhaps this druggist can afford to lose the $25,000 a year which his course involves, for he makes claim to doing the largest prescription business in the country, but in any event his radical action in this matter will serve to greatly strengthen the campaign against substitution. One of his recent gems in the latter connection reads:

> The subject is too technical for the lay reader. The only safe rule for him is the demand voiced by the robust barytone in Fritzi Scheff's opera of "Mlle. Modiste"—
>
> "I WANT WHAT I WANT WHEN I WANT It"—BANG!
>
> The "Bang" being on the nose of the rascally clerk who says you don't!*

* Another effective, if slightly impolite, reply is that adopted by the maiden:
"Go to Father," she said when I asked her to wed
She knew that I knew that her father was dead
And she knew that I knew what a life he had led
And she knew that I knew what she meant when she said
"Go to Father."

[illegible]

patriotism. In fact pageants offer many more opportunities exemplifying the underlying principles of our free form of government and for giving striking object lessons in patriotism than can possibly be found in fireworks. Pageantry is creative and educational. It is by all manner of means to be preferred to the noisy and more costly celebrations that have killed and maimed so many of our people in recent years.

"Vicious" is the characterization of the new New York Anti-Cocaine Law made by the *Journal of the American Medical Association*, which declares that the law does not prevent "renegade physicians" from prescribing for cocaine habitués, while it discloses to patients the fact that they are being given cocaine—"a fact that the conscientious physician is usually careful to conceal." It is unfortunate that the new law should give offense to honest practitioners, but they have only the "black sheep" in their own profession to blame. The cocaine curse must be eradicated, even though the drastic law needed does not please everybody.

It is a startling illustration of the danger of political meddling with pharmacy boards that is presented in Pennsylvania in connection with the recent anti-cocaine crusade. One of the most prominent candidates for appointment on the State Board of Pharmaceutical Examiners, a man of prominence and supported by strong political forces, was found to be one of the most flagrant offenders against the law and is now serving one year in prison, besides being fined $500. That he was not successful in securing the appointment is a matter for general congratulation.

Congress adjourned for the summer without progressing the bill for a department of public health. At the hearings in committee the measure was given many hard knocks and the opponents apparently had the best end of the argument. The political doctors interested are making herculean efforts to elect Congressmen the coming November who will favor the bill. As no benefits commensurate with the enormous expense are likely to accrue there is little justification for the project and with rare exceptions, so far as we are advised, the druggists of the country are opposed to it.

What the A.D.S. is to retail drugdom the Agra will be to the retail grocery trade, if the plans of the promoters are successful. Agra is short for American Grocers' Association and it will handle everything in the grocery line, except fresh and green products, working on a co-operative basis. As in the case of the A.D.S., the object is to increase profits by doing away with the jobber, but this elimination is even less likely to be complete in the grocery trade than it is in the drug world.

"Doctors' Trust" was an issue in the Vermont State Republican convention, where an effort was made by the political doctors to include in the platform a plank approving the proposed Federal health department, but the proposition was completely defeated. But this result will not discourage the physicians who favor the innovation and who are exceptionally active everywhere in trying to secure endorsements for the project.

American Medical Association refused to approve the Cullom bill in Congress for the regulation of the opium trade and laid the subject over for a year. The doctors are in harmony in this respect with many druggists, the latter being [illegible] opposed to the [illegible] tax. The necessity for the latter is extremely doubtful.

New York State Ph.A. has gone on record as favoring the Ohio idea of establishing local branches of the State association. The Ohio Ph.A. [illegible] a number of these branches during the year with excellent results.

[illegible] *The Soda Fountain*, [illegible] $1 [illegible] 82 Fulton street, New York, [illegible] a year.

[illegible] from issuing death certificates and turning their fatal cases over to the coroners has more merit than appears on the surface.

The Mighty Post Card.

By Emma Gary Wallace.

TO be vastly powerful or to wield a mighty influence for good or evil in any direction, it is not always necessary that a thing should be imposing in size or itself valuable from a money point of view.

The tuberculosis germ is invisible to the naked eye; the gypsy moth has destroyed hundreds of thousands of splendid trees and the weevil has ruined innumerable and costly crops. On the other hand, there are countless little things which make for our daily comfort and happiness—friendly germs, bees which fertilize our plants and flowers, and so on without end, not to mention the army of commercial articles of real value which may be had for the smallest coins of currency.

The Picture Post Card.

When the first picture post cards were prepared for market as a purely business venture, it is highly probable that either consciously or unconsciously the following steps of reasoning were followed:

(1) Something attractive which appeals to the artistic sense will sell if the price is popular.
(2) From one to five cents will be a popular range of prices which practically every one can afford.
(3) The majority of people dislike to write letters, especially long descriptive ones.
(4) The picture post card will often illustrate clearly much that the letter-writer would say and so save time and effort, especially for the traveler.
(5) The picture post card will be an easy means to an end. It will serve as a pleasant reminder at a minimum outlay of labor and money.

And so the picture post card was launched upon the market. It catered to a human weakness—the dislike of avoidable work; a human virtue—the love of the beautiful; and a fixed human characteristic—the laudable desire to give pleasure to those for whom we care and to be remembered kindly.

A Success From the Start.

It was a success from the beginning. Any one of the three reasons assigned would have made it fairly successful. The combination of the three made its success simply phenomenal.

Firms everywhere at home and abroad prepared to turn out picture post cards. They vied with each other to produce novelties until the government had to declare what was and was not mailable.

The range of subjects covered was wide, the products highly creditable and many of them decidedly educational and artistic.

In a wonderfully short time indeed, the excellence of workmanship of many of these cards and the variety of places, persons and things pictured spoke eloquently of the vast outlays of money, time and ability brought to bear upon the industry to produce such results.

Public appreciation was evident by the rapidly increasing sales. Dealers, who at first had refused to be bothered, were convinced at last of the wisdom of stocking cards because the public wanted them and expected to find them readily.

A Stock Room Glimpse.

In the stock room of the distributing office could be found almost any series likely to be thought of or wanted: character studies, national or race types, winter scenes, stage celebrities, whole series illustrating songs, hymns and poems, copies in miniature of famous oil and water color paintings, animal studies, places and scenes historical, biblical and otherwise, series picturing every land known to civilized man, sporting subjects, natural history, botany, quaint and picturesque corners of the world, express trains, cathedrals, child subjects, naval, military, imperial, marine and art sets.

No wonder that with such a wealth of subjects it became a fad to collect picture post cards. There was ample chance for every person to find plenty along the particular line of interest which appealed. It was easy to illustrate one's own trip with them gathered by the way, to plan post card showers for shut-ins, to have one's home done on a post card for distant friends.

More subjects yet were devised to please—local views, series illustrating industrial activities from start to finish, actual photographic cards of great beauty and fine finish, stereoscopic cards intended for use in a good stereoscope, panoramic pictures fine enough to frame handsomely.

Then the craze grew apace and special season cards were designed, such as Easter, Christmas and birthday, invitation cards, cards expressing pleasing sentiments and so on until countless legitimate changes were rung on the picture post card. Post card exchanges were established and the aggregate sums of money expended were very great.

A Harmless Fad.

It seemed quite as if the whole world had gone picture-daffy, and following on the heels of this harmless fad came the moving picture show of which the stereopticon and the picture post card are the legitimate ancestors, on one side of the house at least.

Many a ray of cheer, many a day was brightened by the arrival of a kindly thought from somewhere even though printed, or of a far-away view of some sort one might never see in reality, or again of a wisely comical animal face.

But like all good things which have achieved success, unworthy imitations soon arose and attempted to share the merited popularity of the picture post card.

Imitations are, it is said, the sincerest flattery, but unfortunately the imitators ofttimes color the imitation with their own mental atmosphere. So it was here, for cards began to be made which pandered directly to the lower side of human nature. Subjects were displayed which were decidedly improper—subjects at once immodest and suggestive.

The Druggist as a Distributer.

As the druggist is very largely the medium of distribution for the picture post cards, the elimination of the improper card from his own racks, at least, lies in his own hands and be it said in justice to this great and honorable body that the great majority would scorn to allow the immoral post card to find a resting place within their walls and that in the few cases when such cards have crept in with unassorted orders they have been indignantly rejected when discovered.

With the endless varieties and makes that are all right from which to choose, it is but a matter of time and care to make selections that are harmlessly amusing, instructive and beautiful.

Sometimes in catalogues for retailers there are designs which are eminently desirable, while sandwiched in here and there are lines which are objectionable.

It would seem better in such cases to give the entire line the cold shoulder rather than to encourage even by partial patronage the firm which will stoop to manufacture or sell that which is neither desirable nor welcome. There are so many makers offering entire lines that are clean that there

Two Groups at A. Ph. A. Meeting.

FIRST GROUP: *On the left, Mathias Noll, of Atchison, Kan.; on the right, Charles E. Clarke, of Racine, representative of Horlick's Malted Milk Company.*

SECOND GROUP: *From left to right: William Bodemann, of Chicago; Prof. Julius O. Schlotterbeck and Prof. Alviso B. Stevens, of the University of Michigan, Ann Arbor.*

is no occasion for hesitation in the matter of cutting adrift from doubtful goods.

Printed Descriptions.

Before me lies matter descriptive of cards in some instances not so bad in themselves, but given an unpleasant color by the description itself. In other cases the cards are not such as would be chosen by a man for his wife or daughters.

No comments are made on the following quotations:

"Caricatures of women with various portions of the anatomy padded, so that the cards can be used for pin cushions. The boys' always have fun with these."

"A silken veil is used in the poses to heighten the seductive effect."

"Large, voluptuous models in close-fitting abbreviated Jersey suits shown in striking poses."

"The poses exemplify a perfect abandonment of freedom."

"Models have posed in very spoony situations. • • • A suggestive title for each picture."

There are others across which we draw the curtain of silence with bowed head.

The W.O.N.A.R.D. and the Post Card.

It was against the picture post card with a distinctly immoral influence that the W.O. has gone on record as opposing and not, let it be understood, against the multitude of fine cards which it is a joy to possess.

It is time and effort well spent to examine one's racks and if there is a single line there even near to the border line of the objectionable to consign it to the flames.

If such lines did not sell they would not be manufactured and every retailer who refuses to handle them is dealing a death blow at that class of business.

It is sad indeed to find any one so lost to honor as to knowingly traffic in any kind of "dope" for the sake of gain, whether it paralyzes the moral or the physical nature, or in that which leaves society polluted as if a foul stream had coursed through it.

One Step at a Time.

People do not become debased all at once. The first step has to be almost imperceptibly lower than the ground whereon the feet have stood, and for a long time the descent is so gradual as to be scarcely noticeable.

Omit one step and the downward course may be halted altogether. We are told that "Vice is a monster of frightful mien." Perhaps so, when it is unmasked, but clothed in tinsel and gold and handled by respectable people in a respectable way, and even it may be attractive to unguarded youth.

Individual responsibility is the heritage of every person and whether we will or not we are in a greater or lesser degree the keeper of our brother's safety.

It is George Horace Lorimer who says: "It's good to have money and the things that money can buy; but it's good, too, to check up once in a while and make sure you haven't lost the things that money can't buy."

St. Louis W.O.N.A.R.D. Acts on Medical Circulars.

The Women's Organization of St. Louis, at a dinner at the Southern Hotel recently, adopted resolutions condemning the distribution of patent medicine circulars in drug stores and public places. The following were elected members of the executive board: Mesdames Victor Diesing, William Ittner, Andrew Ludwig, Jennie Busch, E. A. Nernins, Charles Renner, H. Fricke, Martin Noll, Richard Kring, L. A. Fritz. Mrs. William Ittner is president and Mrs. Victor Diesing secretary.

Nashville Branch Will Hold a July Meeting.

"Filtration" and "What Books Should a Druggist Have in His Library" will be the subjects at the meeting of the Nashville (Tenn.) Branch of the A.Ph.A. on July 14. The branch was organized last April and has more than 30 members. The president is J. O. Burge; Ira B. Clark, vice-president; L. P. Brown, secretary; R. L. Eve, treasurer; Wm. R. White, council member.

Municipal Drug Store for Swedish City.

Stockholm, June 20.—The city of Stockholm is about to establish a municipal drug store, which it is estimated will save the taxpayers $75,000 a year. The apothecaries' shops here are conducted on monopolistic lines and the people are compelled to pay high prices for medicines. It is expected that the innovation will tend to make the charges more moderate.

CORRESPONDENCE

Satisfied With Mr. Liggett's Management.

Editor The Pharmaceutical Era:

With many of your friends we regret that you should persist in presenting the Riker-Rexall controversy in such a partisan manner.

Your articles certainly lead to the opinion that there is but one side to the case.

To my mind, the most serious feature of the Riker plan is their encroachment of the field in suburban towns where old stockholders have built up a Rexall trade, and now the Rikers come in and divide it up.

Co-operation and protection have spelled success for the United Drug Co., and the stockholders are well satisfied with Mr. Liggett's management along those lines. Very truly,

FRED'K A. RUSSELL.

Tarrytown-on-Hudson, N. Y., June 15, 1910.

Mr. Kirchhoff Surprised by News of His Death.

Editor The Pharmaceutical Era:

I was very much surprised when I read an article published in THE PHARMACEUTICAL ERA, June number, page 609, to learn the sad news that I had taken a dose of poison and died in a few minutes after taking the same. It would please me to have you rectify the error in your next issue. My health has been very poorly for some time, but after a much needed rest and change of climate I am gradually getting better, and expect to be able to return to Bridgeton, N. J., early in the fall, a live, healthy man. Yours respectfully,

Lewes, Del., June 9, 1910. HARRY C. KIRCHHOFF.

Gave Him an Education in Pharmacy at Home.

Editor The Pharmaceutical Era:

This is to certify that I have taken the ERA COURSE IN PHARMACY for the past ten months and completed the course, for which I received my diploma a few days ago. I feel so thankful to you and all connected with the course for what you did in helping me secure a pharmaceutical education at home. I feel sure I can pass any State board, and I cannot recommend it too highly to anyone desiring to take the course. Yours respectfully, THOS. W. SHYLER, Ph.G.

Greenville, S. C.

Trustees Elected by Massachusetts C.P.

BOSTON, June 20.—At the annual meeting of the Massachusetts College of Pharmacy President C. Herbert Packard presided. Reports showed a particularly successful year. The assets are $335,000 over liabilities. E. O. Engstrom, of Pittsfield, was elected a trustee to fill the unexpired term of William F. Sawyer, resigned. Irving P. Gammon, of Brookline; John G. Godding, of Boston, and George E. Grover, of Somerville, were elected to serve as trustees for five years each. Linville H. Smith, of Jamaica Plain, was re-elected a trustee of trust funds.

Picnic of Washington Chapter, W.O.N.A.R.D.

On June 8 the ladies of Washington Chapter, W.O.N.A.R.D. were hostesses at a picnic in Rock Creek Park. Dainty and satisfying refreshments were served, and the time was passed in social intercourse and games. Prizes were awarded to the winners among children, women and men. Among the ladies who actively participated were: Mesdames R. W. Duffey, Chas. J. Fuhrmann, W. S. Richardson, A. C. Taylor, W. C. Field, A. T. Kerfoot, Wm. Memler and Misses Irene and Naomi Richardson.

Young Woman Pharmacist Now a Physician.

MILWAUKEE, June 20.—Miss Irene Gabriella Tomkiewicz of this city and widely known as the only Polish-American girl in the United States to have a graduate pharmacist's degree, has added new laurels to her long list of honors. At the recent commencement of Marquette University Medical School, Miss Tomkiewicz was one of the two young ladies who received an M.D. degree. She is the daughter of John W. S. Tomkiewicz, druggist at 545 Lincoln avenue.

Politics and Politeness.

By Joel Blanc.

"POLITICS and politeness? Whoof! Cut it out!" Thus, in imagination, I hear one voice say. From another of my most respected and beloved critics, the above heading will probably elicit a good-natured "More-of-little-old-Joel's-hot-air." Well, here is my usual come-back: "Retail druggists, as a class, are about as devoid of political finesse as a herd of sheep. More so, in fact, for sheep follow a leader." I first wrote that opinion about five years ago, and my experiences of the last year have confirmed it many times. My favorite, and oft-used character, "Mike the Grafter," the lovable old man who was formerly a machine politician, is not over-drawn. In him I but picture an old-time machine politician of Illinois, one whom I knew intimately and admired greatly. But now for my treatise upon real life of the present—a little essay from which I hope you will profit.

Courtesy of Government Officials.

For over a year my duties have brought me repeatedly in contact with officials and employees of the National Government. Hardly a day passes but that I find it necessary to visit some executive department, the Senate or House document room in the Capitol, a committee room, or the office of a Congressman or Senator. Right here I want to go on record as saying that one of the chief reasons why this has been the happiest year of my life, is that I have been treated with courtesy by all the government servants with whom I have come in contact. I find it easier to secure access to the presence of a United States Senator than it was to secure interviews with the proprietors of a good many seven by thirteen and a half drug stores, when I was a traveling man.

The document room of the House of Representatives is located in crowded quarters just off of Statuary Hall, in the House end of the Capitol. Here is employed a varying force of from ten to twenty young men. There are times when they have but little to do, but during most of the office hours this document room is the busiest place in your Uncle Sam's scrap factory. Sometimes the applicants for documents line up before the railing five lines deep. There are Congressmen, their secretaries, impetuous kid pages from the House, newspaper men, correspondents, and an assortment of general public, including types of the cranks and freaks with which the Capital is so well supplied. The boys of the document room have to scramble through bundles of papers, scurry up and down ladders to reach the higher files, and yet, in the midst of the hustlingest hustle, they maintain themselves as self-possessed, obliging gentlemen. For those who are not familiar with the methods, and cannot explicitly describe what they want, the document clerks will scan indexes, look over "calendars," and seem to be as deeply interested in the desired document as is the person who came for it.

Learning Lessons of Self-Control.

I wish I could line up the drug clerks of the country and march them through that document room at a slow pace. They would learn lessons of self-control, concentration of business thought, kindly patience and good manners, that years of other teaching would not impress upon them.

The Senate document room is as different from the House room as the Senate is from the House. Situated on the quiet gallery floor of the Senate wing, carpeted and upholstered, with an air of repose and in sharp contrast with the rush of the House room, it is presided over by men considerably older than those of the other document room; but here the same unfailing courtesy, the same seeming eagerness to oblige, is to be found, and the gentlemanly applicant who goes there meets only gentlemen.

I have used the document rooms for illustration because they represent the extremes of conditions which one will find throughout government offices. It matters little where one may go throughout the labyrinthine government buildings, from elevator conductor to Representative or Senator, he will find the same natural, unexaggerated politeness—provided he conducts himself as a gentleman. This applies to executive as well as legislative departments. Dr. Wiley's proverbial good nature is but a magnified reflection of what is to be found from one end of the city to the other, from Navy Yard to Hygienic Laboratory.

Now, you may say that this is "just politics, just sham, just palaver." You may say that these people are working for everybody, draw their salaries from the population of the country in general, and are looking out for themselves first, last and all the time.

Politeness a Profitable Business Asset.

For the sake of an hypothesis upon which to argue, we will acknowledge the truthfulness of the statement. Is not every planned act and word of every man performed or spoken for his own good? Do not the druggist and drug clerk draw their living from or the hope to profit by all people with whom they come in contact within the store? Is not politeness more directly profitable when bestowed upon one who does pass or may pass money directly across the counter than when a government servant uses it upon strangers who contribute to his salary only in infinitesimal measure through the revenue stamps upon the cigar boxes?

Probably you have met some man whom you had previously read of as "a ward heeler," "political tough" or "office-chasing bum." Probably you have been surprised to find that the supposedly dirty, vulgar hoodlum was a finely and yet modestly dressed, clean lipped, clean living man of apparent refinement. When I first opened that unending book of Human Nature to make it a life study, my most amazing and most helpful lessons were learned by coming in personal contact with some of the "notorious characters" of whom I had read. How well I remember my first meeting with "Mike the Grafter." I had pictured a man wearing spring bottom trousers, such as the stock-yards workers wore, vestless, collarless, a bandana handkerchief around his neck, and a leather cap upon his head. When, in the residence of the mayor of Chicago of that time, I was introduced to Mike, I nearly fainted—for what he was and is, I have often told you.

Do Not Judge by Appearances.

Now, I ascribe the self-control, the ease and politeness of the men in political life to their having learned a lesson which many of us in the commercial world have failed to learn. Seemingly, many of us persistently refuse to learn it. That lesson is headed "Do not judge by appearances." The most ill-bred druggist or clerk in the world is the one who truckles to a coat and sneers at a brain.

The old theory that gentlemen are born, has given place to the realization of the fact that gentlemen are bred. Moreover, the breeding of a gentleman lasts as long as life itself. We may sneer at the thought of being a gentleman for profit, but we must not forget that he who is polite behind the counter for profit's sake soon finds that his nature is changing, and in the course of time he becomes a natural gentleman all the time.

Develop Business Politeness.

Let me call your attention to another development of business politness. The business boor of today is usually found in a small store. Successful business men have learned to value politeness as one of their chief commercial assets. The grumpy, snarly or slovenly clerk has no hope of securing a high position in a large establishment, until he reforms his manners. None but men on his own level will employ him. Proprietors also should remember that one of the chief attractions of the great competing establishments is the uniform politeness which the high officials practice and demand of their subordinates.

For another illustration of the value of politeness in business we can go back to George Washington. When he responded to the hat salute of one of his negro servants by tipping his own hat, he explained it by the statement that he would allow no inferior to be more of a gentleman than himself.

Lessons for Store-Owning Druggists.

The worst as well as the best of us are prone to salaam to the dollar and scoff at the dime. The politeness of politicians should afford store-owning druggists many good lessons upon this trait. We may say that politicians only consider votes. Granting that, we can but respect the consideration which makes their politeness general and continuous, instead of periodic and spasmodic, as our own conduct oftentimes is. Then, it is well to remember that if you bow to a true gentleman who wears a silk hat, and he sees you scowl at one who wears a battered hat, he knows that it was the hat and not the man you bowed to, and he values you accordingly.

Should be Courteous to Each Other.

Now for the last point on political politeness: The men in the government service are courteous to each other. Whether they are so by rule or choice, I do not know—it makes no

different stores. [illegible] A store occupied by both men and boys will not be any more thing but a collection of boors to other people. If you treat your clerks like cattle they will treat each other in a similar manner. If your patrons see and hear ill-bred actions and words among the men of the store, no over-the-counter suavity in the world will appeal to them. It is generally believed that a man who will kick a dog will kick anything he is not afraid of. If the men in the store do not treat each other with civility, the civility with which they treat their patrons is an open, bare-faced sham.

Compared with the actions the average individual sees in the majority of retail stores in other lines, drug store folk are paragons of politeness. But occasionally we find a drug store which seems to be managed by men and boys who are utterly lacking in politeness. Such places are probably beyond reform. More often we find a store wherein one person is the bull in a china shop. It is to the owners of such stores that I appeal for reform—especially where the owner happens to be the bull.

Drugs in Panama Canal Zone.

By Lewis A. Smith.

NO doubt all druggists, as well as all other intelligent people of the United States, are more or less familiar with the great ditch-digging enterprise Uncle Sam is engaged in upon the Isthmus of Panama. At least the salient features of this gigantic undertaking are familiar to every one who reads the newspapers.

Sanitation, prophylaxis and medical treatment is a sine qua non in this one-time mosquito paradise. The Department of Sanitation, under Col. W. C. Gorgas, made it possible for Americans to dig and live on the Isthmus. They can continue living and digging only so long as the sentinels of health are on guard. The removal of three million cubic yards of earth per month from a place infested with infected stegomayae is not possible, as the French might testify. So, while the Department of Sanitation may not be an integral part of the Canal digging machine, it is at least a necessary adjunct.

As a cog in this part of the machine, the druggist plays his accustomed role of "The Man Behind the Gun." There are two main hospitals in the Canal Zone, Colon Hospital, in Colon, situated near the Atlantic entrance to the Canal, and Ancon Hospital, built at Ancon Hill, overlooking the Pacific entrance. The former hospital has 500 beds and averages about 300 patients, the latter 1200 beds, and averages about 900 patients, including 200 insane. There are also twelve or more dispensaries, one in each town along the line of construction, and at Palo Seco Leper Asylum, on an island in the Pacific, there are at present 25 lepers. Taboga Sanitarium, for convalescing white Canal employees, is on an island in the Bay of Panama. In the city of Panama is Santo Tomas Hospital, being in charge of Panamanian physicians, but having two or more American physicians on the staff, detailed there by the Sanitary Department.

As medical attention, as well as drugs, are furnished free to all Canal employees and their families, it may be readily understood why a large amount of drugs are expended. I dare say, if one druggist had a monopoly of selling all drugs used by employees at an ordinary drug store profit, Messrs. Carnegie and Rockefeller's charity corporations would for such a one be unnecessary. Every employee, who is not sufficiently energetic to contract a tropical disease, imagines he begins to feel returning symptoms of a half-forgotten "States" ailment. Why not? Medical attention and drugs are furnished free. The only people living in the Canal Zone who are not neurasthenics are the ones just returning from or are about to go for a six weeks' vacation in the States.

In my experience as druggist for one year at Colon Hospital and two and a half years at Ancon Hospital, I have observed but little change in the nature of the drugs prescribed, although for some time strictly tropical diseases seem to be disappearing, while "States" ills are becoming more fashionable.

More quinine sulphate and magnesium sulphate are dispensed than any other two drugs. At Ancon Hospital we dispense on an average 50 kilos of the former, and 125 kilos of the latter per month. [illegible] of the quinine is used in the form of "quinine tonic," consisting of quinine sulphate, [illegible] water, [illegible]. One dr. preparation per [illegible]

month of this mixture are shipped to the towns and labor camps along the line of the Canal, where it is dispensed chiefly to the laborers for prophylactic purposes. No doubt it decreases the prevalence of malaria, although it is not as necessary as formerly. Mosquitoes in the Canal Zone are becoming conspicuous by their absence.

Practically every patient entering Ancon Hospital receives a nice large dose of 50 per cent solution of Epsom salt, after which they are considered malaria suspects until they prove their innocence or confess.

All drugs and hospital supplies used in the hospital and the line dispensaries are requisitioned for from the Medical Storehouse at Cristobal, which in turn orders its supplies from the Medical Supply Depot in the United States. During the last fiscal year about $166,000 of expendable property was used by the Department of Sanitation. The medical storehouse carries in stock practically all drugs entering into preparations listed in the U.S. Pharmacopœia, but no patent medicines and very few proprietary articles.

Cristobal and Ancon are the American sections of Colon and Panama cities, respectively, being separated only by a street. In Panama City there are 20 or more drug stores, and in Colon about six. Colon has a population of about 12,000, and Panama 30,000. There is no strictly up-to-date American drug store in either place. The drug stores no doubt derive considerable support from the 10,000 Americans residing in the Canal Zone, as there are a great many articles people from the States are accustomed to purchasing from drug stores, that are not furnished free by the commission—such as patent and proprietary medicines, atomizers, toilet articles, etc. Either the proprietor or an employee in each store speaks English.

Since the "American invasion" practically all the drug stores carry in stock articles of the above nature of American manufacture, although I believe by far the larger part of the stock of drugs, etc., are purchased from Germany and England. Without doubt wholesale drug houses in the States could increase their business in the Republic of Panama and all of the Central American republics, if they were to employ the same hustling methods that they do in the States. Panama City is growing rapidly and becoming more Americanized every day. In my opinion both the Yankee spirit, and a great many Americans, themselves, are in the tropics to stay.

Recent arrivals from the States, especially women and children, wth the ice cream soda habit, feel keenly the absence of soda fountains, for while there are a few small ones in Panama City, there is no place where the color line is drawn, and the menu is extremely antiquated and limited.

Ice is scarce and electric fans an unknown luxury. The Y.M.C.A. club houses in the Canal Zone serve ice cream, limeade, grape juice, etc., but the service and the soda fountain atmosphere is not the same as at home.

An up-to-date ice cream parlor and freezing weather are almost the only things that "canal diggers" do not have the same as in "God's country." However, we are reconciled to the absence of the latter, and hope for the former some day.

What People Think of Price-Cutting.

In an article in the *Commercial Union* it is stated that when the price of a standard article is reduced without any reason it is the most natural thing in the world for people to reduce their conception of the value of that article in accordance with the lowered price. When a buyer purchases an article at a fair price he naturally expects that it is equal to representations and that it is guaranteed. If the same article is purchased at a cut price, what becomes of the guarantee?

How can quality be maintained at a standard point when the price is allowed to fluctuate?

Does not the offering of a superior article at a cut price cause distrust in the purchaser's mind against the value of all advertised articles?

Is there any better standard of value than uniform price [illegible]?

Is there any other known method by which an article will stand or fall on its own merits?

If the manufacturer places his price too high his product will never succeed even with the best advertising and the most perfect organization.

In view of the fact that the advertised goods are uniformly the most economical and satisfactory, the dealer who makes [illegible] of a reputable manufacturer's goods to secure petty [illegible] is not a good customer for the manufacturer or a safe merchant from the buyer's standpoint.

New York State Ph. A. Names Nominees for New Board of Pharmacy.

Local Branches Suggested, Membership Increased, Propaganda Approved, Scholarships Established, Drug Clerks Hours to be Shorter, Valuable Papers Read.

Members of the New York State Ph.A. on the outing at Lake George; by Fred C. Thatcher, photographer, Lake George, N. Y.

SARATOGA, June 24.—The thirty-second annual convention of the New York State Pharmaceutical Association this week was remarkable for its harmony, for while some threatening clouds might have been noted at the opening still they all blew away and no storm disturbed the proceedings.

President Thomas Stoddart being delayed, the meeting was called to order and the president's address was read by Arthur S. Evans, the first vice-president. The association was welcomed to Saratoga Springs by the Hon. Willard Lester who spoke warmly of the work that had been done by the druggists in helping Saratoga in her efforts to have the famous mineral springs placed under the control of the State. Dr. Willis G. Gregory, Buffalo, responded. Thomas R. Kniel extended the welcome of the local drug trade and said he could promise the members anything that they wanted "except Teddy and the tail of Halley's comet." In responding ex-President William Muench, Syracuse, said that the beauties of the place, its many historic associations, and its world famed waters were all inducements for the association to visit Saratoga, but that they would never have come so often as they did had it not been for the loyalty and the open hearted hospitality of the local druggists.

Would Establish Local Branch Associations.

President Stoddart's address pointed out that the association did not have on its rolls even a majority of the pharmacists of the State and that this fact was being continually thrown into the teeth of the officers in their legislative efforts. He urged more active organizing work and suggested that the association establish local branches, a suggestion that was received favorably by the committee to which the president's address was referred and ratified by the whole convention. He also recommended that a larger percentage of the annual income be devoted to the U.S.P. and N.F. propaganda work and that the work be actively pushed by a committee. This also met with approval, but the convention did not agree with the suggestion that whenever a subject of vital importance and interest to all the pharmacists of the State came up that the secretary be instructed to send out notices to all whether or not they be members of the association.

President Stoddart referred to the formation of several large corporations operating drug stores, but said that he did not think that they threatened any dire calamity to the small druggist "as there is not at present, and never was, either any corporation, or any individual, strong and powerful enough ever to fully control the output in any given line of business or trade." He praised the work of the present Board of Pharmacy and said that a debt of gratitude was due to the legislative committee for their "most excellent work in giving their voices and influence in favor of the passage of a new pharmacy law, which is bound to better conditions for every pharmacist in the State."

The secretary, E. S. Dawson, drew attention in his report to the falling off attendance at the last convention and suggested that the cause be discovered and that it be discussed whether it would be more wise to hold the meetings in some city rather than in a summer resort. The membership a year ago was 1321, but had fallen to 1286. During the convention 70 new members were elected, bringing the membership total up to 1356, showing a healthy increase in spite of the depletions by death, resignation and dropping for lack of dues. Of the 70 new members 63 were offered by R. W. dePuy, secretary of the Travelers' Auxiliary.

Special committees were appointed to draft resolutions on the deaths of the late Oscar C. Kleine, chairman of the executive committee, and William Blaikie, the association's first treasurer. A committee consisting of Dr. F. P. Tuthill, John E. Grady, and Ulrich Wiesendanger was appointed to draw up a resolution expressing the thanks of the association to Assemblymen Geo. H. Whitney and Charles F. Brown and Senator Henry W. Hill, the legislators to whose efforts are due the passage of the new Pharmacy law. The association also voted to send some token of its good wishes to ex-President William H. Rogers of Middletown, on the eve of his sailing for Europe. Communications were read from the Massachusetts State Pharmaceutical Association, Dr. and Mrs. William C. Anderson in Los Angeles, and Dr. Lyman F. Kebler, of the United States Bureau of Chemistry, and the secretary was instructed to send suitable replies.

The report of the treasurer, Frank Richardson, showed that the association is in a sound financial condition: receipts, $3524.95; disbursements, $2281.88; cash on hand, $1243.07.

Nominations for New Board of Pharmacy.

On the suggestion of Dr. H. L. Taylor, of the State Education Department, a committee of five, Charles B. Sears, Dr. Willis G. Gregory, George H. Hahn, Thomas P. Cook and William Muench were appointed to recommend the best means of balloting for the nominees to be presented by the association to the Board of Regents as candidates for members of the new Board of Pharmacy. This committee suggested that the balloting be held at noon on the second day of the convention and that the nominations be made from the floor; the names of the 25 receiving the highest number of votes to be sent this year and in the future those nine receiving the highest vote. This suggestion was enthusiastically received.

The balloting for the 25 nominees was the most interesting feature of the meeting. The old board was nominated in a body by Peter Diamond and seconded in several laudatory speeches from different members. John J. Healy, Troy, and A. E. Hegeman, Brooklyn, were appointed tellers. Twenty-six pharmacists were named on the tellers' returns, Messrs. Evans and Kleinau having tied for the 25th, but the withdrawal of Edward S. Dawson brought the number down to

that required by law. The list to be sent to the Regents is as follows: George C. Diekman, William Muir, J. B. Todd, J. A. Lockie, C. O. Bigelow, John Hurley, A. S. Wardle, B. M. Hyde, George Remsen, William C. Anderson, Willis G. Gregory, S. A. Grove, Joseph Weinstein, J. C. Krieger, Charles B. Sears, L. W. Miller, W. B. Bissell, Peter Diamond, Thomas Stoddart, Charles L. McBride, A. B. Huested, J. Leon Lascoff, John E. Grady, A. S. Evans and George Klemau.

Clerks Protest Against Longer Hours.

Another interesting feature of the Saratoga meeting was the reception of a delegation of drug clerks from the National Pharmaceutical Society. The twelve delegates were introduced by the president of the Travelers, Edward Schott, and the privilege of the floor given to them by President Stoddart. Their spokesman, Bradley H. Kirschberg, spoke ably against the clause of the new Pharmacy Law which increases the maximum number of working hours for the clerks from 136 hours in two weeks to 140 hours. Dr. Muir, for the legislative committee, said that this clause had been slipped into the law without the knowledge of the committee and when noticed the bill was so far along towards passage that to amend it would have been risky. He moved that the legislative committee be instructed to see that the law is amended from 140, not to the old limit of 136, but to 134 hours. The motion was carried unanimously.

Mr. Kirschberg then asked for enlightenment on that part of the new law which provides for the registration of pharmacists who are registered in other States whose educational requirements are equal to those of New York. He said that the clerks could see no reason why ten States could not very easily raise their requirements to those of New York and that to admit them would be to flood the market with clerks and by the law of supply and demand to reduce the wages. Dr. Muir explained that the law was a grand one; opening for the first time the way to interstate reciprocity, similar to that enjoyed by the medical profession. He showed how elevating a tendency it must have on pharmacy the country over and suggested that the best thing to do is to wait and see whether or not the law is to be used as its framers intended or whether it will be abused.

Scholarships in Schools of Pharmacy.

A third important feature of the convention was the starting of a new idea in the educational phase of pharmacy, namely the establishment, under the control of the association, of several scholarships in the different schools of the State. The generosity of John L. Thompson & Son, of Troy, is responsible for the innovation, but the plan of action comes from Dr. Henry L. Taylor. Scholarships will be for one year, for it is thought that a boy with the proper stuff in him will find a way to get along the second year if he has the help of a free tuition his first season. A standing committee of five will work out the details of the scheme. The proposition had no sooner been made to the association than offers for scholarships came in. Thomas Stoddart and Charles Adam Drefs both offered for the Buffalo College, Kings County Pharmaceutical Society pledged one for Brooklyn and the New York College Alumni made a similar promise for their alma mater.

Graceful Compliment to Dr. Taylor.

The president presented to Dr. Taylor the pen with which the Governor signed the new Pharmacy Law, thanking him in a complimentary speech for his work in behalf of its passage. The pen was neatly framed, together with a certificate of authenticity signed by Governor Hughes. Dr. Taylor made a graceful speech but preferred to turn the pen over to the Board of Pharmacy to be hung in its office in the Capitol. Warren L. Bradt, secretary, accepted the pen on behalf of the new board.

The report of the legislative committee showed that but six bills affecting pharmacy were introduced in the Legislature last winter. All except the State Association and the Cocaine Bill either died in committee or were killed on the floor.

[illegible] committee, the report for the committee on U.S.P. and N.F. propaganda work [illegible] Pharmacopœia Revision Committee.

[illegible] from the pharmacists of the State. This report would help [illegible] the work of all the good elements of the country [illegible] of merit of the National Revision Committee. This suggestion was acted on favorably and the by-laws were amended so as to provide for the appointment of a Pharmacopœia Revision Committee.

As Dr. Anderson was not present, his report for the committee on U.S.P. and N.F. propaganda work was given by Dr. Muir, who showed the efforts of the committee had been largely centered in the encouragement of holding "get-together meetings," and he urged that the individual pharmacists do all they could to support this work, saying that while the committee could do much, and was only too glad to do it, still the best work often came from the stores. The committee suggested that all local organizations devote at least two meetings each year to the propaganda work. It was unanimously agreed that the results obtained for these meetings yielded satisfactory results. Mr. Lascoff suggested that the doctors' favorite habit of prescribing ready-made tablets and suppositories might be broken up by practical demonstrations that the druggist could make these to order, as it were. Mr. Raubenheimer pointed out the importance of having the more common N.F. preparations all ready made up so that they could be dispensed quickly.

Dr. Gregory, reporting for the committee on pharmacy and queries, said that a special effort had been made to get papers from young men who had never written before in hope of stimulating their interest in this branch of the association's work. Some of these papers were very good, while the maturer efforts of Mr. Raubenheimer, Professor Sy, Professor Lock and J. Leon Lascoff were, as usual, worthy of consideration and praise. The papers secured by the committee were:

Early History of American Petroleum, Otto Raubenheimer; Oil of Sesamum, Otto Raubenheimer; The Pure Food Law and Its Effects on Drugs and Medicines, Prof. A. P. Sy; Prescription Kinks, Prof. Frank E. Lock; The Hospital Pharmacist, Miss Hattie May Seeley; Show Windows, C. A. Elliott; Side Lines, Tincture of Nux Vomica, Elixir of Lactated Pepsin, Walter C. Fomeznk; Soft Soap, Earl L. Hess; Cleaning Greasy Mortars, Carl E. Freeman; Dead Stock, Royal T. Gulley; Fishing Tackle as a Side Line, C. J. Parker; The Little Man, C. C. Price; Are Drugs a Side Line in Our Business? J. Leon Lascoff.

A very valuable report was the one for the committee on commercial interests by C. O. Bigelow. He showed how higher rents, greater costs, more wages and shorter hours for clerks have all been combining to force the pharmacists to demand higher selling prices and warned all the druggists to do a little figuring and find out just how they stood in this respect. He also showed that the big stores have all been raising prices without any falling off in patronage and drew attention to the fact that recently the press has been educating the public to higher prices. The committee supplemented this report with some excellent papers on the business side of pharmacy. These papers were:

Eternal Vigilance the Pharmacists' Watchword, Thomas P. Cook; The Evils Resulting From the Prescribing of Proprietary Preparations, Charles A. Drefs; A Pharmaceutical Metamorphosis, Judson B. Todd; Suggestions of Commercial Importance to the Pharmacist, E. F. Hunting; The Advantages to a Druggist Sheltered by Realty Holdings, O. J. Larkin; The Back-bone of the Druggist, D. Master, Jr.; A Pessimistic View of the Pharmacist, Otto Regnault; Substitution vs. Salesmanship, Bernard Colle.

The State service committee, through its chairman, Warren L. Bradt, recommended the conference of a special committee with committee on salaries of the State Senate to see if something could not be done to get an increase in pay for pharmacists employed in prisons, hospitals and other public institutions.

Reports were received from the delegates who had represented the association at different meetings and conventions. Edward A. Sayre reported for the recent Cape May meeting of the New Jersey Ph.A.; Otto Raubenheimer for the A.Ph.A. and Dr. Muir for the N.A.R.D.

Among the associations represented was the Italian Pharmaceutical Association, which petitioned the convention through its delegate, Vito Calcagno, that an effort be made to [illegible] dispensing by physicians, an evil with which the Italian druggists are especially beset. Dr. Muir suggested that the Italian organization collect some evidence and present it to the board, and the delegate promised that this would be done, and later drew attention to the suggestion made some years ago that a law be enacted making it impossible for a dispensing doctor to sign his own death certificates and turning all such cases over to the coroner. The legislative committee was instructed to work for the passage of such a law next winter.

Just before the time set for the election of the new officers, the members of the Travelers' Auxiliary marched into the

Committee of National Pharmaceutical Society and Five Honorary Members

Top row, left to right: Morris Feinberg, J. George Ahrens, Prof. George B. Ferguson, Saul Kobrick, Bradley H. Kirschberg, Secretary Samuel W. Fraser, Saul Patterson, Peter Diamond, Orest S. Ghirardi, Vito Calcagno, Carl W. Bliss, counsel; bottom row: Saul Lourie, Henry Glassman, President W. E. Crews, Dr. George C. Diekman, Edward Schott, Dr. Joseph Weinstein.

meeting in a body and their new officers were presented. They were:

President, H. P. Snow; vice-president, John A. Dixon; secretary and treasurer, R. W. de Puy; chairman of the executive committee, D. M. Woodward; chairman of the entertainment committee, Louis E. Treat.

The committee on time and place of the next meeting, consisting of George Reimann, chairman; Thomas Lamb and T. S. Gardner, reported the selection of Thousand Islands Park and the announcement was received with applause.

The election of officers resulted as follows:

President, Arthur S. Evans, of Utica; first vice-president, Charles B. Sears, of Auburn; second vice-president, L. J. Schlesinger, of Yonkers; third vice-president, Charles F. Fish, of Saratoga Springs; secretary, Edward S. Dawson, of Syracuse; treasurer, Frank Richardson, of Cambridge; executive committee, Alfred M. Palmer, of Olean; John J. Healy, of Troy, and Peter Diamond, of New York City.

The members and their friends spent a whole day on an excursion to Lake George. The local committee maintained Saratoga's reputation as a good place for a good time, for the programme was especially attractive. It included two dances, a card party and a drive for the ladies, a base ball game between the "Tigers" alias the State Ph.A. base ball team and the "Pirates" as played by the Travelers' Auxiliary, which the druggists won by a more than comfortable score. As usual, the Auxiliary provided an evening's entertainment and a right royal good time it proved to be.

ARKANSAS A.PH. RECOMMENDS ALKALOID LAWS

Members Also Favor Establishment of a State Pharmacy Department and Propose Board Candidates.

FORT SMITH, June 20.—The creation of a State pharmacy department and the enactment of laws stringently regulating the sale of morphine, cocaine and other alkaloid drugs were recommended to the Arkansas Legislature by the Arkansas Association of Pharmacists at its recent 28th annual meeting. The invocation was made by the Rev. Dean Murray, of St. John's Church, and the address of welcome by Mayor W. J. Johnston. Frank Schachleiter, of Hot Springs, and W. A. Bostick replied. About 250 were in attendance.

For appointment to fill the vacancy on the State Board of Pharmacy, Wm. F. German, Fort Smith; J. B. Bond, Sr., Little Rock, and Frank Schachleiter were recommended to Governor Donaghey.

Much of the discussion was devoted to criticism of "cut rate" methods of business. Papers were read by C. A. Hoffman, Little Rock, and R. A. Warren, Clarkesville, and the latter urged the establishment of a Pasteur institute at Little Rock.

Miss Mary A. Fein as secretary and treasurer, reported 72 new members elected and $400 subscribed at this convention.

The following officers were elected for the ensuing year: President, Henry Weimar, Hot Springs; first vice-president, W. A. Bostick, Van Buren; second vice-president, S. W. Hawkins, Fort Smith; secretary and treasurer, Miss Mary A. Fein, Little Rock; member executive committee to succeed A. L. Morgan, Camden, L. K. Snodgrass, Little Rock.

The convention was to a great extent a personal triumph for Miss Fein, who now begins her 15th year as secretary. She was presented by H. H. Adams, president of the Patten-Worsham Drug Co., Dallas, with a handsome gold-mounted fountain pen. From the members at Fort Smith she received a gold-headed umbrella and many others sent flowers, candy and perfume to her room at the hotel. The association presented her wth $100.

Features of the entertainment afforded were a ball at Goldman Hotel, field events at Electric Park, a strawberry festival and an auto ride.

The 1911 meeting will be held in Little Rock.

The following were elected officers of the Arkansas Travelers' Pharmaceutical Association, which met in conjunction with the State association: President, W. R. Patterson, Oklahoma City; first vice-president, J. L. Bowner, Little Rock; second vice-president, E. H. Rutledge, St. Louis; third vice-president, A. C. Meyer, St. Louis; secretary and treasurer, I. W. Kurtz, Fort Smith.

ALABAMA PH.A. TO BECOME A CORPORATION.

President Lee Whorton Raps Proprietaries in Annual Address, Commends New Food and Drug Law.

MOBILE, June 20.—At the 29th annual meeting of the Alabama Pharmaceutical Association the address of welcome was delivered by the Hon. Boykin B. Boone and responses made on behalf of the druggists by J. T. Roe, of Mobile, and W. P. Thomason, of Guntersville. In his presidential address, Lee Whorton, of Gadsden, expressed his gratification occasioned by the new model Pure Food and Drug Law which had been given the State. He recommended that the State Board of Pharmacy be delegated as a committee on adulterations and that the board employ a chemist to analyze specimens obtained in the open market. He expressed his desire that the association discourage self-medication and all proprietary nostrums. He especially condemned the immodest and insulting advertisements of some of these nostrums. That the association might be a more useful body, he recommended that it be incorporated. Because this had not been done before, the Alabama Ph.A. was not represented in the Pharmacopœial Convention. To encourage sociability and stimulate fellowship, Mr. Whorton offered $10 as a prize for a poem to be set to a "good old tune" for use as an ode at the annual meetings.

Charles M. Carr, Chicago, in a short address, elaborated on the N.A.R.D. and its work and was presented with a handsome gold-headed cane. Secretary W. E. Bingham read a paper on "New Volatile Oils." Another paper, by D. E. Morgan, was

also read by the secretary. Mr. Morgan proposed by a system of State dispensaries to do away with saloons and "blind tigers." J. D. Humphreys, of Huntsville, addressed the association on the small number of papers read and recommended that the president appoint a number of members to prepare themselves on certain subjects for the next meeting. Dr. C. A. Mohr, of the State Medical Association, said that a large number of druggists did not appreciate the physician, but that lately more advancements had been made by the physicians towards the pharmacists during the year than ever before.

A eulogy on the late Dr. P. C Candidus, one time honorary president of the A.Ph.A., prepared by Dr. E. F. Galt, secretary of the State Board of Pharmacy, was read by John Roe. It was biographical in nature. Dr. Candidus organized the association in 1881 and was its president for five consecutive terms. A resolution in tribute to his memory was adopted and a page reserved in the minutes for its inscription. The widow of Dr. Candidus was present and was greatly affected.

The following officers were elected: President, John T. Roe; first vice-president, W. P. Thomason, Guntersville; second vice-president, D. P. McDiarmid, Talladega; secretary, W. E. Bingham, Tuscaloosa; treasurer, F. F. Ravenscroft, Union Springs; executive committee, S. A. Williams, Troy; C. T. Ruff, Montgomery, and L. L. Scarborough, Anniston. Delegates to the N.A.R.D. convention at Pittsburg, September 12, appointed were: W. P. Thomason, Carl Whorton and J. E. Tucker, the last of Demopolis. New members elected, 49.

Features of the meeting were the matinee enjoyed by the ladies at the Lyceum Theater and the ball and banquet, participated in by both the members and their ladies, at German Relief Hall. Mobile Chapter, W.O.N.A.R.D., also held an informal reception for the visiting ladies. Prizes for securing the largest number of new members were awarded, in their respective order, to W. P. Thomason, J. T. Hawkins, Mobile, and F. F. Ravenscroft. Carl Whorton, Gadsden, received prize for best paper read, Miss Carie Whorton, prize for lady traveling greatest distance to convention, and J. D. Humphrey prize for latter distinction among the men.

Rhode Island Ph.A. Reaffiliates With N.A.R.D.

PROVIDENCE, June 20.—The law providing for registration of pharmacists which became active in January was the principal topic of discussion at the recent annual meeting of the Rhode Island Pharmaceutical Association. It met with the unanimous approval of the members. Elucidation of the new law was made by President Howard A. Pearce; James O'Hare, chairman of the committee on legislation; Prof. John E. Groff, pharmacist at the Rhode Island Hospital; Herbert Haynes, G. T. Armstrong and G. S. Morgan. It was voted to reaffiliate with the N.A.R.D. The following officers were elected:

President, A. J. Johnson, Jr., Pawtucket; vice-presidents, Providence County, E. T. Carlton; Bristol County, C. A. Gilroy; Newport County, R. F. Downing; Washington County, P. B. Davis; Kent County, A. L. L'Amoreaux; secretary, Clarence Beaumet; treasurer, G. T. Armstrong; executive committee, H. A. Pearce, H. L. Sawtelle and Enoch W. Nars. President Johnson appointed the following committees: Nominations, James O'Hare, John E. Groff and E. T. Carlton, membership, E. S. Bummerkranz; entertainment, W. A. Helmer, G. W. Payne, H. L. Chatterton; papers and essays, E. S. Bummerkranz, H. L. Chatterton and Adolph Backat; delegates to Pharmacopoeial Convention, H. A. Pearce, A. W. Tennant and E. A. Johnson.

Ex-President British Pharmaceutical Society is Dead.

London, June 20.—Michael Carteighe, ex-president of the British Pharmaceutical Society and a vice-president of the British Pharmaceutical Conference and long a strong factor in the agitation for better pharmaceutical legislation in Great Britain, is dead, aged 39. He was born in Lancashire and was educated at University College, London, where he took part in many important chemical and physical researches and at the most notable being an investigation of the constitution of [illegible]. In 1892 he entered the London School of Pharmacy and won many prizes. A year later he joined the firm of Dinneford & Co., [illegible] Carteighe was a member.

Mr. Carteighe held many high offices in the organizations in which he was active. In 1891 he was [illegible] of the London Pharmaceutical Conference and of the London. Twelve years later he went to the United States as a commissioner to the Council of the Society of Arts on a similar commission, and while visiting the World's Fair at Chicago he was elected [illegible] of the American Ph.A.

REVISION OF THE PHARMACEUTICAL SYLLABUS.

National Committee Reorganized, Sub-Committees Appointed and Work to be Completed October 1.

The responsibility for the revision of the Pharmaceutical Syllabus, published in February of the present year, has been assumed by the American Pharmaceutical Association, the American Conference of Pharmaceutical Faculties and the National Association of Boards of Pharmacy, each of the organizations named having provided members for its representation on the National Committee on the Syllabus and agreed to assume its proportionate share of the expenses. Both the Conference of Faculties and the Association of Boards have formally adopted the syllabus as a guide for future examinations during the syllabus period.

At the recent Richmond meeting the National Committee reorganized by the election of Willis G. Gregory as chairman, and Henry C. Taylor, of Albany, as secretary. The members of the committee representing the three associations named, are as follows:

A.Ph.A., Willis G. Gregory, Buffalo; C. S. N. Hallberg, Chicago; E. G. Eberle, Dallas, Tex.; Harry B. Mason, Detroit; Chas. Caspari, Jr., Baltimore; George M. Beringer, Camden, N. J.; Henry L. Taylor, Albany, N. Y. Boards: E. O. Engstrom, Pittsfield, Mass.; Samuel L. Hilton, Washington, D. C.; Charles Gietner, St. Louis; C. T. Heller, St. Paul, Minn.; David F. Jones, Watertown, S. D.; C. O. Bigelow, New York; Ernest Berger, Tampa, Fla. Conference of Faculties, J. H. Beal, Scio, Ohio; H. H. Rusby, Newark, N. J.; J. O. Schlotterbeck, Ann Arbor, Mich.; Julius A. Koch, Pittsburg; William C. Anderson, Brooklyn; C. B. Lowe, Philadelphia; Henry V. Arny, Cleveland.

This committee has organized several sub-committees and will prepare a revision of the Syllabus which is to be reported to the secretary not later than October 1, 1910. Criticisms and suggestions that may improve the Syllabus are especially desired and the members of college faculties and of each board are asked to give the same attention and report to Secretary Taylor at the earliest practicable moment.

INDIANA'S MEETING THE BEST IN ITS HISTORY.

155 New Members Join and Visitors are Handsomely Entertained by Wholesalers of Capital City.

INDIANAPOLIS, June 20.—The annual meeting of the Indiana State Pharmaceutical Association, June, 1910, held at the Claypool Hotel, was the largest, most business-like and best meeting ever held by that association. "Heretofore," said one of the old members, "we have had the association on wheels moving about from one place in the State to another. Now and hereafter our annual meetings will be held in Indianapolis, the center of the State."

There are in Indiana 2800 proprietors of drug stores, 4300 registered pharmacists, 490 registered assistant pharmacists. This June meeting had 550 members in attendance, of whom 155 joined at this meeting.

The talks and papers were of unusual interest. "Our Best Customer," was the subject of a paper read by C. E. Elliott, of Sheridan. He declared this best customer is "little Snookums," who from the time of his first howl until he is 5 years old has caused an expenditure of money with the neighboring druggist. Mr. Elliott was of the opinion that the druggist should stand by the Rooseveltian precepts that encourage the multiplication of the species.

Dr. H. E. Barnard, State Food and Drug Commissioner, spoke of the necessity for adequate punishment of the few so-called druggists who violate the ethics of the profession and the moral law by the sale of cocaine, possibly the most dangerous drug known and of which in Indiana a sale can only now be prosecuted under the Food and Drug Law with an insufficient penalty.

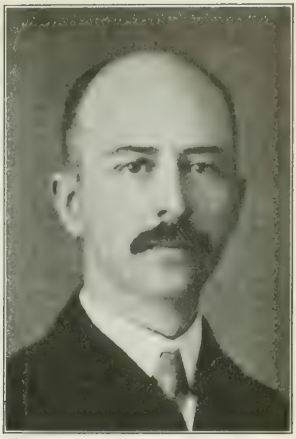
Prof. J. H. Gertler, of the Technical Institute, Indianapolis, suggested that there be more practical training in schools of pharmacy and that such schools be supplied with typical drug stores for practice work.

Dr. J. N. Hurty, secretary of the State Board of Health, read a paper on the life and accomplishments of the great Swedish chemist Carl Wilhelm Scheele.

The pharmacists at this meeting, so far as entertainments of various kinds were concerned, including the great flight of automobiles at the Indianapolis Speedway, were guests of the four wholesale drug houses and of Eli Lilly & Co., manufacturing pharmacists. Some of the members objected to these courtesies as they feared they were putting a burden upon

JOHN T. ROE, Mobile,
elected president of the Alabama State Pharmaceutical Association.

T. S. ARMSTRONG, Plainfield,
elected president of the New Jersey State Pharmaceutical Association.



JOHN R. MUTZ, Edinburg,
elected president of the Indiana State Pharmaceutical Association.

their hosts and at the same time incurring for themselves a certain responsibility.

At this juncture came one of the cleverest and most adroit speeches of the meeting. It was made by G. Barret Moxley, president of the A. Kiefer Drug Co., an eloquent young son of Kentucky, who pleaded that the wholesalers here, were any change made in the pleasant and most agreeable relations, would be the sufferers as these annual visits gave them opportunity to see their friends and patrons that would otherwise be lost.

The following officers were elected for the year:

President, J. R. Mutz, Edinburg; first vice-president, Charles Haupt, Terre Haute; second vice-president, J. D. Brown, Burnett's Creek; third vice-president, John T. Johnson, Fortville; secretary, Maurice Schwartz, Indianapolis; treasurer, Frank H. Carter, Indianapolis; executive committee, Edward W. Stuckey, S. C. Basye and Burton Cassidy.

N.J.PH.A. MEMBERS FIGHT OVER ANNUAL FEES.

Charles Holzhauer Claims Legislative Committee Went Beyond Instructions in Drafting New Bill.

CAPE MAY, June 20.—The 40th annual meeting of the New Jersey State Pharmaceutical Association was presided over by President George M. Andrews, of Woodstown. The report of the legislative committee, presented by H. A. Jorden, of Bridgeton, secretary of the State Board of Pharmacy, was severely criticized, Charles Holzhauer, of Newark, and others, insisting that the committee has gone beyond its instructions. It was voted at the 1909 meeting that the Pharmacy Law should be amended so that applicants for examination by the board would be required to present a diploma from a recognized college of pharmacy. Mr. Holzhauer asserted that the committee had presented a new bill which, if passed, would raise the registration fee from $10 to $20 for registered pharmacists, and from $5 to $10 for assistants. The latter subject the members hadn't even discussed, said Mr. Holzhauer.

In defense, Mr. Jorden explained that the attorney-general advised that an entire new law be drafted in preference to presenting an amendment covering the prerequisite question. Mr. Jorden said that his committee thought that if the law required an applicant for examination to be a college graduate, the number of applicants would be cut down to such an extent as to leave the board without funds. On that account they had advocated an increased registration fee. The proposed measure had since been changed, the fees being made the same as originally, due to its unpopularity. Stephen D. Woolley, of Ocean Grove, and T. S. Armstrong, of Plainfield, both members of the committee under fire, also spoke in defense.

A committee was appointed to draft a new pharmacy law incorporating the graduation prerequisite.

In his report as secretary, Frank C. Stutzlen, of Elizabeth, said the association has 637 active members, 84 associate and 17 honorary members. Henry A. Jorden, as secretary of the board, reported 169 pharmacists registered during the past year out of 569 applicants, also that there are now on the roll 2477 registered pharmacists and 131 registered assistants. David Strauss, Newark, treasurer of the board, reported an expenditure of $3575 and balance of $472.

S. D. Woolley, chairman of the trade interests committee, reported on the telephone situation. The telephone company was not represented at the meeting, although invited. President Andrews said he thought the company would do something for the druggists if the latter would reciprocate. Other reports and papers were presented by the following:

Committee on queries, Dr. P. C. Hommell, Dr. Hommell also read three papers, one on "Cataplasma Kaolini," on "U.S.P. Troches" and on "The Use of U.S.P. Tinctures"; "Interstate Registration," John H. Holcombe; "Oil of Gaultheria," George M. Beringer; "History of N.J.Ph.A.," E. A. Sayre; committee on memorial, H. A. Jorden, and brief address on "The Desirability of Increasing Membership of W.O.N.A.R.D.," Mrs. W. E. Lee, Philadelphia; propaganda work report, J. G. Smith, Rahway.

Resolutions aimed against the distribution of objectionable and obscene advertising of proprietary medicines and other materials sold by druggists, offered by George M. Beringer, were adopted.

Miscellaneous business performed consisted in the awarding to George M. Beringer the U.S.P. prize for his paper on "Synonyms in the U.S.P.," the appropriation of $25 for the N.A.R.D., and notice being given that at the next meeting a change in the constitution placing the cost of a life membership at $25 would be voted upon. The following officers were elected:

President, T. S. Armstrong; first vice-president, Edgar R. Sparks, Burlington; second vice-president, W. Pitt Rich, Verona; secretary, Frank C. Stutzlen; treasurer, J. C. Field, Somerville; executive committee, E. R. Sparks, ex-officio; C. W. Holzhauer, G. M. Hays Deemer, Atlantic City; William E. Warn, Keyport; Charles S. Barnett, Camden; legislative committee, S. D. Woolley, H. H. Deakyne, Atlantic City; L. W. Brown, Montclair; David Strauss, Newark; Bloomfield Hulick.

Twenty-seven new members were admitted. Asbury Park was chosen as the next place of meeting and Mr. Hulick was elected local secretary. The entertainment consisted of prize bowling, the Hecker's Social, yachting, etc.

The Ladies' Auxiliary elected these officers:

President, Mrs. E. A. Sayre; first vice-president, Mrs. George M. Andrews; second vice-president, Mrs. George H. Horning, Roselle Park; secretary, Mrs. Edgar R. Sparks; treasurer, Mrs. S. D. Woolley; committee on reception, chairman, Mrs. Bloomfield Hulick.

The Travelers' Auxiliary elected these officers:

President, Ralph M. Smith; first vice-president, C. M. Fletcher; second vice-president, A. M. Platt; secretary, W. J. Caughey, and treasurer, C. W. Haviland; executive committee, C. P. Pray, W. D. Fox and F. H. Higby.

'PHONE FIGHT AND PROPAGANDA CONTINUED.

President Rehfuss' Recommendations Presented at the Kings County Ph.S. Annual Meeting Adopted.

At the recent annual meeting of the Kings County Pharmaceutical Society, while Vice-President C. O. Douden occupied the chair, James H. Rehfuss presented his report as president of the Brooklyn College of Pharmacy and the Kings County Ph.S., respectively. In the former, he commented favorably on the college's increased educational facilities, the improved work of the instructors, the excellent system of instruction, the faithful work of the trustees and other officers, the college's sound financial basis, the attendance of over 200 students during the past year and the prospects of many more students next year. President Rehfuss expressed his approval of the splendid work of the legislative and propaganda committees and recomended a continuation of N.F. and U.S.P. propaganda next year. This recommendation was later adopted.

"In view of the invasion of the field of the retail pharmacist by the chain drug stores and corporation pharmacists," Mr. Rehfuss said, "there surely never was a time when the retail druggist needed the help of his organization more than now. The policy of the society is to extend such aid to the fullest extent possible and I believe it should spend all its funds if necessary for any purpose which promises to directly benefit the pharmacists of the city."

Mr. Rehfuss recommended that the trade matters committee continue its fight for higher telephone commissions, as he considered the time propitious for such action. This recommendation was also adopted.

In conclusion, the president drew attention to the fact that the resources of the society were no longer limited to the dues collected from its members. The dual relationship of the society and its college and the financial success of the latter makes it possible to employ all the funds of the society for the latter's work for the benefit of pharmacists in Brooklyn.

Dr. William Muir, chairman of the legislative committee, submitted a very comprehensive report.

Adrian Paradis, treasurer, reported $322.28 in the society treasury and $6949 in the college treasury.

Secretary Andrew E. Hegeman reported a membership of 474 pharmacists and that $934 had been collected in dues during the year.

As chairman of the trade matters committee, Charles Heimerzheim presented his report. Almost the entire work of propaganda for the past year was on lines previously devised—the detail man, Dr. Van Horn, called on the physicians, talked with them and left U.S.P. and N.F. preparations. He considered the society's money well spent. Dr. Van Horn visited 925 physicians, 325 of these being among those called upon the year before. Mr. Heimerzheim said that without the help of Dr. Muir, who supervised the preparation of the samples, the work could not have been carried on, as no other member could have devoted the necessary time. On the telephone situation, Mr. Heimerzheim said that a large number of pharmaceutical organizations were represented in the effort to get higher commissions.

Otto Raubenheimer, committee on affairs pertaining to pharmacy, enumerated the features of the meetings during the year. On Dr. Muir's motion, a vote of thanks was extended to this committee and to those who read papers.

Mr. Raubenheimer presented a short report on the U.S.P. Convention and the A.Ph.A. meeting. He said that the Kings County Ph.S. was the only organization represented by a lady delegate, Miss K. C. Mahegin, who was warmly applauded and made a short address upon her experiences.

The following officers were re-elected:

President, James H. Rehfuss; first vice-president, Clarence O. Douden; second vice-president, H. B. Smith; third vice-president, Adrian Paradis; treasurer, Andrew E. Hegeman; secretary, Adrian Paradis; librarian, Dr. Charles F. Kluppert; executive committee, James H. Rehfuss, Clarence O. Douden, Andrew E. Hegeman and Dr. Charles F. Kluppert.

Thomas F. Raymond was engaged as librarian and Wm. L. Perkins re-engaged as counsel. Delegates were appointed as follows:

New York State Ph.A. meeting, Dr. Wm. Muir, Andrew E. Hegeman, Frederick C. Bellin, Dr. Charles F. Kluppert, Otto P. Gilbert, Dr. Wm. H. Weimann, Jr., Adrian Paradis, Dr. Charles F. Heimerzheim, Dr. Wm. H. Nichols, Dr. Charles F. Kluppert and Wm. H. Lehmann.

The sum of $25 was voted to the Proctor fund, of which Dr. Wm. Muir is chairman.

G.A.S. OPPOSES REDUCED 'PHONE COMMISSIONS.

Society Members Are Instructed by Resolutions Not to Sign and to Cancel all Such Contracts.

At the June meeting of the German Apothecaries' Society in this city, the matter of most immediate importance upon which action was taken was undoubtedly the contemplated reduction in telephone commissions from 20 per cent now allowed pharmacists by the New York Telephone Co. to, first, 10 per cent on long distance calls and later to 10 per cent on local calls. The sentiment of the members was strongly against signing any contracts in which the commission was specified as lower than 20 per cent. That the company believes it can easily engineer the reduction is evidenced by the conversation one of its representatives had with a member of the society. The telephone man declared that the pharmacists couldn't do anything, as they had no organization. If the pharmacists didn't sign the contracts, he said, the company would take out the booths and put them in the cigar stores.

The fact that Chicago pharmacists are getting a commission of 33⅓ per cent is a spur to the members to fight for their present percentage and the following resolutions were adopted:

That the value of space in pharmacies occupied by the New York Telephone Co. and the services of pharmacists rendered should be valued at not less than 20 per cent.

That every attempt to reduce the commission will be opposed by us in the most determined manner and that every member of the society be requested not to sign a contract of any kind that does not allow a commission of 20 per cent.

That all members who have, under false impressions, signed such a contract, be requested to cancel same.

That the president of the society appoint a committee of three members whose duty will be to carry out these resolutions and circulate them, and also to confer with committees of other New York pharmaceutical societies for this purpose.

President George Kleinau appointed W. C. Alpers, S. V. B. Swann and Frederic H. Plump as the above committee.

Dr. Alpers and Hugo Kantrowitz were appointed a committee to notify the medical profession and the medical press of the recent enactment of the Smith Cocaine Law and its provisions.

Reports were presented by the proper committees on the Hill Pharmacy Bill, the action taken by Congress on the proposed National Board of Health, the A.Ph.A. meeting at Richmond, Va., and the U.S.P. Convention at Washington, D. C.

The society contributed $50 to the expenses of the New York State Ph.A. meeting at Saratoga Springs. Felix Hirseman, Dr. George C. Diekman, Otto Raubenheimer and George T. Rieffiin were appointed as delegates to the meeting.

The following chairmen of committees were appointed to arrange for celebrating the 60th anniversary of the society in October, 1911:

Music, Helmuth Jarchow; badges and decorations, Felix Hirseman; printed matter, George Leinecker; press, Hugo Kantrowitz; invitations of wholesalers, George T. Rieffiin; subscriptions to the fund, Charles F. Schlenssner; floor, S. V. B. Swann; halls and reception committee, Dr. Charles F. Kluppert; secretary, Henry F. Albert; festival committee, Robert S. Lehmann, toastmaster at banquet and hall, E. C. Goetting, toastmaster at kommers, Dr. William C. Alpers.

On Thursday, July 7, the members will hold their annual summer outing at Witzel's Pavilion, College Point, Long Island. The committee, through Chairman Otto P. Gilbert, announce an interesting programme which includes games and contests for the ladies and children, prizes being offered for all successful contestants. Lederhaus' orchestra has been engaged and plenty of opportunity for dancing is assured. The exercises begin at 2 p. m.

Preparations for the N.A.R.D. Meeting in Pittsburg.

Pittsburg, June 20.—Arrangements are being made for the N.A.R.D. convention here on September 12 which promise to make it more successful than any of its predecessors. Sufficient funds have been subscribed for the entertainment of the visitors and the demand for space at the exposition is greater than expected, so that there is now little left for the late comers. H. F. Pritchard, secretary of the Western Pennsylvania R.D.A., is taking an active interest in the preparations, as also is Edw. J. Kretz, chairman of the general committee of arrangements.

Accountant Elected a Director.

Albert Marsh, chief accountant of the Charles Crittenton Co., has been elected a director of the company.

Prescott Club Veterans of U. of M. School of Pharmacy at A.Ph.A. Meeting of 1910

THE alumni of the University of Michigan School of Pharmacy who attend the annual meetings of the American Pharmaceutical Association, and are otherwise known as the "Prescott Club," dined together during the recent convention at the Hotel Jefferson, Richmond, Va. A letter expressing best wishes and signed by all the members present was sent to Mrs. Prescott, widow of the late Dr. A. B. Prescott, for many years the dean of the school. E. J. Kennedy was elected president for the ensuing year and instructed to make arrangements for the next annual gathering in Boston.

After dinner the camera was brought into requisition, the "boys" lining up as shown in the accompanying picture (from left to right): L. E. Sayre, '94; B. L. Murray, '91; Chas. W. Johnson, '96; Mathias Noll, '81; L. G. Blakeslee, '80; L. A. Seltzer, '92; W. W. Horne, '00; Linwood A. Brown, '04; E. J. Kennedy, '82; John D. Muir, '84; J. O. Schlotterbeck, '87; E. M. Houghton, '93; Wilber J. Teeters, '95; A. B. Stevens, '75; A. B. Lyons, '68; W. A. Dohany, '87.

PRESIDENT MUIR'S SUGGESTIONS ARE ADOPTED.

E. O. Engstrom Chosen to Head National Association of Boards of Pharmacy for the Coming Year.

Among the recommendations made by President John B. Muir at the recent meeting of the National Association of Boards of Pharmacy at Richmond, Va., were the following: That the association should encourage the further formation of local interstate associations, and that such meetings should be held in connection with a board examination; the adoption of the National Syllabus Committee's recommendations; representation of State boards of pharmacy in future pharmacopœial conventions, and that the association set a date not later than 1915 when it will ask its active members to require at least two years' high school work, one year's work in a recognized college of pharmacy, and a total, including college work, of five years' practical experience; a recognized college of pharmacy to be either a member of or eligible to membership in the American Conference of Faculties. President Muir was also in favor of the boards taking up the matter of partial reciprocity with boards not in full active membership. The recommendations were adopted.

Secretary Sala reported that during the eight months which had elapsed since the last annual meeting 157 reciprocal interchanges of registration had been effected.

The following officers were elected: President, E. O. Engstrom, Pittsfield, Mass.; vice-presidents, E. Berger, Tampa, Fla.; F. P. Landon, Keystone, W. Va., and D. F. Jones, Watertown, S. D.; secretary-treasurer, A. F. Sala, Winchester, Ind.; executive committee, A. J. Fischer, Santa Fe, N. M.; R. H. Walker, Gonzales, Texas, and T. A. Miller, Richmond.

The next annual meeting will be held in Boston concurrently with the meeting of the A.Ph.A.

Generous Profit-Sharing Plan Adopted.

DETROIT, June 20.—Parke, Davis & Co. has inaugurated a very elaborate pension plan for old employees. Every employee who has been in the company's servic for 20 years and has attained the age of 65 years for men or of 55 years for women, it is announced, will be given a pension amounting to 25 per cent of his or her salary. The granting of this pension will depend on the judgment and discretion of the Pension Board, which consists of the president, general manager and treasurer of the company. No pension less than $18 per month will be granted. The board may continue the pension to the widow of an employee or in case of inability on account of approaching age it may be transferred to another person. The pensioner may employ himself in any business not in competition with the company. Treasurer George Hargreaves has been working out the details of the plan for several months. About 100 are now eligible.

? QUESTION BOX ?

THE OBJECT of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc. Requests for information are not answered by mail, and ANONYMOUS COMMUNICATIONS WILL RECEIVE NO ATTENTION; neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of The Era, copies of which, if not out of print, may be obtained for 25 cents each.

Too Much Acacia.

(G. L. G.)—Submits the following prescription:

Spirits turpentine	1 dram.
Acacia	1½ ounces.
Cinnamon water, enough to make	2 ounces.

Make an emulsion. Directions: A teaspoonful every three hours.

"G. L. G." says he found it impossible to make a 2 ounce mixture, and asks: "Can it be done and if so, how?"

No, not as the prescription is written, there being too large a quantity of acacia ordered for the emulsification of the oil (spirits) of turpentine. Usually, about 30 grains of acacia are sufficient to emulsify one dram of oil and undoubtedly this quantity should have been prescribed in the above. According to Caspari, "oil of turpentine unites very readily with water and gum, and it is surprising to see how small a quantity of gum will suffice in an uncombined form, only a dense creamy layer rising, composed of the oil of turpentine, gum, and some water in intimate union: 20 grains of powdered acacia shaken in a bottle with 1 fluidounce of turpentine, and 4 fluidrams of water then added, will yield a very satisfactory emulsion, which can be kept for days without separating an oily layer." It may be that the prescriber made an error in indicating the amount of acacia; at any rate he should be consulted and the compounder's difficulty explained to him. A standard formula of this character is "Forbes' Emulsion of Oil of Turpentine," National Formulary, page 52.

Screw Worm in Cattle.

(J. L. W.)—The Agricultural Experiment Station of your own State (Texas) has published considerable information bearing upon the treatment of cattle affected with the screw worm pest which you can doubtless secure for the asking. However, the treatment is to get the worms from the wound and let it heal. By injecting into the wound chloroform, solution of corrosive sublimate (60 grains to 1 pint of water), calomel, crude carbolic acid, kerosene, turpentine, cresylic ointment or fresh pyrethrum, the worms will be killed or driven

[illegible] the wound. If the wound is [illegible] and the flies kept away it will soon heal. Corrosive sublimate and calomel will sometimes affect the stock with mercurial poison- [illegible] The carbolic acid and corrosive sublimate are good antiseptics and will aid the wound in healing. An ointment recommended by [illegible] about [illegible] are to put tar, grease or fish oil on all wounds every day until healed. The stock must be kept free from ticks, as half of the [illegible] at a place where a tick is killed, giving the necessary blood in which to lay the eggs. All dead animals should be burned or buried at least two feet deep to prevent the flies from laying their eggs in the carcasses or those already laid from escaping.

Shoe Dressing for "Vici Kids."

(J. L. W.)—The following formula for a polish for shoes [illegible] the name of "French Shoe Dressing":

[illegible]	[illegible]
[illegible]	[illegible]
Bichromate of potassium	[illegible]

Boil and strain while hot into the following mixture, pre- [illegible]:

[illegible]	[illegible]
[illegible]	[illegible]
Glycerin	4 drams.
Water	16 [illegible]

The latter should be soaked overnight, heated in the morning to dissolve, and strained with pressure. After the logwood and glue mixtures are combined, put indigo, 2 drams, into a large mortar, triturate and slowly incorporate the mixture with it. Put up the dressing in wide-mouthed bottles, with a stubby brush or sponge in the cork.

As a dressing for black patent leather shoes, try the following:

Oil of lavender	½ ounce
Oil of turpentine	½ ounce.
White wax	6 drams.
Olive oil	2 ounces.

Melt the wax with the olive oil by aid of gentle heat, add the oil of turpentine and, when nearly cold, the oil of lavender. Said to be "very useful for restoring the gloss and flexibility of patent leather."

Books on Synthetic Perfumes.

(X. Y. Z.)—We know of no one book which is likely to contain all one might wish to learn concerning synthetic perfumes. However, the following works are recommended: Otta, "L'Industrie des Parfums," Paris, 1909; [illegible] "Les Parfums Artificiels," Paris, 1900; Parry, "Chemistry of Essential Oil and Artificial Perfumes," 2d ed., 1909; Klimont, "Die Synthetischen und Isolirten Aromatica," Liepzig, 1899; Sawer, "Odorographia," 2 volumes, 1892-4 (this work, while not the latest on the subject, contains considerable information on the natural history of the raw materials used in perfumery). Current publications like the "Journal of the Society of Chemical Industry" and "Chemical Abstracts" may also be profitably consulted.

Permanganate-Formaldehyde Method.

(G. G. P.)—You do not inform us of the character of the generator you use, but formaldehyde is easily developed from a solution of formaldehyde by pouring some of the solution upon fine crystals of potassium permanganate contained in a metallic pail. According to Prof. Daniel Base, who presented a paper upon the subject some years ago, "it is a case [illegible] another part, the permanganate in oxidizing a part of the [illegible] sufficient to evaporate nearly all of the liquid." According to [illegible] it is considered that by the methods depending on the vaporization of the formaldehyde from its solutions, either simply from metallic retorts or under a pressure of 3 or 4 atmospheres from the autoclave, the loss by polymerization amounts to from 50 to 60 per cent. This method has been recommended on account of the simplicity and inexpensiveness of the apparatus employed.

Kidney and Liver Cure.

(M. L. B.)—Try the following:

(1)

[illegible]	4 ounces.
[illegible]	1 ounce.
Ergot	2 ounces.
[illegible]	4 ounces.
[illegible]	2 ounces.
Potassium nitrate	1 ounce.
Alcohol	13 ounces.
Glycerin	16 ounces.
Water, enough to make	1 gallon.

Grind the drugs to No. 20 or 30 powder, percolate with all of the alcohol and glycerin mixed with two quarts of water. When the menstruum has all passed, add enough hot water through the drugs to make one gallon, then add the potassium nitrate. Contains about 10 per cent of alcohol.

(2)

Potassium acetate	4 drams.
Potassium bicarbonate	4 drams.
Spirit of nitrous ether	4 drams.
Tincture of hyoscyamus	4 drams.
Infusion of buchu, enough to make	8 ounces.

(3)

Hepatica, hydrangea, scoparius, apocynum cannibinum and triticum, of each, 1 ounce; hot water, sufficient to make an infusion measuring 10 ounces. When cold, add 320 grains of potassium nitrate, 3 ounces of alcohol and 3 ounces of dextrin syrup. Fluidextracts may be substituted for the crude drugs in this mixture, in which case the alcohol should be omitted and the proportion of water reduced to 5 ounces, instead of 10 as given in the formula, the remaining ingredients being left the same.

(4)

Fluidextract of buchu, 3 fl. ounces; fluidextract of dandelion, 3 fl. ounces; fluidextract of juniper berries, 2 fl. ounces; fluidextract of pareira, 2 fl. ounces; fluid extract of stone root, 2 fl. ounces; potassium acetate, 3 ounces; simple elixir, enough to make 32 fl. ounces. This contains about 35 per cent by volume of alcohol in the finished product, the resinous character of the drugs employed making this quantity necessary, and even then the preparation is liable to precipitate on standing.

Aspirin and Urotropin in a Mixture.

(J. R.)—Submits the following prescription:

Aspirin	2 drams.
Urotropin	1 dram.
Cinnamon water	4 ounces.

Mix.

He asks how it may be compounded so as to make a presentable mixture.

A satisfactory mixture cannot be made, as aspirin and urotropin are incompatible, and in solution they mutually decompose each other with the formation of acetic and salicylic acids or their salts and other decomposition products. As stated in reply to another query, aspirin (acetylsalicylic acid) is incompatible with heat, moisture, alkalies, their carbonates and bicarbonates. Urotropin, a trade name for hexamethylenamine, is decomposed by both acids and alkalies. This decomposition is not surprising when one remembers the pharmacopœial definition of hexamethylenamine, viz., "a condensation product obtained by the action of ammonia on formaldehyde," such compounds, as a rule, being very easily broken up.

Aspirin and Sodium Bicarbonate.

(G. C. P.)—"What reaction takes place when aspirin and sodium bicarbonate are mixed in solution?"

The aspirin is decomposed by sodium bicarbonate with the formation of acetic acid and salicylic acid or sodium salicylate and the evolution of carbonic acid gas.

Pharmacognosy and the United States Pharmacopoeia.

By Prof. Henry Kraemer, Philadelphia, Pa.

PHARMACOGNOSY in both the modern acceptation and application of the term is a comparatively new department of science, although the history of the use of vegetable drugs is as old as that of medicine itself. While we have been accustomed to look upon pharmacognosy as a division of botany, it has so expanded within the past twenty-five years as properly to be regarded as a distinct branch of science. As in bacteriology the problems in the study of bacteria are different from those of the botanist, so in pharmacognosy the problems differ from those in pure botany, being on the one hand similar to those which are considered by the modern agriculturist. In other words, pharmacognosy involves not only a study of botany, including morphology and anatomy, but also studies in chemistry, including both plant chemistry (phyto-chemistry) and drug chemistry (pharmaco-chemistry). That is, the pharmacognosist is not merely concerned with the dried drug as he sees it, but also with those conditions which influence the development of the constituents of the plant, or which modify these constituents in the drug and on which medicinal activity depends. Indeed, the subject is a very broad one and a very complicated one when viewed from all sides, and it is a long way from the living plant from which the drug is derived to the laboratory of the pharmacist who makes the preparation. There are problems at every point in the oft-times circuitous route which the drug travels before reaching its final destination in the finished preparation. In addition to the field problems as those involving the determination of the identity of the plants and variation in the constituents at different seasons of the year, there are also other factors of which cognizance must be taken that influence the quality and appearance of vegetable drugs, as the amount of skill used in the drying and curing of the drugs; the proportion of other plant parts, as of stems attached to roots; the manner and length of time of keeping, and attacks of fungi and insects, etc. We may say, therefore, that pharmacognosy begins with the study of the plants yielding vegetable drugs and ends with the determination not alone of their identity but of their quality also. When one considers that about 70 per cent of the articles included in the Pharmacopœia are vegetable drugs, their constituents, or their preparations, it is seen that the users of the Pharmacopœia must have a knowledge of pharmacognosy, and that the physician is directly dependent upon the work of the pharmacognosist for the therapeutic efficiency of many of the most important medicines which he prescribes. It matters not how perfect the methods for making preparations are, if the materials used in their preparation are spurious, worthless, or vary in quality to a considerable extent. There is no doubt that many useful drugs and their preparations have become and are becoming obsolete for the reason that other drugs which are inert or have different properties have been or are being substituted for them. Such a condition not only baffles the efforts of the therapeutist but also tends to deprive him of remedies which heretofore were considered to have certain valuable properties. But some will say that the drugs are becoming scarce. This is true in some instances, but instead of simplifying the question, renders it more complicated in that the necessity arises for detecting the spurious substitutes that are frequently admixed with the genuine drug or even entirely replace it.

Prof. HENRY KRAEMER, of Philadelphia.

The United States Pharmacopoeia.

While it is not possible to consider all the various phases of pharmacognosy in the Pharmacopœia, it is desirable to give definitions and descriptions of the official vegetable drugs which are adequate for the establishment of their identity and efficiency. In other words, it is the results of the studies in applied pharmacognosy which should be included in the Pharmacopœia, leaving the problems and studies in pure pharmacognosy for the text-books and reference books.

That part of the U.S. Pharmacopœia VIII devoted to pharmacognosy is not only not abreast with the other departments of this work, but, furthermore, when this part is compared with that in the foreign pharmacopœias it is found to be lacking in important particulars. This would lead to the conclusion that we in this country not only do not recognize the importance of the subject but that we are more or less indifferent to the nature of the drugs which we employ. That this condition, or worse, still prevails, is shown by the expressed desire to eliminate standards for crude drugs. It has been proposed to permit all grades of crude drugs to be admitted to this country and to be sold and used in the making of galenicals, the only provision suggested being that the finished preparations shall be standardized. Apart from the many objections that can be raised against such a procedure, as for example, the inadequacy of the assay processes themselves to confirm the identity of the drug on the one hand or its full medicinal value on the other, there are other practical difficulties in the way. To illustrate, Dr. J. M. Francis states in commenting on the results of his assay of many thousands of pounds of belladonna root of the market, that "While theoretically an increased quantity of poor drug will make a good fluidextract, if the latter be standardized by assay, there are, however, practical objections to using an excessive quantity of drug, as the fluid will be highly charged with extractive matter and will not keep well."

On the face of it, it is not reasonable to suppose or believe that a good fluidextract or tincture can be made from a poor drug any more than to suppose that good malt can be prepared from a poor quality of barley grains, or a good extract of beef from a poor quality of meat. It is true that a certain amount of alkaloid may be extracted in some instances from a mouldy, wormy or otherwise inferior drug, but no one would contend that in the majority of cases the medicinal properties of a tincture, fluidextract or infusion is wholly dependent upon the percentage of one such principle alone or that the preparations would be as good in other respects as those made from drugs of good quality. If, however, this be contended, then the better procedure would be to use the alkaloids and other isolated principles themselves. Discussing this question in a recent paper Tschirch[1] writes: "For when the isolated substances are tested pharmacologically, it becomes evident that their action does not correspond with that of the drug itself—for the latter scarcely ever contains a single active constituent, but frequently a remarkable mixture of substances that are often antagonistic to their effects. I will refer only to rhubarb, which, in addition to laxative anthraglucosides, contains astringent tannoglucosides, and owes its therapeutical use to the

*Read at the regular meeting of the City of Washington Branch of the American Pharmaceutical Association held on January 5, 1910.

[1] *Pharm. Jour.* (London), 83, 420, October, 1909; PHARM. ERA, pp. 649, 677, December, 1909.

significance as regards [illegible] antagonistic groups of substances. Although [illegible] from the views of Gmelin [illegible] they are in reality far from [illegible] but are extraordinarily complex substances."

Again, Turner, in a recent paper,[2] has called attention to [illegible] on which medicinal activity depends and to a tendency to abandon the idea that the principles separated by assay truly represent the value of the drug. He says: "Boulanger-[illegible] *Pharm.*, No. 1, 1908, pays particular attention to this question and comes to the following [illegible]

"The endeavor to isolate the 'alkaloid' to which scientific pharmacy paid such vivid attention for nearly one hundred years begins to lose its practical significance. The chemistry of colloids partly takes its place and the chemist and pharmacologist pay more and more attention to certain complex ingredients of drugs, or, as they are usually called, 'extractives' of drugs.

"A diligent and successful investigation of certain drugs showed conclusively that the active principles isolated from them in the course of one hundred years and studied both chemically and pharmacologically did not satisfy the requirements which the physician had right to put to them. Cinchona, digitalis, ergot, rhubarb, buckthorn, cascara sagrada, kola, opium, and nux vomica are the best examples illustrating what was said before.

"Many prominent pharmaceutic chemists and, lately, especially Kunz-Krause, recognized this in proper time and showed that in many cases the production of chemically pure active principles of drugs can no longer be the ultimate purpose of pharmacy. It is more proper to expect that in the future pharmaceutical science will direct its work toward production of chemically unchanged colloidal drug preparations which will have the *total* action of the respective drug."

At any rate, we have not advanced to that point where we know or can isolate the active constituents in all cases, or where we are willing to say that in those cases where certain active constituents have been isolated that they represent the full medicinal value of the drug and could replace the preparations. Hence it cannot be gainsaid that there is an urgent demand for accurate and adequate, if not full, pharmacognostic descriptions in the Pharmacopœia. With the introduction of standards for crude drugs which not only fix the percentage of certain active constituents, but which assure their quality in other ways, preparations can be made by the pharmacist on which the physician can rely for their therapeutic efficiency.

It is not too much to claim that with every drug it is possible to indicate by adequate descriptions and if necessary by other tests than assays a standard quality which will insure uniformity, stability, and efficiency of the preparations into which the drug enters. If there is any class of articles included in the Pharmacopœia which require a purity rubric it is the vegetable drugs, as they vary in medicinal activity from practically zero up to 99 per cent, the official drugs being in some instances entirely substituted by other drugs, or they are of varying degree of quality because of their age, or the conditions under which they have been kept, or because of the presence of a large excess of other parts of the plant than that designated as the drug, or also because of foreign impurities. It would seem to be unnecessary to refer to this subject, as the principle is one so self-evident and funda-[illegible] preparations are specified and will be used by physicians who [illegible]

Foreign Pharmacopœias.

[illegible] and [illegible] the [illegible] will insure the quality and genuineness of the articles both [illegible]

[2] *Amer. Jour. Pharm.*, [illegible] 1910.

under vegetable drugs and medicinal chemicals. One does not go very far in the examination of these books without getting the idea that the pharmacist is expected to have the necessary books of reference, the apparatus and the training which will enable him to use the Pharmacopœia in determining the character of the products therein given. While some of these pharmacopœias do not include tests requiring special expensive pieces of apparatus as is required in our own Pharmacopœia, as in the tests involving the use of the polariscope, they all require the use of the microscope. In other words, the foreign pharmacopœias are more balanced in their treatment of the various subjects, and we would not be likely to hear the comment on a foreign pharmacopœia, as we might regarding our own standard, that it is a "chemist's book."

The treatment of vegetable drugs in the foreign pharmacopœias may be quite complete, as in the Netherlands Pharmacopœia, where a page or more is frequently given to each drug. Or it may be what would be termed adequate, the intention being that the user shall be familiar with the structure of the typical drug either from the study of the drug itself or the books of reference, as in the Swiss Pharmacopœia, the French Codex, the Pharmacopœia of Japan and others. Besides, in a number of foreign pharmacopœias various constants are given, including percentage of ash, percentage of extractive, as also various special tests, some of these being microchemical. Generally speaking, the treatment of the microscopic structure is an essential feature of the descriptions, and may be of the crude drug alone, or more especially of the powdered or ground drug, or of both. In some of these pharmacopœias powdered drugs are not recognized, or only occasionally referred to, probably from a recognition of the difficulty of identifying and determining the percentage of impurity or admixture, and also perhaps in view of the fact that very many drugs deteriorate or lose certain desirable properties when in the comminuted condition. As one goes through these pharmacopœias he is impressed by the fact that there are standards for vegetable drugs as there are for medicinal chemicals and the adequate descriptions and special tests correspond to the identity tests given for chemicals, and the revisers have availed themselves of the scientific progress that has been made in all lines touching their own work.

Pharmacognosy and Commercial Drugs.

It appears to me to be unfortunate that the Committee on Drug Market of the A.Ph.A., representing as it does an association composed of the leaders in education and the scientific workers in pharmacy in this country, should have presented at the last annual meeting a report which tends to throw discredit upon practical or applied pharmacognosy in this country. This is the more to be deplored because of the fact that the Committee on Drug Market of the National Wholesale Druggists' Association incorporated the findings of the A.Ph.A. committee in its report presented at the Richmond meeting and also because the report has been commented upon and considered to represent an actual condition. The N.W.D.A. committee cannot, of course, be blamed for accepting the findings of a committee of our leading scientific association. While I do not know who the experts were to whom specimens were submitted by the A.Ph.A. committee, I may say that I have in mind a recent graduate of a college of pharmacy who was able to take a drug like the one reported on by the A.Ph.A. committee and quantitatively separate the component drugs of the mixture. I do not mean to imply that this is a piece of off-hand work, but that it requires a certain amount of knowledge, training and some patience, but on the other hand I do not want to state that any one claiming to be trained in applied pharmacognosy should be able readily to make a [illegible] of the [illegible] as is referred to in the report of the committee of the A.Ph.A., and furthermore, that the condition of the drug market creates the necessity for work of this kind. As a matter of fact, questions of this kind arise daily in the drug market, and it behooves us to frame the Pharmacopœia in such a manner as to make it a valuable aid and guide in this practical and all-important work, and warrants us in looking to the colleges of pharmacy to train their students in such a manner as to enable them to be useful in this particular field.

Such a report as that of the A.Ph.A. committee tends to hinder progress in that it leads importers and dealers to think that there is no way out of their difficulties, and what is still [illegible]

be detected. Again, such reports tend to minimize the importance of the question in the eyes of dealers, and finally to cause delays in the progress of the sciences of both pharmacy and medicine.

However, we have a responsibility in these matters which we cannot evade, and the dealers in drugs look to us to study the conditions and the materials, and to furnish descriptions and tests for determining identity and establishing standards of quality which will be of practical assistance and upon which they can rely with as much certainty as their tests and standards for chemicals. There appears to me to be no reason why the whole subject of the purchase and sale of vegetable drugs should not at least be on as satisfactory a basis as that of spices and food products. I have sufficient faith to believe that when the standards and tests for vegetable drugs are developed as they should be, or adopted even as we know them today, there will be no more quibbling about the difficulties of obtaining vegetable drugs of satisfactory quality than there is about medicinal chemicals at the present time, and that the dealers will be glad for the adoption of such standards. With the establishment of fair standards it will be possible for importers and wholesaler dealers to insist that the garbling of drugs and the removal of extraneous matter should be carried on by the collectors and distributers before they enter commerce. Such a procedure would be wholly in accordance with the modern way of handling problems of this kind. Why shall 40,000 druggists be worried about gross adulterations and admixtures when these can for the most part be detected at the point where the drugs enter commerce and where such pressure can be brought to bear upon the collectors abroad as well as in this country, as will cause them to remedy deficiencies in their knowledge of the drugs or plants from which they are derived, and prevent continued carelessness in their collection? I am satisfied that the lack of uniformity in the preparations of vegetable drugs at the present time, as shown both by chemical and pharmacological assays, is due to various factors not connected with the plant growth, rather than to inherent variations in the drugs themselves, which usually only vary within certain narrow limits.

U.S. Pharmacopoeia IX.

It has been pointed out that in the commerce of drugs practical problems are continually arising, and hence the Pharmacopœia should contain such information as will help in the solution of these problems. That part of the U.S. Pharmacopœia devoted to pharmacognosy has not had a thorough revision since at least 1890, and with the progress that has been made in applied pharmacognosy in that time, the necessity arises for a vast amount of work in bringing this part up to date and in making it a guide and standard for practical purposes.

In a previous paper[1] I pointed out some of the difficulties connected with revision work, particularly in this department. Soon after the sub-committee on pharmacognosy of the last revision began its work it became evident that it was not a question of developing the special work in hand or improving the Pharmacopœia as it was of conducting a campaign of education showing the necessity for, and importance of, the work. While it remains to be seen what has been accomplished by this campaign of education, there can be no question as to what is required in the inspection and selection of drugs.

In order that the U.S. Pharmacopœia IX may not only be abreast of the times, but also be a valuable guide and handbook, and at the same time a credit to the revisers as well as a source of pride to the physicians and pharmacists of this country, it is important in the first place that the Pharmacopœial Convention abstain from passing any resolutions which would tend to bind the hands of the sub-committee on pharmacognosy and prevent them from doing their best work. Tentative recommendations might be made by the convention and referred to the sub-committee for their consideration and final decision, and these should be welcomed.

This leads me to say that the work of a sub-committee may not only be handicapped by binding resolutions adopted by the convention but also by the giving of instructions by the Committee of Revision as a whole, which tend to hinder the work. Here it may be pointed out that the Committee of Revision does not appear to me to be so constituted as to be any more capable of making binding recommendations on special subjects than the convention itself. Therefore it is to be hoped that in the work of the next revision the sub-committees will be free to carry on the work to the best of their knowledge, experience and ability, and for which they will be held responsible. In my previous paper already referred to I have discussed this matter at some length, and it will not be necessary to go into it further at this time. But after all, as I have elsewhere[2] stated, "it is not so much a matter of method as it is of selecting men to carry on the work of revision who comprehend the scope and intent of a pharmacopœia," for even with the most perfect system there is yet a possibility that the best will not be attained.

In view of the large amount of work which the sub-committee on pharmacognosy will have to do in the next revision this committee should be increased and empowered to employ assistance for carrying on certain detail work. Of the subjects to which special consideration should be given, the following may be mentioned: The definition both in relation to commercial varieties and botanic species, with the object of making them more exact and at the same time the more easily understood; the microscopic structure of the drugs, with the view of aiding identification; special tests and standards for assisting in the determination of quality, and finally the question of the inclusion of powdered drugs with adequate descriptions, and tests. In order to carry on this work in a thorough manner it is desirable that the sub-committee on pharmacognosy be closely allied with the Bureau of Plant Industry and the Botanical Society of America. Again, it is desirable that this committee be in close touch with the large crude drug dealers and importers, for they could undoubtedly supply much information that cannot be gotten in any other way and would be in a position to procure material for the use of the committee. Furthermore the sub-committee on assays should cooperate very closely with the sub-committee on pharmacognosy, and the latter should not only furnish the drugs to be assayed but provide where possible microscopical or other suitable tests for the identification of the proximate principles obtained in the assays.

But already I hear objections to the development of this work along modern lines. The first is that if there is an increase in the number of vegetable drugs or an extension of the space devoted to their consideration, the Pharmacopœia will be less popular with physicians. To this I merely wish to reply that I have reason to believe that the work will be more popular with physicians in that they will be assured of greater uniformity and efficiency in the official preparations.

The other objection that will be brought forward is that the pharmacist will not be able to apply the information given. While this may be true to a certain extent, it is not an objection which should be allowed to hinder progress, and is one which is met in part abroad by the colleges of pharmacy providing special courses of instruction for pharmacists following each revision of the pharmacopœia. But if the colleges do their part it is only a question of time, when this objection can be eliminated entirely.

Conclusions.

In this paper I have attempted to show that pharmacognosy is a science of fundamental importance to the pharmacist, and that the results of the studies in pharmacognosy are of the greatest value to the physician in assuring him uniform and efficient medicines.

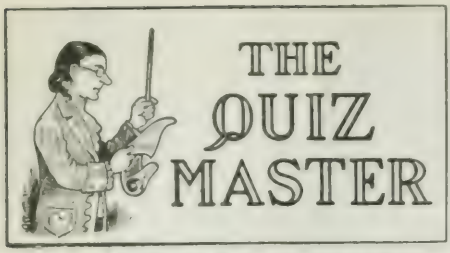
I have called attention to the fact that the foreign pharmacopœias give more uniform consideration to the various subjects and are as strong in their treatment of pharmacognosy as in that of chemistry and pharmacy.

It was pointed out that the pharmacognosy of the U.S. Pharmacopœia has not been thoroughly revised for a decade or more, and that the existing needs demand that it shall be completely modernized. Some of the features that should be considered have been enumerated. The work before the next sub-committee on pharmacognosy will be an extensive one, and a wide co-operation is desirable.

Finally, it may be again pointed out that the colleges and schools of pharmacy have a certain share and responsibility in this work, therefore their courses should in part be based upon the Pharmacopœia and should be such as to forestall the assertion that pharmacists will not be able to use the Pharmacopœia when improved to the extent that existing condition demand and by virtue of which it should alone exist.

[1] *Am. Jour. Pharm.*, 80, p. 81, February, 1908.

[2] *Am. Dr.*, 55, p. 378, 1909.



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QUESTIONS, JULY SERIES, 1910.

1—Lead acetate is used in preparing what U.S.P. preparations?

2—What effect does exposure to light and air have upon resorcin?

3—How may resorcin be protected from the action of light and air?

4—Which of the following are lighter and which are heavier than water: acetic acid, oil of cloves, paraffin and thymol?

5—What free acid is found in lemon juice?

6—How is asafetida obtained from the root of Ferula foetida?

7—Which thermometer is given preference by the Pharmacopœia?

8—What official liquid is obtained as a by-product in the manufacture of soap?

9—What official preparation is known as "normal mixture?" What are the ingredients used in making it?

10—What is meant by the process "destruction of the peridermic" as employed in the pharmacopœial description of all seeds?

11—What N.F. solutions contain hydrochloric acid?

12—What is the appearance of balsam of peru?

13—What effect does basic lead acetate test solution have upon sugar?

14—What is the official Latin name for saw palmetto, and what is the botanical name of the plant from which it is obtained?

15—When a "stock bottle" is opened upon a prescription why is it preferable to put it among the regular label material of bottles?

16—What is meant by "botanical accidents" as used in works on botany?

17—What are the U.S.P. preparations which contain both salts of ammonia and of strychnine?

18—What U.S.P. liniment is of such consistency that it is best dispensed in an ointment jar?

19—How would you determine if a drug containing an alkaloid had been completely exhausted by a menstruum?

20—What U.S.P. drug contains physostigmine? What is another name for physostigmine?

21—What is "os sepiæ" and from what is it obtained?

22—What is the objection to using "os sepiæ" in tooth powders?

23—For what purposes is "os sepiæ" most commonly used, as bought by people in a drug store?

24—As applied to a class of official preparations, what are waters?

25—What are three substances, other than acacia, which are frequently employed in making label pastes?

26—What are some of the reasons for coating pills?

27—What is the difference between oil of camphor and camphorated oil?

28—Why should broken packages of seidlitz powders be kept in tightly closed containers?

29—A druggist wishes to prepare five pounds (avoir.) of ointment of potassium iodide; if the wholesale price of potassium iodide is $2.15 a pound (avoir.); of potassium carbonate, 50c. a pound (avoir.), and of benzoinated lard, 30c. a pound (avoir.), what quantity of each of these ingredients will be required, and at the prices quoted what will be the cost respectively of these quantities?

30—In preparing chalk mixture, why is the cinnamon water diluted with water?

31—What is the difference in the action of cocaine upon the unbroken skin and upon mucous membranes or the subcutaneous tissue?

32—What are four common names for sanguinaria?

33—For which of the official pills does the Pharmacopœia state the dose to be two pills?

34—When urine undergoes decomposition, why does it develop an ammoniacal odor?

35—Why are spatulas having balanced handles to be preferred?

36—What is meant by saying that a drug has a cumulative effect?

37—What are four U.S.P. drugs which are likely to produce a cumulative effect?

38—What is briefly the method for preparing medicated gauze?

39—Which of the following are fixed and which are volatile oils: lard oil, oil of anise, oil of cloves, cottonseed oil, cod liver oil, oil of turpentine, oil of theobroma and oil of thyme?

40—What occurs when citric acid is added to a strong solution of Rochelle salt?

41—In the manufacture of what official preparations do the following reactions occur: $HgCl_2 + 2NH_4OH = NH_4Cl + NH_2HgCl + 2H_2O$; $As_2O_3 + 3H_2O = 2H_3AsO_3$?

42—Therapeutically, what are aromatics?

43—What action does solution of hydrogen dioxide have upon phenol?

44—What are eight official solids which are soluble in glycerin?

45—What change will slowly occur in an aqueous solution of chloral hydrate?

46—How would you prepare suppositories containing extract of belladonna leaves as the medicinal ingredient, and oil of theobroma as the suppository base?

47—What is the action upon tincture of ferric chloride of ammonia water; of potassium ferrocyanide test solution; of silver nitrate test solution?

48—What are the solubilities in water and alcohol respectively (at 25° C.) of the following: (a) Benzoic acid; (b) sodium citrate?

49—What test does the Pharmacopœia give for distinguishing citric acid from tartaric acid?

50—How many doses can be obtained from the following prescription, and how much of each of the first three substances will be given in each dose?

R—Tinc. Digitalis	ʒi
Spt. Aetheris nitrosi	ʒiii
Liq. Ammon. acetatis	ʒss
Aquæ q. s. ad	ʒvi

M. Sig. One sixth every 3 hours to re-establish the renal secretion.

Competitors, Please Notice.

The above list of questions is the complete series for July, and all who desire to compete for the prizes should see that

their answers are received by the Quiz Master not later than August 15. Do not send your answers in parts, but mail them all at one time, and be sure to follow the instructions given at the head of this department.

The judges of the May contest of the Quiz Master's Department have awarded the prizes as follows:

First prize, $5, to C. M. Morse, Lawrence, Mass.

Second prize, $3, to Fred Reif, Pittsburg, Pa.

Third prize, $2, to Howard E. Genslev, Harrisburg, Pa.

Contestants wishing to know the grades which they have made in the May contest may obtain this information on request by sending two cents for postage to the Quiz Master.

THE QUIZ MASTER.

Questions and Answers, May Series, 1910.

1—For what are moth balls chiefly used?

Moth balls (naphthalene balls) are chiefly used to prevent the destruction of woolen goods, furs and feathers by moths.

2—What is a microscope?

A microscope is an optical instrument, consisting of a lens or a combination of lenses, used for making an enlarged image of an object not discernible by the naked eye.

3—In the botanical name Papaver somniferum, which is the generic and which the specific name?

Papaver is the generic name, and somniferum is the specific name.

4—What are bacteria?

Bacteria are extremely minute organisms without chlorophyl, consisting of single, spherical, rod-shaped or cork-screw like cells or aggregates of such cells, and occur as saprophytes, or refuse eaters and parasites. This is the definition generally given by most authorities, although some scientists use the word in a more restricted sense.

5—Why must heat be used with caution in the expression of castor oil from the seeds?

If the oil is subjected to high heat, it may acquire an acrid peppery taste and a brownish hue.

6—From what substance is magnesium sulphate chiefly obtained?

Magnesium sulphate is obtained in large quantities from the native carbonate in the mineral magnesite, from the double carbonate of magnesium and calcium known as dolomite and from silicious magnesium hydroxide.

7—What is (a) emery; (b) butter of antimony; (c) galena; (d) king's yellow?

(a) Aluminum oxide in a crystallized state, more or less colored by traces of other substances; (b) antimony terchloride ($SbCl_3$); (c) native lead sulphide (PbS); (d) trisulphide of arsenic (As_2S_3), also known as yellow arsenic sulphide or orpiment.

8—How many 15 minim doses are contained in 60 cc. of tincture of digitalis? Show work.

64.924+ doses. One minim equals 0.06161 cc. and in 60 cc. there are 973.867+ minims (60 ÷ 0.06161 = 973.867+), which is equivalent to 64.924+ doses (973.867 ÷ 15 = 64.924+).

9—What incompatibility exists between many fluidextracts and carbonates?

Many fluidextracts contain acids which react with carbonates and liberate carbon dioxide.

10—How do you account for the deep red color of Basham's mixture, since none of the ingredients used in preparing it has this color?

In preparing Basham's mixture ferric chloride reacts with ammonium acetate and forms ferric acetate which imparts a deep red color to the finished product.

11—What iodides are insoluble or almost insoluble in water?

As a rule the iodides of the heavy metals such as lead, silver and mercury are insoluble in water. Sulphur, bismuth and stannous iodides are almost insoluble, and thymol iodide is insoluble.

12—What is meant by the term "breaking with a conchoidal fracture"?

A drug is said to break with a conchoidal fracture when the surfaces exposed are smooth and shining like the resinous fracture, and are peculiarly curved, one surface being concave like the inside of a clam-shell, while the other is correspondingly convex.

13—In what four pharmaceutical definitions is the term "conchoidal" employed to describe the character of the fracture of a drug?

In the pharmacopœial definitions for aloes, extract of glycyrrhiza, gamboge and rosin.

14—How may benzoic acid be obtained from benzoin?

If benzoin is carefully heated, benzoic acid will be volatilized and may be collected as a sublimate.

15—How would you define ductility of metals?

Ductility is the property in virtue of which some solids may be drawn into a wire or thin sheets.

16—What are four ductile metals?

Gold, silver, platinum and copper.

17—How would you lessen bumping in a liquid?

Bumping in a liquid can usually be lessened by adding some insoluble solid substance such as broken glass, pieces of pumice stone or clay pipe. Another very satisfactory method is to pass continuously a small current of steam or air through the liquid while it is boiling.

18—What the the English equivalents for the following Latin contractions: (a) Adst. febre.; (b) div.; (c) hor. somn; (d) sum.?

(a) When the fever is on; (b) divide; (c) at bedtime; (d) take.

19—What is the difference in the appearance of the upper and under surfaces of cypripedium?

Upon the upper surface of cypripedium are many scars which are circular and depressed, while on the lower surface are numerous wiry roots and a few root scars.

20—How would you prepare pills in which mercury is the only medicinal ingredient, and the choice of excipient is left to the judgment of the pharmacist?

First finely divide the mercury by emulsifying it with some viscid substance such as, a mixture of honey or rose and glycerin, and then form a pill mass by incorporating an inert powder such as a mixture of althea and glycyrrhiza.

21—At what temperature does wool-fat melt, and what occurs if it is heated much above this temperature?

Wool-fat melts at about 40° C. (104° F.). If heated above this temperature it will vaporize, and the vapor so evolved will ignite, burning with a luminous sooty flame.

22—What are the ingredients in syrup of rhubarb?

Fluidextract of rhubarb, spirit of cinnamon, potassium carbonate, water and syrup.

23—What U.S.P. salts of zinc are very deliquescent?

Zinc bromide, zinc chloride and zinc iodide.

24—If 900 gms. of sugar are dissolved in 450 cc. of water, what will be approximately the volume (expressed in cubic centimeters) of the finished solution?

1050 cc. In fluid measure the volume of sugar in solution is approximately two-thirds of its weight. Therefore 900 gms. of sugar when dissolved would represent about 600 cc. (⅔ of 900 = 600), and the volume of the finished solution would be approximately 1050 cc. (450 + 600 = 1050).

25—What is the difference between precipitated manganese dioxide, black oxide of manganese, and binoxide of manganese?

Another Illinois Prize Winner.

T. L. CANTRALL.

Illinois has furnished several first prize winners in the contests of the Quiz Master, and a recent addition to the list is T. L. Cantrall, who was awarded first prize in the April contest. Mr. Cantrall was born at Illiopolis, Ill. When he was about thirteen years of age, the family moved to Athens, Ill., where he received his preliminary education, graduating from the Athens High School in 1903. Mr. Cantrall continued his education at Eureka College, Barnes University School of Pharmacy and Valparaiso University, and from the last named institution received his degree in pharmacy in May, 1909. He is registered in both Indiana and Illinois and at present is the proprietor of a drug store at Athens, Ill., which he purchased last August.

There are no tablets for the official precipitated manganese dioxide.

26—What is meant by making an ointment by fusion?

An ointment is made by fusion when the fatty substances are first melted, then the other ingredients added, and the mixture stirred until congealed.

27—Should white petrolatum which is perfumed, be dispensed for the official white petrolatum?

No, perfumed white petrolatum should not be dispensed for the official white petrolatum as the latter preparation is not perfumed.

28—What are hypodermic tablets?

Hypodermic tablets are tablet triturates or compressed tablets containing active medicinal agents combined with some soluble and inert diluent such as sugar of milk or cane sugar, and are used for preparing solutions which are administered by subcutaneous injection.

29—Why should castile soap not be dispensed, which have assumed a dark color?

The dark color indicates that the iodides have undergone decomposition with the formation of free iodine.

30—What are three substances obtained from animals, which are used as cathartics?

Musk, civet and castor.

31—What is the limit of heat which can be attained upon a sand bath?

A high degree of heat may be attained upon a sand bath, and is only limited by the heat producing power of the fuel used, the burner employed and the fusibility of the sand.

32—How can chenopodium be distinguished from santonica by rubbing the drugs respectively between the thumb and forefinger?

A little chaff rubs off of chenopodium when this drug is rubbed between the thumb and forefinger, and a small black seed remains; santonica similarly treated crumbles into dry scales.

33—When dispensed in capsules why should a mixture of quinine sulphate and sodium salicylate be placed in the capsules in a dry powder and not in the form of a moist mass?

If moisture is present, a chemical reaction will occur between the quinine sulphate and the sodium salicylate forming sodium sulphate and a bulky gelatinous mass of quinine salicylate.

34—What seed for sale in most drug stores, can be used to prepare an agent which is adapted for coloring many alcoholic liquids green?

A very good green coloring agent can be obtained by making an alcoholic tincture of hemp seed.

35—What are the functions of the skin?

The skin is an external investment of the body, protecting the deeper tissues; it is a sensitive organ in the exercise of the sense of touch; it is an important excretory and absorbing organ, and it aids in regulating the temperature of the body.

36—How much [illegible] mercury in blue ointment? What is the percentage?

Sixty-seven grams of mercurial ointment, containing 50 [illegible] of blue ointment, and therefore there are 33.5 gms. (33.5 per cent.) [illegible] in 100 gms. of blue ointment.

37—What is nutgall?

Nutgall is an excrescence produced on Quercus infectoria [illegible]

38—What [illegible] preparing [illegible] and tannic acid?

39—What occurs when silver nitrate is added to a solution of [illegible]?

[illegible]

41—What is meant by [illegible]?

Sugar of [illegible] is not so sweet as cane sugar, and is less liable to ferment in the stomach and bowels.

42—What is meant by a plant bud?

Branches of the stem develop, like leaves and flowers, from buds. According to the organs which result from the development of a bud, the bud is designated as a stem-bud, a leaf-bud or a flower-bud.

43—What change has frequently been noticed to occur in elixir of terpin hydrate which has been made according to the formula given in the National Formulary?

When exposed to a low temperature, terpin hydrate sometimes crystallizes out of the elixir.

44—Powdered opium is used in making what U.S.P. preparations?

Extract of opium, deodorized opium, pills of opium, powder of ipecac and opium, camphorated tincture of opium and troches of glycyrrhiza and opium.

45—What is an easy test for detecting chalk as an adulterant of saffron?

The saffron is washed with water, and any insoluble powder which may separate from the washings is treated with hydrochloric acid; if chalk is present effervescence will occur.

46—What are some other ways, than that just given, in which water can be used to test the purity of saffron?

If the water immediately acquires an orange-yellow tint, when a sample of saffron is shaken with this liquid, it is a strong indication that the drug is adulterated, as pure saffron similarly treated will slowly impart a lemon-yellow tint to the water, and the drug will retain its red color for several hours. Flowers of other plants may be detected by scattering the suspected saffron upon the surface of warm water, when the stigmas of the saffron and the flowers of any other plants present will assume their natural forms. Soluble mineral adulterants may be ascertained by applying chemical tests to the aqueous infusion of the drug.

47—What are four unofficial condiments, not liquids or compound mixtures, which are kept for sale in most drug stores?

Celery fruit, curcuma, dill seed and mace.

48—What is desiccation?

Desiccation is the process of removing water from a solid substance by the application of a moderate heat.

49—What is the appearance of syrup of hydriodic acid?

Syrup of hydriodic acid is a colorless, or not more than pale straw-colored liquid.

50—What simple chemical test will distinguish ammonium iodide from potassium iodide?

When gently heated with potassium hydroxide test solution, an aqueous solution of ammonium iodide evolves ammonia which can easily be detected when inhaled. No ammonia is produced when potassium iodide is similarly treated.

ERA COURSE IN PHARMACY.

Graduates, to June 18, 1910. *Examination Grade, P. C.*

6492	Albert A. Hedin, San Jose, Cal.	98
6258	Jesse Boyd, Denver, Col.	96
6490	Lydia R. Walker, M.D., Greeneville, Tenn.	98
6488	Chas. K. Schumann, Hagerstown, Md.	97
6155	Frank Carlyle Bellamy, [illegible]	96
6241	Sister M. Benedicta, St. Louis, Mo.	98
6242	Sister M. [illegible], St. Louis, Mo.	98
6243	Sister M. [illegible], St. Louis, Mo.	98
6250	A. J. Rice, Aurora, Ind.	98
6301	Clide L. Eddy, Bingham City, Utah	98
6432	John Pamplin, Hartford, Ohio	98
6443	D. J. [illegible], San Francisco, Cal.	98
6446	Ray [illegible], Mountain Iowa	90
6467	J. R. Hensley, Dyer, Tenn.	95
6483	Maud L. Randall, Ogden, Kan.	95
6491	Hugh Vaughan, [illegible], Va.	90

The above graduates will receive diplomas within a short [illegible]. A large and very handsome parchment diploma printed on artificial parchment, with the graduate's name engrossed, [illegible] will be forwarded to all those [illegible] 85. Every one passing the examination [illegible] Era Examination Fee.

The Era Course in Pharmacy is a home study in pharmacy [illegible] from reputable [illegible] and examinations [illegible] $10. Send to the [illegible] Era Pharmaceutical Era, [illegible]

The Three Nominees for the 1911 Presidency of the American Pharmaceutical Assc.

JOHN G. GODDING,
Boston, Mass.

FABIUS C. GODBOLD,
New Orleans, La.

T. ASHBY MILLER,
Richmond, Va.

BOARD EXAMINATIONS

Kentucky.

LOUISVILLE, June 20.—The Kentucky State Board of Pharmacy has issued a circular explaining the new Pharmacy Law. It provides for the registration of assistant pharmacists as well as those with full qualifications. To secure a full certificate, four years of practical experience in a drug store are now required, instead of three, as formerly. Three years' experience with the addition of a course in a school of pharmacy, will be accepted. There will be a fee of $10 for registering pharmacists, and an annual fee of $2 for reregistration, while assistants will be charged $5 for registration and will pay $1 additional annually for reregistration. Failure to register for five consecutive years will cause a name to be stricken off the books, necessitating examination before a new registration will be made

At the April meeting of the board the following passed out of a class of 90 applicants: C. F. Barkhurst, Cincinnati; Albert Borders, Monticello, Ky.; H. C. Buchert, Portsmouth, Ohio; C. R. Burnett, Louisville; D. C. Dunnigan, Winchester, Ky.; G. W. Peck, Cincinnati; V. M. Gegring, Cleveland; E. G. Harris, Cloverport, Ky.; M. W. Hatcher, Louisville; L. Q. Lee, Louisville; A. P. Markendorf, Louisville; R. H. Meinhart, Ashland, Ky.; C. E. Naughton, Louisville; Hunt Priest, Mount Sterling, Ky.; H. D. Richardson, Louisville; C. A. Robertson, Paducah; E. S. Rouse, St. Louisville, Ohio; F. J. Schweitzer, Jr., Louisville; L. H. Sears, Cincinnati; P. M. Smith, Versailles, Ky.; J. N. Smither, Lexington, Ky.; W. Stout, Bethel, Ohio; W. O. Vottler, Louisville; F. M. Warns, Louisville.

This is the last examination under the old law. The next meeting will be held at Dawson Springs, July 12-13, when the examination of applicants for "assistant pharmacist" will take place for the first time under the new law, and a general oral examination will be introduced as a feature of the examination for "registered pharmacist."

Applications should be filed with the secretary of the board, J. W. Gayle, Frankfort, Ky., at least ten days before the meeting.

Oklahoma.

STROUD, June 20.—At the April quarterly meeting of the Oklahoma State Board of Pharmacy, held in Oklahoma City, the following were successful in passing the examination for registered pharmacists: J. B. Bright, Shoalton, Okla.; J. R. Cassell, Fort Worth, Texas; C. D. Carll, Clinton, Okla.; R. C. Cates, Norman, Okla.; H. N. Cheatham, Fort Worth, Texas; W. W. Evans, Oklahoma City, Okla.; W. H. Foster, Oklahoma City; W. B. Hendricks, Cherokee, Okla.; William Kyle, Haskell, Okla.; F. L. Meadows, Oklahoma City; W. J. McCormick, Coweta, Okla.; H. C. McKinney, Norman, Okla.; R. V. Penwell, Bonham, Texas; J. A. Stone, Sapulpa, Okla.; J. R. Thompason, El Reno, Okla.; H. A. Vollmar, Thomas, Okla.; J. T. Wilkinson, Lenapah, Okla.

The following met the requirements of the board and were granted certificates as registered pharmacists on diplomas from schools of pharmacy recognized by the board: H. I. Allis, Tecumseh, Okla.; Henry Ammann, Pittsburg, Pa.; R. L. Bouton, New Albany, Miss.; R. E. Boykin, Oklahoma City; B. B. Campbell, Fostoria, Ohio; C. J. Crowl, Shamokin, Pa.; F. B. Charles, Lindsey, Okla.; W. E. Foertmeyer, Cincinnati; W. D. Hartman, Pittsburg; B. F. Herman, Wesson, Miss.; E. D. Klapp, Tecumseh, Okla.; Wm. K. McMullen, Petrolia, Kan.; George Marion Mills, Atlanta, Ga.; Lewis Glenn Roberts, Edwards, Miss.; Hugh J. Thompson, Helena, Ark.; L. M. Williams, McAlester, Okla.; B. O. Windsor, Muskogee, Okla.

The following were granted registration on reciprocal exchange: John F. Carlton, Sulphur, Okla.; Joseph C. Hart, Roff, Okla.; Charles L. Peques, Siloam Springs; R. A. Snow, Skiatook, Okla.; Frank R. Crook, Oklahoma City, Okla.

The next meeting will be held in Oklahoma City, July 12-13. Applications should be filed with the secretary at least ten days previously. Blanks will be furnished on request by J. C. Burton, secretary, Stroud, Okla.

Wisconsin.

MADISON, June 20.—The annual meeting of the Wisconsin State Board of Pharmacy was concluded recently with the election of the following officers: H. B. Allen, Richland Center, president; Edward Williams, Madison, secretary. The following certificates were granted:

Registered Pharmacists—Edward B. Duncan, Stoughton; Obert A. Bergen, Iola; Arno J. Wolfe, Sheboygan Falls; George W. Haight, Gliddeu; Lin Suits, Medford; Nordahl S. Sandahl, Black River Falls; Pelegia G. Gruszynski, Thorpe; Leonard M. Lund, Viroqua; John F. Huber, Racine; George L. Moundey, Milwaukee; W. C. Kettelhut, Milwaukee; Arthur T. Netzel, Crandon; Bohumil Hamachek, Kewaunee; John V. Collins, Lancaster; Edward F. Stokes, Racine; Leo A. Hild, Arcadia; Theodore G. Thomas, Milwaukee.

Assistant Pharmacists—Alfred W. Deicken, La Crosse; Edwin J. Boberg, Eau Claire; Harold W. Tuttle, Beloit; Charles J. Jarvis, Wautoma; Henry P. Hansen, Haywood; Fred C. Vogt, Monroe; R. T. Murley, Boscobel; Walter Myron Atwood, Madison; Ernest G. Hayek, Racine; John J. McCarthy, Fond du Lac; Alexander M. Trock, Milwaukee; Theodore H. Belling, Fond du Lac; Sister Angelica, Eau Claire; Frank M. Tionen, Appleton; Edward N. Fuhrman, Appleton; Floyd E. Snyder, Greenwood; Theodore Hunchow, Appleton; Paul J. Kolitzke, Appleton; Emanuel M. Hahn, Depere; H. O. Jaastad, Iola; John J. Heinisch, Racine; Roy O. Fischer, Jefferson; Antonio Matesi, Milwaukee; Francis F. Kane, Milwaukee; Wilbur S. Ford, Oconto; Sabus Haas, Richland Center; Edward Erb, Columbus; Albert G. Hammerling, Ripon; William C. Becker, Watertown; Leutena G. Reiser, Edgar; Oscar A. Reischel, Milwaukee; Robert P. Brown, Bloomer; Otto F. Pohland, Chilton; Henry E. Horn, Oshkosh; Angus A. Johnson, West Salem; Willis Cooper, Bangor; Herbert Bourdiairs, Marinette; William F. Ziegenhagen, New London; Elmer A. Lorch, Madison; Jacob J. Herrmann, Kenosha; F. K. Schmitt, Boscobel; Harold H. Holmes, Tomah; Harry F. Mayer, Kenosha; Lawrence P. Peterson, Viroqua.

New York—Eastern Branch.

Following are the names of those who passed the examination held recently by the Eastern Branch of the New York State Board of Pharmacy at the Brooklyn College of Pharmacy:

Registered Pharmacists—William H. Cutter, Leon L. Cypress, Mas Dorfman, Irving Eisler, Richard Elting, Julius Feldman, Antonio Fendale, Harold Fenerelsen, Sam Fine, Morris Fried, Benjamin Gagliano, Mendel Garber, Joseph F. Gennaro, Francis

[illegible] Jos. Bernstein, Julius R. Cohen, Lewis Offenhartz, Lloyd D. Ross, Samuel Goldberg, Isaac M. Goodman, Isaac Grossman, Harry M. Grossman, Jr., James R. Hanks, Ed. A. Hemphill, Martin G. Heidt, Max Hertz, Nathalie Hermsky, Marcus A. Host, Martin L. Huck, Jos. L. Kaiser, George Kamlosh, Herman M. Kanof, Isadore Kodish, Alexander Lamensdorf, Abraham Lasky, Joseph Lerner, Catherine R. Lukas, Leopold Lutz, Joseph Lutin, Samuel Lutton, Nathan Mass, Isaac J. Mayer, George Berger, Moses Reisner, Arthur Rosenberg, Isaac W. Rose, Lloyd Roy Tracy, John J. Shea, Max E. Strauss, Meyer Russell, Rudolph Gustave Hasse, Jr., Cartwright, David J. Cohen, Samuel J. Cohen, Clifford D. Cole, Crystal A. [illegible], Samuel Lincoln, Louis Levine, Meyer A. Levine, Benjamin Lewis, Charles W. Lindsay, Theodore Lindsay, Jr., Isaac Lubarsky, Abraham Matzoff, Manuel E. Mendez, Charles L. Marsden, Antonio Medina, Jose Ramon N. Monsanto, Oscar Montano, Celia Myerberg, Marianne Mottu, Jose A. Mendoza, John F. O'Connor, Matilda Pavenstedt, Andrew H. Pfeil, David Pomersky, Joseph S. Pomeranz, G. Clarence Propst, Louis H. Rothberg, Joseph, Rudolph Joseph Rabinowitz, Isaac Rosen, Arthur Related, Leon, Rosenthal, Samson Rosenblatt, Max Rosenfeld, Dominick A. Rossomano, Eugene Ruff, Solomon [illegible], John G. Sanchez, Benjamin Schapin, Clement L. Shaw, Samuel S. Sidransky, Joel Sissman, Lazarito Splendia, Jacob Sussman, Albert Tartell, Julius I. Traub, Samuel Temlak, Sochor B. Tetz, Charles Timen, Samuel Tommasi, Harris Townshend, Francesco Trapani, Wm. H. Tyrnpany, Herman Vogel, Charles Walther, Walter Wehn, George L. Wells, Samuel Weiner, Harry Weis, James W. Wise, Jr., Aaron Wisenthal, Pasc Zingale, Otto G. Zorn, Frederick Voltz.

Licensed Druggists—Lynn H. Buck, Arthur E. Cole, Edward Fischer, John G. Kaiser, George M. Perry, D. Davis Prosser, Jr., Nestore R. Sanmarco, George F. Schetter, Arturo V. Stilo, Vincent T. Whalen, Luigi de Julio, Achille Landi.

The following qualified for registered pharmacist at June examination held at New York College of Pharmacy: Joseph Apicella, Joseph H. Betz, David Braunstein, Lazar Bresler, Carmello T. Caputo, Jerome Finkenberg, Oscar Garten, Max Goldman, Adolph Hauff, Herman H. Hertz, Isidore Jaffey, Ernest W. Kenecht, Henry M. Landesman, Herman Licht, Ed. J. Miller, John H. McMillan, Samuel Ruwman, Louis W. Schwarz. Mose Scuccimarra, Harry Stein, Theodor Washutzki, Harry A. Bradley, Francis T. Cizmowski, William J. Duffy, Arthur W. Florence, Isidore Lichtenstein, Wilbert M. Roulston and Israel Weinberg. Passed druggists' examination: John J. Cassidy, Jr., Vincenzo Cavaccini, Michele Cerone, William Fey, Charles A. Nash and Joseph Weisberger. Another examination will be held by the Eastern Branch on July 20.

North Dakota.

[illegible], June 20.—Secretary W. S. Parker, of the North Dakota Board of Pharmacy, reports the following as having passed at the March examination:

Registered Pharmacists—O. R. Benson, Michigan, N. D.; Sanford C. Haugen, Devils Lake; Anthony M. Holt, Devils Lake; M. H. Johnson, Antler; Lloyd Lesh, Bowbells; George J. McCabe, Jamestown; Margaret McCarthy, Page; Albert Morris, Walhalla; B. C. Moses, Williston; G. M. Noyer, Jamestown; John Onstad, Clinton, Minn.; R. C. Olsen, Columbus, N. D.; Alfred Peterson, Oberon; Guy L. Stearns, Williston; P. E. Schulstad, Dogden; D. S. Thomson, Williston; T. R. Townswick, Fergus Falls, Minn.; L. J. Wilker, Hensel, N. D.; Roy H. Wood, Fargo; Alfred Walstad, Crosby; C. H. Wave, Abercrombie.

Assistants—Earl M. Harding, McClusky, N. D.; O. J. Korbel, Crosby; A. I. McBride, Rugby; John A. Carman, Detroit, Minn.; James L. Cook, Fargo, N. D.; N. A. Ferguson, Langdon; W. E. Fowler, Langdon; A. M. Hammes, Sarles; W. E. Malloy, Garrison; Ross McFarland, Grafton; Dan McNell, Milton; A. M. Nevander, Underwood; C. K. Neshime, Granville; George Ohmstad, Ray; Perry Pederson, Hawley, Minn.; J. Oliver Rougstad, Litchville, N. D.; Knute Tiegen, Davenport; Charles P. Thomson, Minto; Mark T. Vornhoff, Leeds; Burt I. Close, Stanley; Romeo Campian, Olga; O. A. Otterson, Fargo; I. Simmons, Fargo; Frank Chastek, Glencoe, Minn.; Martin M. Sorenson, East Grand Forks, Minn.; Dwight L. Smith, Minneapolis, Minn.; Roy C. Stinson, Grand Forks, N. D.; Otto Anderson, Manfred; George B. Dougherty, Ross; H. S. Fuerstnow, Tioga; B. O. Grenvold, Adams.

Montana.

[illegible], June 20.—The Montana State Board of Pharmacy at its last meeting elected these officers: I. J. Kreiker of Bozeman, president; T. M. Kehoe, of Billings, secretary; Sid J. Coffee, of Missoula, treasurer. The next meeting will be held [illegible]

[illegible] pleasing the good work of the Montana [illegible] of Pharmacy, which is conducted in connection with the [illegible] College of Agriculture and Mechanic Arts at Bozeman, and assuring the gentlemen that diplomas issued by the [illegible] of graduates of four years practical experience, would be accepted by the board without further examination.

[illegible] were dropped for delinquency. The following [illegible]

[illegible] McKibbin, Great Falls; Otto W. Anderson, [illegible]; Thomas [illegible], Thurlow, N. D.; W. I. Millington, Livingston; [illegible]; Henry W. Chappell, Kenmare, N. D.; [illegible]; Jerome Mead, Lewistown; Harry Mead, Missoula; [illegible]; Ernest E. Sayles, Plentywood; Mary [illegible]; Louis A. Wagner, Columbus; [illegible]

Assistants—[illegible]; Wilson, Missoula; James S. Copling, Dee; [illegible]; A. Ritter, Wooden Shoe; Charles E. Pratt, Deer Lodge; A. L. Starstad, Livingston; Edward F. Lawler, Baker, Mont.; Robert S. Hamilton, Conrad, Mont.; H. A. [illegible], Kenyeth, Mont.

Last Meeting of Present New York Board.

SARATOGA, June 25.—The New York State Board of Pharmacy, which disbands August 1, when the new Pharmacy Law goes into effect, held several meetings during the convention of the New York State Ph.A. The board cleaned up all odds and ends of its regular routine business in anticipation of turning over its work and records to the new board provided for by the law. It was decided to hold its last examinations the third Wednesday and Thursday in July in order to give those entitled to a re-examination an opportunity to obtain their certificates. These examinations will be held by all three branches of the present board.

This examination is intended to take care of all candidates who have one trial coming to them upon applications filed within six months of the date of the examination to occur next month, and also for the reception of applications for examination from candidates with the understanding that but one trial will be granted. Applications should be made immediately to Secretary Bradt, as a large number will no doubt take advantage of the fact of this being the last examination under the present system, and the board requests all the time possible to prepare for the candidates desiring to appear.

The present and ex-members of this all-State board have banded together and formed a club under the name of The Old Guard of Pharmacy. The object of the organization is purely to recall, in the years to come, the days and friends of the years that are past. "The Old Guard" will meet at a dinner on the evening of the second day of the New York Association Convention and drink a toast to Auld Lang Syne. The first of these annual banquets was held at the convention this week.

The following have been elected the officers of this new fellowship: Dr. William Muckenhirn, of Brooklyn, president; Byron M. Hyde, of Rochester, vice-president, and George Reimann, of Buffalo, secretary and treasurer. There are some 25 pharmacists who are eligible to membership, and so far all who have been asked have accepted the invitation to join.

Georgia.

ATLANTA, June 20.—Fifty-six druggists, pharmacists and apothecaries passed the recent examination before the Georgia State Board of Pharmacy as follows:

Druggists—W. H. Aycock, A. A. Austin, A. Berman, D. P. Butler, Ernest Corn, W. M. Cowart, F. G. Craig, J. F. Friddell, A. S. Gray, Ross Golden, C. G. Hodges, W. H. Hogan, George O. Hill, I. W. Irwin, W. H. Irby, R. G. Johnson, R. T. Johnson, Y. C. Killebrew, L. F. Love, G. C. Lamb, A. M. Jones, E. K. McElroy, G. G. Mays, J. M. Norris, E. A. Owens, L. H. Patterson, R. L. Peters, John H. Griffeth, S. L. Sharpe, E. C. Stulls, J. A. Stephens, D. M. Swint, F. Thode, H. L. Williams, J. F. White, L. C. Waldrop, C. L. Williams and A. E. Kuppinger.

Apothecaries—T. N. Bussey, L. W. Baker, M. L. Claxton, G. W. Haling, A. K. Folger, C. F. Grant, W. T. Horne, J. C. Hardman, Miss Clara Hogan, O. C. McElroy, G. M. Mills, R. M. Mitchell and C. N. de LaPerriere.

Pharmacists—A. C. Pitts, E. M. Robinson, B. P. Sanders, E. O. Trawick and S. B. Walling.

Maryland.

BALTIMORE, June 20.—The Maryland Board of Pharmacy has announced that the following candidates for registration passed at the examination held at the University of Maryland May 21:

Pharmacists—William Weltner, Walter H. Geffert, Edmund A. Fahey, Chauncey C. Reese, Elmer H. Kellough, Frits James Bartlett, Harry C. Schwinger, W. Ellsworth Kaufman, Nelson G. Diener, Clarence G. Newhauer, Clarence N. Chavous, Arthur G. Tracey, Walter Lange, Roy Murray Bierley, J. Dorsey Atkins, Paul Sweet and A. A. Terrell.

Assistant Pharmacists—Fred Minder, Minot B. Stannard, Charles K. Stoltemeyer, George Cisek, Leo Dettelbach, George H. Waltz, Earle C. White, George K. Kreis, Claude De Wolfe, William Morgenstern, Maurice C. Easton, Lewis Gitomiskey, Arthur E. Ranck and Lawrence R. Laroque.

Michigan.

DETROIT, June 20.—At the [illegible] Grand Rapids examination of the Michigan Board of Pharmacy the following qualified:

Registered Pharmacists—Wm. C. Barnich, J. B. Cook, F. R. Ostrander, George F. Snyder, S. B. Babcock, Frank Green, W. H. Grinnell, L. A. Hooper, W. T. Knapp, A. J. Kleefus, Stanley F. Smith, Elmer Savage, W. A. Toomey, Bert Fletcher, L. A. Harmon, E. H. McCormick, R. E. Melton, L. E. Niendorf, Jos. L. Pamerleau, E. C. Speckhard, F. C. Tracy, Ed G. Jackson, Leon G. Stuck, A. M. Lindeborg, C. R. Robertson, Harry J. Meyer, E. A. Herron, Geo. J. Doxey, Arthur Gidley, D. Swilaiski, V. D. Andrews, E. Folla.

Vermont.

MONTPELIER, June 20.—Only [illegible] out of 15 candidates passed the recent examinations of the Vermont State Board of Pharmacy. They were: Peleg A. Maotion, of Bennington; Hubert W. Humphreys, of West Rutland, and Ray Irving Kinne, of [illegible].

Indispensable to all druggists is THE ERA Price List.

Group of Equestrian Members of German Apothecaries Society, Central Park, N. Y.

Many members of the German Apothecaries' Society of New York have a strong predilection for all kinds of outdoor and other athletic activities which are conducive to health and at the same time furnish enjoyable recreation. That some of them have found a means of gratifying their desires in this direction is proved by the accompanying picture which shows a group ready for a morning canter. The aggregation of equestrian apothecaries is known in its entirety as the Riverside Riding Club and was organized last year by E. C. Goetting, the well-known New York City pharmacist. The members shown in the picture are (from left to right): Dr. A. Berghaus, William Roschen, George Bruns, Hermann Blomeier, Adolph Schwartz, Rudolf Theis and E. C. Goetting.

Governor Hughes Approves Law Reorganizing N. Y. Pharmacy Board.

Regents of the University Will Appoint New Board to Take Office in August—Full Text of the Statute—Considered to be a Model in Pharmacy Legislation.

Below is printed in full the text of the new Pharmacy Law of New York State, passed by the last Legislature and approved by Governor Hughes on June 8, 1910:

CHAPTER 422—LAWS OF 1910.

(Approved June 8, 1910.)

Section 1. Article eleven of chapter forty-nine of the laws of nineteen hundred and nine, entitled "An Act in relation to the public health, constituting chapter forty-five of the consolidated laws," is hereby amended to read as follows:

ARTICLE 11.

PHARMACY.

Section 230. Definitions.
231. State board of pharmacy; appointments; nominations; examiners; secretary; expenses.
232. Powers and duties of the board; records; employees.
233. Licenses; certificates; examinations; rules.
234. Pharmacies; drug stores; stores.
235. Apprentices and employees.
236. Working hours and sleeping apartments.
237. Adulterating; misbranding and substituting.
238. Poison schedules; register; opium and other prescriptions.
239. Construction of article; temporary permits.
240. Revocation of license; misdemeanors; violations and penalties.
241. Schedules A, B and C.

Section 230. Definitions. As used in this article: 1. "Association" means the New York State Pharmaceutical Association.

2. "Board" when not otherwise limited, means the New York State Board of Pharmacy.

3. "Chemicals" when not otherwise limited, means the chemical materials of medicine.

4. "Council" means the New York State Pharmaceutical Council with a secretary and at least one representative from each school of the State appointed by the regents for a period of five years.

5. "Commissioner" means the Commissioner of Education of the State of New York; "Department," the Education Department of the State of New York; "University," the University of the State of New York; "Regents," the Board of Regents of the University of the State of New York as provided by the education law.

6. "Drugs," where not otherwise limited, means all substances used as medicines or in the preparation of medicines. "Crude drugs" means drugs that have not been changed by manufacture except by desiccation or comminution.

7. "Examiner" means a member of the State Board of Pharmacy.

8. "Formulary" means the latest edition of the National Formulary.

9. "Medicines," where not otherwise limited, means a drug or preparation of drugs in suitable form for use as a curative or remedial substance.

10. "Pharmacy," where not otherwise limited, means the place registered by the board in which drugs, chemicals, medicines, prescriptions or poisons are compounded, dispensed or retailed.

11. "Pharmacology" is the science that treats of drugs and medicines; their nature, preparation, administration and effect.

12. "Pharmacopoeia," when not otherwise limited, means the latest edition of the Pharmacopoeia of the United States of America.

13. "Physician" means a practitioner of medicine as defined by article eight of this chapter; "Dentist" means a practitioner of dentistry as defined by article nine, and "Veterinarian," means a practitioner of veterinary medicine as defined by article ten.

14. "Poisons," where not otherwise limited, means any drug, chemical, medicine or preparation liable to be destructive to adult human life in quantities of sixty grains or less.

15. "Rules," where not otherwise limited, means the rules of the board approved by the regents.

16. "School" means any college or school of pharmacy, or the department of pharmacy of a university, whatever the corporate title, registered by the regents as maintaining a proper educational standard and legally incorporated.

17. "Secretary" means the secretary of the State Board of Pharmacy.

18. "Syllabus" means the latest edition of the syllabus adopted by the board.

Section 231. State Board of Pharmacy; appointments; nominations, examiners; secretary; expenses. The State Board of Pharmacy in office when this section takes effect shall remain in office until August first, nineteen hundred and ten. On and after that date such board shall consist of nine examiners, four of whom shall be residents of the City of New York. At the annual meeting of the association held in nineteen hundred and ten there shall be twenty-five licensed pharmacists nominated by ballot whose name shall be submitted to the regents, immediately thereafter.

Appointments. From the number thus submitted or from the other licensed pharmacists of the State the regents may appoint nine persons, who shall constitute the Board of Pharmacy, whose term of office shall begin on August first, nineteen hundred and ten, three of whom shall hold office for a term of one year, three for a term of two years and three for a term of three years. The successors of the members, whose terms of office have expired, shall be appointed, as hereinafter provided, for a term of three years. A vacancy in the office of any member, caused otherwise than by expiration of term, shall be filled by the regents for the unexpired term of such member.

Nominations. Thereafter, at each annual meeting of the association, nine licensed pharmacists shall be nominated by ballot, whose names shall be submitted to the regents in writing under the seal of the association by the president and secretary hereof, promptly after the adjournment of such meeting. From the number thus submitted or from the other licensed pharmacists of the State the regents may appoint three persons to succeed the members whose terms of office expire on the following July thirty-first.

Examiners. No person shall be appointed as an examiner unless he is a licensed pharmacist, and has legally practiced as such for at least ten years in this State. Each of the candidates

shall present proof of such qualifications to the regents. The regents may remove any examiner for misconduct, incapacity or neglect of duty. Each examiner shall receive a certificate of appointment from the regents, and before beginning his term of office shall take and file with the Secretary of State the constitutional oath of office. The board or any committee thereof may employ counsel, may compel the attendance of witnesses and may take testimony and proofs concerning all matters within its jurisdiction. The board shall make such rules approved by the regents not inconsistent with the law as may be necessary for the proper performance of its duty, but no rule by which more than a majority vote is required for any specific action by the board shall be amended, suspended, or repealed by a smaller vote than that required for action thereunder.

Secretary. The secretary shall be a licensed pharmacist who has been engaged in practice as a pharmacist for at least ten years in this State. He shall be appointed by the regents, shall hold office during their pleasure and shall receive an annual salary of [illegible] thousand dollars, payable from the moneys received under this article. He shall be the executive officer of the board and shall have such powers and shall perform such duties as are prescribed by the rules. The secretary in office when this article takes effect shall continue in office until his successor has been appointed as above provided.

Expenses. All fees, fines, penalties and other moneys derived from the operation of this article shall be paid into the State treasury and the Legislature shall annually appropriate for the department an amount sufficient to pay all proper expenses incurred pursuant to this article. All funds in the custody of the State Board of Pharmacy when this Act takes effect shall be immediately turned over to the department and shall be available for the payment of all proper expenses of the board, until an appropriation is made by the Legislature as above provided. When such appropriation is so made the unexpended balance of the funds so turned over to the department shall be paid into the State treasury, to be expended as in the case of other moneys derived from the operation of this article.

Section 232. Powers and duties of the board; records; employees. Prior to October first the board shall annually elect from its members a president and a vice-president for the academic year, and shall hold one or more meetings each year. At any meeting a majority shall constitute a quorum; but questions prepared by the board may be grouped and edited or answer papers of candidates may be examined and marked by committees duly authorized by the board and approved by the regents.

The board shall have power:

(a) To regulate the practice of pharmacology.

(b) To regulate the sale of drugs, chemicals, medicines and poisons.

(c) To regulate the employment of apprentices and employees in pharmacies.

(d) To regulate the working hours and sleeping apartments of employees in pharmacies.

(e) To regulate and control the character and standard of drugs and medicines compounded and dispensed in the State, to employ inspectors and chemists, to secure samples and to prevent the sale of such drugs, chemicals, medicines and poisons as do not conform to the formulae, standards and tests of the Pharmacopoeia and Formulary.

(f) To regulate the retailing of poisons and to adopt schedules.

(g) To issue temporary permits limited to definite areas.

(h) To investigate alleged violations of the provisions of this article, to conduct hearings in respect thereto, when, in its discretion, it appears to be necessary, and to bring the same to the notice of the attorney general.

Records. It shall be the duty of the board in its rooms provided by the regents to preserve a record of all licenses and certificates which shall be open to public inspection and shall have in all legal proceedings the same weight as evidence that is given to a record of conveyance of lands. It shall render annually to the regents and the association a report of all its proceedings during the preceding year.

[illegible] ferred to the State Board of Pharmacy, organized under and in [illegible]

[illegible] ployees of the State Board of Pharmacy in office when this Act takes effect shall be transferred to the department. The rules of the board, made as hereinbefore provided, shall specify the [illegible] employees transferred to the department [illegible]

[illegible] for pharmacist any candidate that pays a fee of [illegible] dollars and

1. Is more than [illegible] years of age.

[illegible]

[illegible] must have been in a pharmacy of the United States under the personal supervision of a pharmacist.

Druggist. They shall admit to the examination for druggist any candidate that pays a fee of five dollars and

1. Is more than eighteen years of age.
2. Is of good moral character.
3. Has the preliminary and professional education required by the rules.
4. Has had three years experience in a registered pharmacy, one year of which experience within five years of the date of application must have been in a pharmacy of the United States under the personal supervision of a pharmacist or druggist.

Apprentice. They shall admit to the examination for apprentice any candidate that pays a fee of one dollar and

1. Is more than fifteen years of age.
2. Is of good moral character.
3. Has begun an apprenticeship for the term of practical experience required by this article.

Storekeeper. They shall admit to the examination for storekeeper any candidate that pays a fee of three dollars annually and

1. Is more than twenty-one years of age.
2. Is of good moral character.
3. Has had experience in dealing in drugs, chemicals, medicines and poisons.

Examinations. The board shall submit to the regents as required suitable questions for thorough examination in pharmacology, both written and practical, as outlined in the syllabus. From these questions the secretary shall prepare question papers in accordance with the rules which at any examination shall be the same for all candidates. Examinations for license shall be given in at least three convenient places in the State and at least four times annually in accordance with the rules. The practical examinations shall be conducted by the examiners, the written by the regents. On receiving from the board an official report that an applicant has successfully passed the examinations and is recommended for license, the regents shall issue to him a license to practice according to the qualifications of the applicant. Every license shall be issued by the regents under seal and shall be signed by the commissioner, each examiner and by the secretary. Every certificate shall be issued by the board subject to rule and shall be signed by the secretary. Applicants examined and licensed by other State examining boards registered by the regents as maintaining standards not lower than those provided by this article may without further examination, on payment of twenty-five dollars to the regents and on submitting such evidence as they may require, receive from them an endorsement of their licenses or diplomas conferring all rights and privileges of a regents' license after examination.

Before any license or certificate is issued it shall be numbered and properly recorded, and its number shall be noted in the license or certificate. The regents on the recommendation of the board may revoke a license or annul a certificate, for cause.

Rules. The rules of the board and of the regents affecting examination, registration and administration continue in force until revised by the board and approved by the regents.

The board shall make rules subject to the approval of the regents.

1. For the examination, certification and registration of apprentices and storekeepers.
2. For the surrendering of licenses, issued prior to January first, nineteen hundred and one.
3. For the acceptance of licenses from other licensing boards issued prior to January, nineteen hundred and five, in lieu of a diploma.
4. For the accomplishment of the trusts reposed in them by this article and by any other law of the State.

All licenses and certificates of examination, issued to licensees by former boards of pharmacy, shall be in full force and effect in perpetuity for the section of the State for which they were issued, and all certificates of registration issued during nineteen hundred and ten shall be valid until January first, nineteen hundred and eleven.

Section 234. Pharmacies; drug stores; stores. Except as prescribed in this article, it shall not be lawful for any person to practice as a pharmacist, druggist, apprentice or storekeeper, or to engage in, conduct, carry on, or be employed in the dispensing, compounding or retailing of drugs, chemicals, medicines, prescriptions or poisons within the State. Every place in which drugs, chemicals, medicines, prescriptions or poisons are retailed, or dispensed, or compounded, shall be a pharmacy, a [illegible] personal supervision of a pharmacist, a druggist, or a storekeeper and shall be annually registered in the month of January by the board as conducted in full compliance with law and the rules.

Pharmacies. It shall be lawful for a pharmacist in conformity with the rules, to take, use and exhibit the titles pharmacist [illegible] duct or carry on for himself or for another the dispensing, compounding, or sale of drugs, chemicals, medicines, prescriptions or poisons anywhere within the State [illegible] at the same time.

Drug stores. It shall be lawful for a druggist in conformity [illegible] rmacist, except in cities of [illegible]

[illegible] villages of a thousand in-

habitants or less that do not have within three miles a pharmacy or drug store;

1. Physicians may compound medicines, fill prescriptions and sell poisons labeled as required by this article.

2. Storekeepers may in accord with the rules sell medicines and poisons for a period not exceeding one year upon the payment of a fee of three dollars. The storekeeper's certificate is limited to the village or place where the storekeeper resides and may be limited to the sale of certain classes of poisons sold only in original packages and put up by a licensed pharmacist whose name and business address is displayed on the package.

Stores. It shall be lawful for the storekeeper in conformity with the rules to take, use and exhibit the titles certified storekeeper and registered store and to sell medicines and poisons for a period not exceeding one year in a village or place of the State with less than one thousand inhabitants that has no pharmacy or drug store within three miles of it.

Every person practicing as a pharmacist or druggist must at all times display his license conspicuously in his place of business. The proprietor of every pharmacy, drug store or store shall annually in the month of January report under oath to the board any facts required by the board, shall pay the registration fee of two dollars and shall receive a certificate of registration that must be conspicuously displayed at all times in the pharmacy, drug store or store with all licenses. Every person, partnership, association or corporation doing business as the proprietor or proprietors of a pharmacy, drug store or store shall cause the name of such proprietor or proprietors to be displayed upon a sign conspicuously placed upon the exterior of the building and this sign shall be presumptive evidence of ownership of such pharmacy, drug store or store. The proprietor that opens a pharmacy, drug store or store subsequent to the month of January shall, within thirty days of opening, make this report, pay the fee and display the certificate and the sign. Every proprietor of a wholesale or retail pharmacy, drug store or store is responsible for the strength, quality and purity of all drugs sold or dispensed by him, subject to the guaranty provisions of this article.

Section 235. Apprentices and employees. Apprentices may be employed, in accordance with the requirements of this article and the rules, in registered pharmacies and drug stores and may receive instruction in the practice of pharmacology. Apprentices may prepare or dispense receipts or prescriptions, may sell or furnish medicines or poisons in the presence of and under the immediate personal supervision of a pharmacist or druggist who must be either the proprietor or in the actual employ of the proprietor. The proprietor as principal shall be equally liable for violations of this article by his apprentices or his unlicensed employees. Other unlicensed assistants may be employed in registered pharmacies and drug stores for other purposes than the practice of pharmacology and the dispensing, compounding or retailing of drugs, chemicals, medicines, prescriptions or poisons.

Section 236. Working hours and sleeping apartments. No pharmacist, druggist, apprentice or employee in any pharmacy shall be required or permitted to work more than seventy hours per week. Nothing in this section prohibits working six hours overtime any week for the purpose of making a shorter succeeding week, provided, however, that the aggregate number of hours in any such two weeks shall not exceed one hundred and forty hours. The working hours per day shall be consecutive, allowing one hour for an meal. The hours shall be so arranged that an employee shall be entitled to and shall receive at least one full day off in two consecutive weeks. This paragraph applies to cities of the first class. No proprietor of any pharmacy or drug store shall require or permit any clerk to sleep in any room or apartment in or connected with such store that does not comply with the sanitary regulations of the local board of health.

Section 237. Adulterating, misbranding and substituting. A drug is adulterated in any of the following cases:

1. When sold under or by a name recognized in the Pharmacopoeia it differs from the standard determined by the test or formula given.

2. When sold under or by a name recognized in the Formulary the strength, quality or purity or percentage of the alkaloid or alkaloids or other potent ingredient or ingredients differs from the standard determined by the test of formula given.

3. When sold under or by a name not recognized in or according to a formula not given in the Pharmacopoeia or Formulary that is found in some other standard work on pharmacology recognized by the board, it differs in strength, quality or purity from the strength, quality or purity required, or the formula prescribed in the standard work. Provided, however, that all drugs sold by wholesale when not sold to a consumer shall be in accordance with the provisions of the National Food and Drug Act of June thirtieth, nineteen hundred and six.

4. When sold as a homeopathic drug it differs from the strength, quality or purity established by the test or formula given in the latest edition of the Homeopathic Pharmacopoeia of the United States or the American Homeopathic Pharmacopoeia.

5. Its strength, quality or purity differs from the professed standard of strength, quality or purity under which it is sold.

6. It contains methyl or wood alcohol when intended for use as a medicine except when sold as a veterinary liniment for external use only and so labeled.

Misbranding and substituting. A drug is misbranded if

1. The package bears any statement, design or device that is false or misleading in any particular regarding it contents, regarding the State, Territory or county in which it is manufactured or produced.

2. It is an imitation or is offered for sale under the name of another substance.

3. The original contents of the package have been removed in whole or in part and other contents added.

4. The package fails to bear a statement of the percentage contained therein by volume of alcohol and by quantity or proportion of morphine, opium, heroin, chloroform, cannabis indica, chloral hydrate, acetanilide or any derivative or preparation of any of these substances.

5. The package containing a homeopathic drug fails to state that fact.

These statements shall be made in type easily read, conspicuously displayed and described by their common or English names. Alcohol used as a solvent, preservative or for any other purpose is contained in the drug within the meaning of this article. Nothing in this paragraph applies to the compounding and dispensing of drugs and medicines on the written prescription of a physician, dentist or veterinarian, which prescription shall be kept on file by the pharmacist or druggist. Nor does it apply to unadulterated drugs recognized in the Pharmacopoeia and the Formulary and the Homeopathic Pharmacopoeia sold under the names by which they are recognized therein, and not sold under a proprietary name, trade name or trade mark. All adulterated, misbranded or substituted drugs are forfeited to the board for destruction.

Section 238. Poison schedules; register; opium and other prescriptions. It is unlawful for any person to sell at retail or to furnish any of the poisons of schedules A and B without affixing or causing to be affixed to the bottle, box, vessel or package, a label with the name of the article and the word poison distinctly shown and with the name and place of business of the seller all printed in red ink together with the name of such poisons printed or written thereupon in plain, legible characters.

Wholesale dealers in drugs, medicines, pharmaceutical preparations, chemicals or poisons shall affix or cause to be affixed to every bottle, box, parcel and outer inclosure of any original package containing any of the articles of schedule A a suitable label or brand in red ink with the word poison upon it.

Register. Every person who disposes of or sells at retail or furnishes any poisons included in schedule A shall before delivering the same enter in a book kept for that purpose the date of sale, the name and address of the purchaser, the name and the quantity of the poison, the purpose for which it is purchased and the name of the dispenser. The poison register must be always open for inspection by the proper authorities and must be preserved for at least five years after the last entry. He shall not deliver any of the poisons of schedule A or B until he has satisfied himself that the purchaser is aware of its poisonous character and that the poison is to be used for a legitimate purpose. The provisions of this paragraph do not apply to the dispensing of medicines or poisons on physicians' prescriptions.

The board may add to any of the schedules from time to time as such action becomes necessary for the protection of the public. Schedules A, B and C shall remain in force till amended by the rules.

Prescriptions of opium, morphine and chloral. No pharmacist, druggist, or other person shall refill more than once prescriptions containing opium or morphine or preparations of either of them or chloral, in which the dose of opium shall exceed one-quarter of a grain, or of morphine one-twentieth of a grain, or of chloral ten grains, except upon the written order of a physician.

Section 239. Construction of article; temporary permits. This article shall not apply to the practice of a physician that is not the proprietor of a pharmacy, drug store or store, or that is not in the employ of such a proprietor. Except as to the quality of drugs dispensed it shall not prevent physicians from supplying their patients with such articles as the physician deems proper. This article shall not be construed as precluding the ownership of a pharmacy or drug store by an unlicensed person, firm or corporation provided such pharmacy or drug store be conducted in accordance with the provisions of said article. Except as to the labeling of poison and to adulterating, misbranding and substituting, it shall not apply

1. To the sale of drugs, medicines, chemicals, prescriptions or poisons at wholesale when not for the use or consumption of the purchaser.

2. To the sale of paris green, white hellebore and other poisons for destroying insects.

3. To the sale of any substance for use in the arts.

4. To the manufacture and sale of proprietary medicines.

5. To the sale by merchants of the articles in schedule C.

Section 240. Revocation of license; misdemeanors; violations and penalties. No license or certificate shall be granted to any applicant guilty of felony or gross immorality, or that is addicted to the use of alcoholic liquors or narcotic drugs to such an extent as to render him unfit to practice pharmacology. Any license or certificate obtained by misrepresentation or fraud or that is held by any one unfit or incompetent from negligence, habits or other cause may be revoked after reasonable notice and opportunity to be heard. The wilful and repeated violation of any of the provisions of this article or the rules is sufficient cause for the revocation of a license or certificate. The license or certificate revoked shall on formal notice be delivered immediately to the board.

Misdemeanors. It is a misdemeanor for

1. Any person to procure or to attempt to procure a license or certificate for himself or for any other person by making, or causing to be made, any false representations.

2. Any pharmacist to permit the compounding and dispensing of prescriptions of medical practitioners in his pharmacy by any unlicensed person or persons, except in the presence of and under the immediate personal supervision of a pharmacist or druggist.

3. Any unlicensed person to prepare or to dispense a medical prescription or physician's prescription, or to dispense or to sell at retail poisons or medicines except under the immediate personal supervision of a pharmacist or druggist whose license is displayed in the pharmacy or drug store.

4. Any unlicensed person to open or to conduct or to have charge of, or to supervise any pharmacy, drug store or store for retailing, dispensing or compounding drugs, chemicals, medicines, prescriptions or poisons.

5. Any person to fraudulently represent himself to be licensed.

6. Any person to intentionally prevent or knowingly refuse to permit any examiner or inspector to enter a pharmacy, drug

store or store for the [illegible]

§ 2. Any person [illegible] to [illegible] has been revoked to refuse to [illegible]

§ 3. Any person [illegible] of any [illegible] of a [illegible] or [illegible] to fail or display the [illegible]

§ 4. Any [illegible] of [illegible] in a city of the first class to [illegible] more than seventy hours a week in [illegible] or employment that [illegible] or [illegible] and that [illegible] to [illegible] to [illegible] the [illegible] in regard to [illegible]

§ 5. Any person [illegible] or subject to [illegible] drug [illegible] to be used, or [illegible] for sale or [illegible] adulterated, misbranded or substituted drug.

§ 6. Any person [illegible] of the provisions of [illegible] in regard to the [illegible] or dispensing of drugs, [illegible] [illegible] and poisons for which [illegible] to [illegible]

§ 7. Penalty. Any person that violates any of the provisions of this [illegible] who is not otherwise prescribed as for a misdemeanor, shall forfeit to the people of the State of New York the sum of [illegible] for every such violation. Which may be sued for and recovered in the name of the people of the State of New York in an action brought therefor by the attorney-general.

§ 8. Exemption. Any person who violates any of the provisions of this article relating to adulterating, misbranding or substitution shall not be prosecuted or convicted or suffer any of the penalties, fines or forfeitures for such a violation, if he establishes upon the hearing or trial that the drug or drugs alleged to be adulterated, misbranded or substituted were purchased by him under a guaranty of the manufacturer or seller to the effect that said drug or drugs were not adulterated or misbranded within the meaning of this article and proves that he has not adulterated, misbranded or substituted the same. A guaranty in order to be a defense to a prosecution or to prevent conviction or to afford protection must state that the drug or drugs to which it refers are not adulterated, misbranded or substituted within the meaning of the provisions of the statute of New York State and must state also the full name and place of business of the manufacturer, wholesaler, jobber or other person from whom the drug or drugs were purchased. In construing and enforcing the provisions of this article the word "person" shall import both the plural and singular and shall include corporations, companies, partnerships, societies and associations, and the act, omission or failure of any officer, agent or other person acting for or employed by any corporation or association within the scope of his authority or employment shall in every case be deemed to be the act, omission or failure of the corporation or association as well as that of the officer, agent or other person; and that in case of violation of the provisions of this article by a partnership, association or corporation, every member of the partnership or association and the directors and general officers of the corporation and the general manager of the partnership, association or corporation, shall be individually liable and any action, prosecution or proceeding authorized by this article may be brought against any or all of such persons. When any prosecution under this article or under section eleven hundred and forty-two, section eighty, section eighty-one, section eighty-two, section seventeen hundred and forty-two, section [illegible] and forty-six, section [illegible] and forty-seven, section [illegible] and forty-nine, section [illegible] and forty-one and section [illegible] and sixty of the penal law and any amendment thereto is made on the complaint of the [illegible] a fee of [illegible] shall be paid into the State treasury.

§ 241. Schedules A, B and C. These schedules remain in force until revised by the board and approved by the regents.

Schedule A. Arsenic, atropine, corrosive sublimate, potassium [illegible] hydrocyanic acid, morphine [illegible] and all other poisonous vegetable alkaloids and their salts, oil [illegible] podophyllin, opium and its preparations, except paregoric and such others as contain less than two grains of opium to the ounce.

Schedule B. Aconite, belladonna, cantharides, colchicum, conium, cotton root, digitalis, ergot hellebore, henbane, phytolacca, strophanthus, oil of savin, oil of tansy, veratrum viride and their pharmaceutical preparations, arsenical solutions, carbolic acid, chloroform, creosote, croton oil, white precipitate, strophanthin, wood alcohol, mineral acids, oxalic acid, paris green, salts of lead, salts of zinc, white hellebore, or any drug, chemical or preparation which, according to the Pharmacopoeia and Formulary and Homeopathic Pharmacopoeias, is destructive to adult human life in quantities of sixty grains or less.

Schedule C. Ammonia water, bicarbonate of soda, borax, camphor, castor oil, cream of tartar, dye stuffs, essence of peppermint, essence of wintergreen, non-poisonous flavoring essences or extracts, glycerine, licorice, olive oil, sal ammonia, saltpetre, sal soda, Epsom salt, Rochelle salt, sulphur, cod liver oil, vaseline, petroleum jellies, oil of origanum, oil of spike, flaxseed, rock candy, butter color, malt extract, extract of beef, beef, iron and wine, extract of witch hazel, quinine pills, cathartic pills, seidlitz powders, bay rum, perfumes, toilet water, turmeric, talcum powder, composition powders, porous plasters, court plasters, copperas, alum, gum arabic, lithia water.

Section 3. This Act shall not affect pending actions or proceedings, civil or criminal, brought by or against the State Board of Pharmacy, as the same was constituted prior to the taking effect of such Act, but such actions or proceedings shall be prosecuted or defended to a final conclusion, in the same manner, by the State Board of Pharmacy, constituted as herein provided, by the officers having jurisdiction in respect thereto. The provisions of this Act shall not be construed so as to affect or impair any act done, or right accruing, accrued or acquired, or any penalty, forfeiture, or punishment incurred prior to the time when this Act or any part thereof takes effect, under or by virtue of the law amended by such Act, but the same may be asserted, enforced, prosecuted or inflicted as fully and to the same extent as if this amendatory Act had not been passed.

Section 4. Section three hundred and eighteen of such chapter is hereby repealed.

Section 5. This Act shall take effect August first, nineteen hundred and ten, except that the provisions contained in section two hundred and thirty-one, which relate to the nomination and appointment of members of the State Board of Pharmacy and the organization of said board, shall take effect immediately.

New York's New Law Which Makes Unlawful Possession of Cocaine a Crime.

Following is printed the full text of the New York State Anti-Cocaine Law, as enacted by the last Legislature and approved by Governor Hughes on April 21, 1910

CHAPTER 131—LAWS OF 1910.

(Amending Penal Law. Effective April 21, 1910.)

Section 1. Section seventeen hundred and forty-six of chapter eighty-eight of the laws of nineteen hundred and nine, entitled "An Act providing for the punishment of crime, constituting chapter forty of the consolidated laws," is hereby amended to read as follows:

§ 1746. Sale of cocaine or eucaine. It shall be unlawful for any person to sell, furnish or dispose of alkaloid cocaine or its [illegible] or any admixture of cocaine or eucaine, except upon the written prescription of a duly registered physician, which prescription shall be retained by the person who dispenses the same, shall be filled but once [illegible] except [illegible] and [illegible] sold at a [illegible] [illegible] of a licensed pharmacist or licensed druggist [illegible] practicing physician, licensed veterinary [illegible] provided that the [illegible] shall not be admitted to the [illegible] [illegible] [illegible]

Prominent Boston Pharmacist Talks Interestingly of Experiences With Fountains.

C. HERBERT PACKARD, president of the Massachusetts College of Pharmacy and local secretary of the committee of arrangements for the 1911 convention of the A.Ph.A. in Boston, has introduced some of his own original and forceful ideas into the soda fountain business. One of them at least his friends in the Boston Association of Retail Druggists think he ought to get patented but Mr. Packard thinks otherwise, and has on several occasions told his brother pharmacists of the improvements which he uses on his fountain.

Mr. Packard's experience with soda fountains covers nearly three decades, and in that time he has seen a development in them and in the demand for fountain beverages which quite parallels the wonderful development in transportation facilities which mark East Boston, the island district in which his two stores are situated. One of Mr. Packard's stores is in Maverick Square, exactly opposite the entrance to the East Boston Tunnel, the first under-sea tunnel to be built in America, which connects East Boston with the city proper. The other store is at Central Square, a few blocks above. When Mr. Packard entered the Maverick Square store as an errand boy, an ordinary journey from the site of the store to the heart of the city proper required 35 minutes, using horse cars, the ferry boat, and another trip in horse cars on the other side. Oftentimes now Mr. Packard leaves the same store, of which he is now proprietor, boards an electric car, and in five minutes is in Washington street in the city proper, making the journey through the mile of tunnel.

C. HERBERT PACKARD, of Boston, Mass.

"There have been great improvements in transportation facilities," said Mr. Packard, "and there have been great changes in soda fountains. When I came to work in this store," he said to a representative of the ERA, "we had a small marble box on the counter for a soda fountain, and during the winter it was stored and a case of toilet goods or proprietary articles took its place. No soda was sold after the first of October. In 1887, when I bought the store, I remodelled it and put the first wall apparatus in East Boston. From that time, with the remodelled store and the larger and attractive fountain, dates my all-the-year-round soda business. That fountain lasted ten years, when I replaced it with a larger wall apparatus. Three years ago I again remodelled the store, putting in a tile floor among other things, and changing the wall apparatus for a modern Innovation fountain. I had one of the earliest Innovations in East Boston. Changing the store over the first time made a difference of 400 to 500 per cent in the soda business.

"In both of my stores now the soda business is large throughout the whole year. I can remember when ice cream in winter at a soda fountain was an unheard-of thing, but now it is one of the most common."

Mr. Packard is a man of original ideas and of unusual force, characteristics which have revealed themselves in his administration of the several offices which he has been called upon to fill, notably as chairman of the entertainment committee of the N.A.R.D. meeting in Boston several years ago; then as president of the Massachusetts State Pharmaceutical Association, and more recently as president of the Massachusetts College of Pharmacy. Still further evidences may be expected at the A.Ph.A. meeting next year.

When he was asked about fountain methods and whether he found any difference in the character of the trade at the two stores, he replied: "Yes, there is a difference. At the Maverick Square store we have a larger demand for straight drinks, for orangeades, for orange phosphates, for milk shakes and for egg drinks. At the Central Square store we do a larger business in college ices and in ice cream. More of our trade here is for a 5-cent drink, while there it is more of the 10-cent class.

"At both stores we have a good egg drink trade, and I have aimed in this, as in all fountain business, to have everything of the best. I have an arrangement for getting eggs fresh that has proved highly satisfactory. Every five or six days I have a case come down from a dairy farm in Deerfield Valley, western Massachusetts. I have a cousin there who sees that I get the freshest of eggs. Each egg is marked, and my trade has come to know that I have fresh eggs at the soda fountain, and they respond accordingly.

"I have a method of keeping milk and of keeping it chilled that I devised. Many fountain operators keep milk in a reservoir or syrup tank, while others keep it in jars packed in ice in order to keep it chilled. But I use an ice cream container, packed in ice, and it is chilled and sweet night or day. I find it works perfectly and milk shake patrons speak of its sweetness and coldness.

"I also find it desirable to keep a bowl of chopped ice for such drinks as orange phosphates. A little cracked ice adds a zest to the beverage that it lacks without the ice.

"Then I have a brush device for cleaning tumblers, especially those which have had ice cream in them. I have been urged to patent it, but have never felt so inclined and have told about it at meetings of the association. It is a practical, thorough and inexpensive method of cleaning glasses, and requires only one hand to do it, leaving the other free. I took a discarded tumbler washer, had the bottom weighted, so that it would always set firm, and then had a circular brush, in a frame set in around the sides. Then I had another brush for the center, conical in shape, to clean the interior of the glasses. I keep the vessel well filled with water containing any kind of saponaceous material, soapine, pearline, or any kind of washing powder that I may have on hand, to neutralize the butter fat."

At this point a customer had finished a pineapple college ice, and the glass was covered with the cold butter fat. Mr. Packard gave at once a demonstration of his cleaning method. He rinsed the glass in a patented tumbler washer, which took off the great bulk of the matter, but the glass was still decidedly "dirty." He plunged it into his own device, twirled it two or three times around the brushes, and the glass came out clear and shining. "This is the best method of cleaning glasses I have seen anywhere," he said, "and it is quick and easy."

"It has been suggested that the bristles, if constantly in water, will get soft, or that the water in the small cleaner is likely to become foul by standing, but neither of these objections has proved serious. The brushes last about a year and

cost $1 or $1.50 to replace. By first rinsing the glasses the great bulk of foul matter is removed, and it is a simple thing to turn out the water and fill up anew and to add a little more saponaceous material. Every morning the brush is scalded out with hot water. It has worked well with me for two or three years, and I always have clean glasses for my customers. In fact I would not have any other kind, no matter what the trouble might be in order to clean them. Cleanliness about the soda fountain is a prime requisite. With the modern fountain, there is no need of any dirt or unsanitary condition. Everything is marble, slate or metal. It is impossible to spill water on the floor unless one tries to do it. The floor behind the fountain is always dry, and there is no rotten wood to collect filth."

Mr. Packard's fountain is illustrated on the next page.

FORMULAS

In this department will be found each month a number of soda fountain formulas in addition to the complete and varied assortment published every month in The Soda Fountain, which journal contains much other information of value to druggists who own and operate fountains, serve lunches or sell confectionery.—Editor Era.

Glasgow Frappe.

Lemon juice, ½ ounce; 1 egg; powdered sugar, 1 tablespoonful; shaved ice, ¼ glassful; mix, shake and strain into a 12-ounce glass and fill with B. & C. ginger ale.

Oriental Sundae.

Take the juice of 3 oranges and add to it 1 quart of simple syrup. Cut 3 bananas into thin slices and 3 oranges into small squares and mix all together. To serve take a scoopful of vanilla ice cream and put over it 1 ladleful of the above mixture, top off with whipped cream and a maraschino cherry.

Cherry Cooler.

Cherry syrup, 1½ ounces; lemon, 2 slices; juice of half a lemon. Nearly fill a 12-ounce glass with shaved ice, put in the foregoing and fill the glass with carbonated water. Add two maraschino cherries placed on slices of lemon and serve.

Strawberry Cabiri.

Select a good specimen of grapefruit or shaddock, remove the inner edible portion, section by section, and mix it with an equal quantity of ripe strawberries in a suitable dish; add a sufficient quantity of powdered sugar, flavor with Curacao cordial and set the whole on ice for an hour or so. To serve, fill the grapefruit shell (after the hard part has been cut out) with the mixture of fruit, garnish with whipped cream and add a thin slice of sweet orange.

Gloria Sundae.

Mix 6 ounces of malted milk with 1 quart of walnut sundae. Serve a tablespoonful on ice cream.

Lalla Rookh Ice Cream.

Six eggs; cream, 2 quarts; sugar 12 ounces; bring to a boil, cool, add 2 ounces of curacao flavor and freeze. Serve with whipped cream or a highly flavored sauce.

Chocolate Sundae Syrup.

Make a paste of [illegible] 1 quart of hot water to ½ pound of chocolate, stirring continuously. Add 1 pound of sugar, boil, cool, and again bring to a boil, being careful not to burn. Add ½ ounce extract of vanilla and mix. Excellent [illegible] A [illegible] can be made by using a dressing or sauce a mixture made of equal parts of this syrup and nuts. An ordinary syrup of chocolate can be made by adding enough simple syrup to the above formula to make the quantity measure one gallon.

Chocolate Mirage.

[illegible] orange flower water, 8 ounces; curacao flavor, q. s.; chocolate [illegible]

Thin Ices.

On a thin oval-shaped dish place in triangular outline a slice [illegible] Over them pour a small portion of pineapple, cherry and strawberry crushed fruit. Top off with a spoonful of whipped cream, a few nuts and a maraschino cherry. (Our correspondent is probably not aware that quite a different formula is employed for making a beverage dispensed under the above title in various parts of the country. See No. 157, "Dispenser Soda Water Guide," second ed.—EDITOR.)

Egg Lemonade.

Shaved ice, ½ glassful; 1 fresh egg; juice of 1 large lemon; powdered sugar, 3 heaping teaspoonfuls; plain water, 6 ounces. Shake thoroughly and add a small quantity of carbonated water, fine stream only, and grate a little nutmeg on top.

Mint Lemonade.

Peel 1 lemon, slice it in several pieces and drop into a thick lemonade glass; add 5 or 6 spoonfuls of sugar and a sprig of mint. Rub the contents of the glass with a wooden pestle until the juice is well out of the lemon and the sugar is nearly dissolved. Add a ladleful of cracked ice and fill the glass with water. Shake well and strain into another lemonade glass into which a tempting sprig of mint has been placed. A very refreshing drink and can be readily sold for 10 cents.

King George Sundae.

Into a sundae cup turn a cone-shaped measure of ice cream and over it pour a ladleful of chopped walnuts, add a little whipped cream and top off with 3 maraschino cherries.

Frozen Fruits.

Take the ripest of raspberries, currants or strawberries, as desired; press the fruit through a hair sieve into an earthen crock. To every 5 pounds of pulp, add 2½ pounds of sugar, 1 quart of water and the juice of two lemons or oranges. Freeze as you would ice cream and when frozen, put the mixture at once into porcelain-lined cans or an earthen vessel, and well pack in ice and salt.

Pistachio Syrup.

Sugar syrup, 1 gallon; extract of pistachio, ½ ounce; fresh cream or condensed milk, 1 pint; gum foam, ½ ounce. Mix and color with pistachio coloring.

Strawberry Ice Cream.

Strawberry juice, ½ pint; black raspberry juice, 1 tablespoonful; lemon juice, 2 tablespoonfuls; orange flower water, 20 drops; sugar, ½ pound. Dissolve the sugar in the juice and then freeze with cream, 1 quart, and sugar, ½ pound, previously cooked as for pineapple ice cream.

Chocolate Bouche.

Chocolate syrup, 2¼ ounces; shaved ice, 3 ounces; milk, enough to fill a 12-ounce glass. Shake well, strain, and top off with whipped cream.

LOUISIANA CONSIDERING A CAFFEINE LABEL.

Senate Passes Measure Designed to Show the Content Soda Fountain and Other Beverages.

BATON ROUGE, June 20.—The Labbe bill on soda fountain beverages that contain caffeine or theine, or any of their salts, has passed the Senate and now goes to the House for approval.

The Senator from St. Martin vigorously pushed his bill in the face of a motion by Senator Sanford of Orleans, who wanted it reconsidered, but who on hearing it explained, withdrew the objection.

The bill makes it mandatory on druggists operating soda fountains and other places serving beverages of the kind covered by the Act to label each container indicating the quantity of caffeine in the syrup and in the case of dispensers the Act is even more onerous, for it requires them to put up a placard announcing that all such syrups used in the concoction of drinks contain caffeine, which, as described by medical authorities, is a stimulating drug, which, if used in overdoses, causes nervousness in the same degree that excessive use of coffee and tea produces similar results.

Before and After Pure Food Law Enactment.

Dr. W. P. Cutter, Missouri State Dairy, Food and Drug Commissioner, had an exhibit of adulterated food in the Coliseum at St. Louis in connection with the recent convention of the A.M.A. in that city. This food was collected from all parts of the State and was prepared to show the contrast in food [illegible] the Pure Food Law went into effect. This exhibit was of much interest to the medical men.

C. H. Packard's Popular Soda Fountain in His Maverick Square Pharmacy, Boston.

A. E. Packard, chief clerk, behind the fountain. See article on page 693 for experiences of C. Herbert Packard.

A Medical View of Chocolate.

In a recent issue of the *Journal of the American Medical Association*, the editor gave the following information in reply to a correspondent:

1. We are unable to find any statement that irritation of the urinary organs is a common result of the ingestion of chocolate or chocolate candies. If this symptom has been observed, it appears not to have been made the subject of pharmacologic investigation.

2. The principal constituents of the cacao bean are fat (oleum theobromatis), theobromin, other nitrogenous substances, volatile oil, tannin and cocoa red, and gum. The fat is a non-irritating, easily digestible substance having a composition similar to other fats, with the exception that it contains a glycerid of arachidic acid. It is improbable that irritation could be produced by the fat unless indirectly by disturbing digestion in susceptible people. Theobromin (dimethylxanthin) is a base similar to caffein (trimethylxanthin) and acts as a powerful diuretic. It is converted to a large extent into purin compounds and may possibly increase the amount of uric acid in the urine. The other nitrogenous substances are mostly insoluble and indigestible and have no constitutional effect. Nothing appears to be known about the action of the tannin and cocoa red or the gum. It is supposed that the aroma of cocoa depends on a volatile oil, but nothing is known regarding its pharmacologic action so far as we can learn.

3. Ordinary chocolate consists of the roasted and ground cacao beans, from which a portion of the fat has been removed and the residue pressed into cakes, either with or without the addition of sugar. In consequence of the varying methods of manufacture, it is not practicable to give an exact analysis of ordinary chocolate. The following is an analysis of the Caracas cocoa nibs: Moisture, 7.77; nitrogenous substances, including theobromin, 14.13; theobromin, 1.48; fat, 45.54; starch, 19.40; cellulose, 6.19; ash, 4.91; sand, 2.06 (Weighman).

Soda Dispenser Now a Store Owner.

CINCINNATI, June 20.—From a dispenser behind a soda water counter to be the owner and manager of a big drug store on the ninth busiest corner in the United States in less than seven years is the remarkable jump made by Grover C. Hoffman. He realized his ambition to own one of the best paying drug trades in Cincinnati recently when he purchased the stock and fixtures of the Owl Drug Store, Fifth and Walnut streets. Mr. Hoffman started in at the Owl store a little less than seven years ago as a soda water dispenser at a salary of $5 per week. By the payment of $10,000 he has become the sole owner of the store, lease, stock and fixtures.

Information Fountain Advertising.

In a general sense, all advertising imparts information, but there is a class of copy through which indirection of information adds to the strength of the direct information that follows. It is to this sort of copy to which especial attention is herewith called. The object of this kind of information copy is to attract attention to the direct closing statements, rather than to educate. For example:

FIFTY THOUSAND QUARTS OF CHERRIES PER DAY
during the season are canned by one factory for soda fountain use exclusively. The cherries must be fine, or the canners could not sell them.
OUR CHERRIES COME FROM THAT FACTORY.

A card or window strip bearing an announcement like the above serves the double purpose of impressing the consumer with the magnitude of the soda water industries, and at the same time convinces the reader of the high quality of the cherries used at the fountain.

Here is another which is a little deeper, and more direct:

COCOA IS NOT CHOCOLATE!

After most of the butter and nearly all the starch is removed from chocolate, cocoa remains. If you desire nourishment and that rich "nutty" flavor, you want chocolate soda made with chocolate. Much so-called "Chocolate Soda" is made with *cocoa*.
WE MAKE OUR CHOCOLATE SYRUP WITH CHOCOLATE.

Here is a bit of copy of the same class, but all about home:

IT IS THE COME-AGAIN TRADE THAT PROVES QUALITY.
A good many folks have bought all their soda from us for years, and the business has grown on its goodness until
WE ARE USING A BARREL OF FINE SUGAR PER WEEK
in preparing our syrups and fruits.
Doesn't that PROVE that we serve GOOD soda?

From the foregoing examples, our readers will be able to

build up information copy to suit their particular requirements.

Fountain Cleanliness.

It is mighty good business to talk about fountain cleanliness in advertisements. Of course, you must back every cleanliness claim with provable cleanliness. Don't ask people to "look over the counter" at a bucket of slops. Here is a suggestion for cleanliness copy:

CLEANLINESS IS HALF OF SODA SATISFACTION.

Lean over the counter and have a look at the working parts of our fountain. Pass your hand over the metal parts—no dirt or grease there. Look at the draught tube, the spoons, glasses, syrup bottles. Clean? You bet! Um-m-m! No impurity in our soda!

Here is another:

IT'S HARD TO HIDE DIRT AT A SODA FOUNTAIN.

It was easy to do it with the old "hunting case" sort, but with the modern "open face" style, like ours, it is different.

IF THERE IS ANY DIRT IT SHOWS.

Walk behind the counter, lift things up and look underneath. You will find metal, marble and glass [illegible]

NOTHING BUT WHOLESOMENESS, CLEANLINESS AND QUALITY AT THIS FOUNTAIN.

But before we leave this subject of cleanliness, let one more warning be recorded. In many cases claims for cleanliness and sanitation are falsely made. Oftentimes this is the fault of neither owner nor dispenser, so far as labor is concerned, but an old dog house or washstand masquerading as a fountain is generally far from sanitary, and cannot be kept clean. A fountain, to be profitably clean, must look clean. If yours is a war-scarred veteran, put it on the retired list, and get a new one, or leave out the cleanliness and sanitary talk.

Make the Types Talk.

Advertising in general made a progressive leap when it, within a few years, broke loose from the set, stiff, ultra-grammatical style, and commenced to talk as ordinary mortals do.

In every business in which the social side is a feature, or has a value, there is something which encourages familiarity. This is peculiarly true of the soda water business. Drinks have taken names from the fads and hobbies of the day, conversation among patrons adds a personal element to the service, and so, advertisements for the fountain should be couched in that contracted, conversational way in which the town talks.

The Temperance End of Advertising.

Of course, one should take advantage of "The prohibition wave," in advertising his fountain, but in doing so he should bear in mind that in appealing to a prohibition class exclusively he may be catering to the intemperate radicalism of overzealous reformers. No good advertiser ever allies himself in print with a faction. Many a total abstainer is more temperate than a prohibitionist in language and thought, yet is [illegible]

THIS IS NOT A GIN MILL

[illegible]

OUR DRINKS ARE INVIGORATING BUT NOT INTOXICATING.

[illegible]

Formulas.

Just [illegible] appear in the new edition of the Dispenser Soda Water Guide. Every fountain operator needs it.

Fountains in Drug Stores.

—FORTUNATELY for Mr. Hildreth, proprietor of the Adams Pharmacy, Phœnix, Ariz., a splendid new fountain which he had ordered had not arrived when the drug store was burned recently. The fountain came in opportunely as one of the fixtures of the new store which Mr. Hildreth quickly arranged to open in a nearby location. The reopening was a great success.

—HANDSOME new fountain was much admired at the recent opening of Edward Betourne's remodeled pharmacy in Kankakee, Ill. Souvenirs consisting of dainty linen handkerchiefs and small bottles of fine perfumery were gifts to the lady patrons, who were present in large numbers.

—W. H. BUNDY'S store at Marion, Ill., has been purchased by Armstrong, Hartwell & Co., and is being improved. Ed. Hartwell, brother of Dr. Hartwell, is in charge of the soda fountain. Mr. Bundy remains as prescriptionist.

—S. A. WALLACE & Co., Crookston, Minn., in addition to remodeling and improving their drug store, have placed in position a new fountain. Mr. Burde, of Minneapolis, has been placed in charge of the apparatus.

—PLATT & WALKER, State street druggists, Schenectady, N. Y., have had to add a sixth horse and wagon to their equipment, on account of the increase in the ice cream branch of their business.

—GEORGE GABBETTE, of Elgin, Texas, has found business rapidly and steadily improving since installing a new soda fountain, one of the handsomest in the State.

—C. C. SEAWELL, of Asheville, N. C., has installed a handsome new fountain in his new pharmacy in the Swannanoa Hotel Building, South Main and Willow streets.

—IT is now possible to serve 98 people at the same time at the fountain in the Shelley pharmacy in Wichita, Kan., due to improvements recently made by the company.

—THE Watman Pharmacy, Church and Neilson streets, New Brunswick, N. J., has installed an up-to-date fountain.

—R. D. MCDOUGAL, of Main and Adams streets, Peoria, Ill., has added a beautiful iceless apparatus to his store.

—TURNER & PETERS have placed a new and modern fountain in their Tenth street pharmacy in Columbus, Ga.

—ESTORGE DRUG Co., New Iberia, La., has opened a new iceless fountain which is one of the finest in the State.

—ADDITIONAL news regarding fountains in drug stores will be found in the July number of *The Soda Fountain*.

—POPP & RATHER, Green Bay, Wis., have completed the installation of a new fountain of Chicago make.

Purity in Soda Water Promotes Longevity.

Dr. Seneca Egbert, dean of the medical department of the Medico-Chirurgical College, of Philadelphia, paid a strong compliment to the business in soda water on June 15 when, in an address to the delegates attending the twelfth annual conference of the physical directors of Pennsylvania, he declared that pure milk, pure water and pure air increased the average span of life seven and one-half years. He declared that the attention which the authorities of the Keystone State have given during the last five years to the purity of the drinks of the people has decreased the mortality from 53 to 26 persons for every 100,000 inhabitants.

"Claret Phosphate" Causes Arrest of Druggist.

[illegible], June 20.—A complaint was [illegible] sworn to against C. E. Week, the local druggist, charging him with a violation of the recently adopted city ordinance respecting the sale of liquors by druggists. The specific act of Mr. Week is said to be the serving of a drink known as a "claret phosphate," over the soda water counter, a drink which he declares is served even in strictly prohibition towns and does not come within the category of liquor drinks. Mr. Week has [illegible] the [illegible] of serving such a refreshment in his [illegible] not regarding it as in any respect being under the ban of the ordinance.

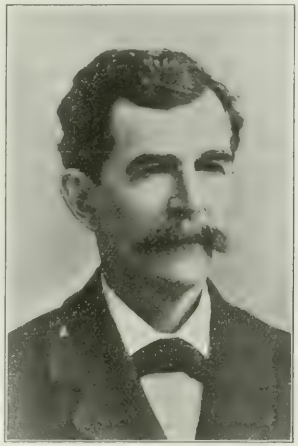
Half Million for Cool Drinks on One Sunday.

Chicago, June 20.—It is estimated that Chicago spent half a million dollars yesterday for "cooling her pipes." A prominent proprietor of ice cream said that on a hot day more than $500,000 is spent for ice cream and ices. More than $300,000 is paid out for beer and other refreshments, and another $100,000 for lemonade and soft drinks.

MOSTLY PERSONAL

Dr. Sappington, Baltimore Veteran, Has Had a Long and Useful Career as Pharmacist and Physician.

BALTIMORE, June 20. One of the most interesting figures among Baltimore druggists is Dr. Richard Sappington, who conducts a pharmacy at the southwest corner of Lexington and Gay streets, and who may be said to represent the period of transition between the time when the drug business was largely in the hands of physicians and when doctors usually dispensed their own medicines. Up to about 50 years ago it was common for the doctor to get his crude drugs from the drug store, which generally carried paints, oils and other substances in addition to medicaments, and to mix them himself. It was quite in order, therefore, that a physician should also engage in the business of druggist, combining the two occupations or professions. The development of modern pharmacy, however, made it necessary that there should be a division between prescribing and dispensing, and in course of time the druggist came to be generally recognized as a person possessing special knowledge of the compounding of formulas, and being trained in pharmaceutical manipulations, thus acquiring an expertness which the doctor could not gain if he had many calls to make on patients. In other words, the branches of pharmacy and medicine became too vast to be followed conjointly by one individual, and the druggist gained a definite and honored place. Since then, another development has tended to bring the dispenser and the doctor quite close together again, this being the manufacture of proprietaries, which are brought to the personal attention of physicians and supplied to the medical profession by the makers, so that not a few doctors carry in the compass of a satchel enough medicines in concentrated form to meet many at least the earlier requirements.



DR. RICHARD SAPPINGTON,
Baltimore's oldest physician and pharmacist. Photo 1882.

Dr. Sappington began his career at the time when physicians still put up many of their formulas and he has adhered to his early acquirements and practices by conducting a pharmacy and at the same time practicing medicine. He is the oldest living pharmacist in Baltimore and perhaps also the oldest practicing physician in Maryland, and, what is hardly less remarkable, his continuance of the capacity of pharmacist and doctor has not lost him the respect either of the medical profession or of his colleagues among the druggists. He has the satisfaction of being able to look back upon a long and honored career, and he enjoys to the fullest extent the esteem of the two professions with which he is identified. He has never gone to limits that might invite the hostile criticism of one side or the other. Though he has put out various proprietary preparations and advertised them in a way, his publicity methods have never involved the making of extravagant claims. He has remained within the limits of ethics in his advertising matter and he is not to be confounded with distributers of nostrums or cure-alls. His compounds are standard articles, put up in accordance with scientific principles, and they are often prescribed by other doctors. In medicine he has been conscientious and painstaking, never resorting to methods that might call forth censure. In order that he might be able to do justice to his drug business, he has confined himself almost entirely to an office practice in medicine, seldom seeing patients away from there, and always observing punctiliously the ethical requirements of the profession.

Of a disposition more retiring than aggressive, Dr. Sappington nevertheless has made many friends, and for years was quite active in movements to advance the interests of pharmacy. He is courteous and sociable, impressing all who meet him as a sincere and high-minded man. To many of his neighbors and friends he has acted as counselor and guide, not merely in matters of health, but in numerous affairs of life, and in this respect also he occupies a rather unique position, holding the confidence of his patrons to an extraordinary degree.

Dr. Sappington is a son of the late Dr. John Sappington and of Lavinia Bagley Sappington. He was born at Darlington, Harford County, Md., in 1827. His grandfather, Dr. Richard Sappington, after whom he was named, served as a surgeon in the Continental Army during the War of the Revolution. Until 1846 the young man attended school in Harford County, getting among other things a classical education at the Darlington Academy, where he read Cæsar, Cicero and Virgil, and acquired some knowledge of Greek. It is mentioned as of historical interest that during the War of the Revolution Maryland contributed a large sum to help the struggling government, in consideration of which aid the United States pledged to the State the sum of $400 a year, forever, for each county in the State, the money to be devoted to schools. The Darlington Academy was one of these beneficiaries. Young Sappington's tuition when he attended the academy was $12 a year.

In 1846 he decided to leave Harford County for Baltimore and wrote to a friend named Thomas Piggot, who had formerly lived opposite his home in Darlington, requesting that he find him a situation, "even if it should be in a drug store." In August of the same year young Sappington reached Baltimore and at once began to study the apothecary's business under Dr. Roundtree. He also served in the stores of Dr. Tyler and George Jones, who bought Dr. Tyler's store at Baltimore and High streets. The Maryland College of Pharmacy was not then open, and the drug business and the dispensing of medicines was largely in the hands of physicians.

On St. Valentine's Day, 1848, Dr. Sappington bought the stock and fixtures of a drug store in Pennsylvania avenue and moved the equipment to Gay and Aisquith streets. While conducting the drug business he attended lectures at the University of Maryland School of Medicine, where he was graduated in March, 1851. Soon after graduation Dr. Sappington applied for admission to the Maryland Medical and Chirurgical Society of Maryland, which would not accept him because he was a druggist, and he was informed that the Maryland College of Pharmacy would not admit him because he was a physician. Dr. Sappington thus hung like Mohammed's coffin, between heaven and earth, as it were, and he forebore applying to the College of Pharmacy for membership. Later, however, this institution changed the requirements for admission and Dr. Sappington tried again, being proposed for membership by Andrews & Thompson, one of the best known firms of druggists in Baltimore in its day. His high standing and eminent qualifications soon won him recognition. For nearly half a century he has been affiliated with the Maryland College, serving for a time as vice-president, and being elected to the board of examiners and to other offices, in all of which his wide experience, excellent judgment and solid information, not less than his practical views, made him a potent factor. Dr. Sappington also became a member of the Maryland Pharmaceutical Association and he has worked quietly but effectively for the good of the profession.

Delicate health at first caused him to confine his medical practice almost entirely to his office, and this policy he has continued throughout his career. He has thus been engaged for 59 years. His drug store he has carried on for 63 years, and continues to do so, with the assistance of his son, Reginald Power Sappington. The pharmacy has been in its present location for about half a century. There surrounds it an old-fashioned flavor that can now be found in few others. The shelving and drawers are of the kind with which patrons of stores long ago were familiar. The store is heated by a stove, instead of a furnace or hot water, as is the case in modern buildings and the touch of the latter days upon the place has been very light, indeed.

Until last Christmas Dr. Sappington was in his store every

day. At that time however he was taken ill and for weeks he was confined to the house. Now, however, he has so far recovered as to be able to get down at his store, though he cannot spend much time there. He enjoys the distinction of being the oldest living graduate of the Maryland University School of Medicine.

—J. J. [illegible], assistant to Prof. Henry Kraemer at the Philadelphia College of Pharmacy, and Henry S. Gebhall, '09, formerly a star athlete at the college but now associated with his uncle, Walter V. Smith, president of Valentine H. Smith & Co., gave a handsome silver cup to the member of the class of 1910 at the college who stood highest in his studies and at the same time had the greatest number of points won in the various athletic contests at the institution during the term just closed. Messrs. Bridgeman and Godshall are ardent believers in outdoor exercises for the pharmacist and will offer a similar cup each year.

—DR. O. W. BETHEA, of Meridian, Miss., for the past seven years secretary of the Mississippi State Pharmaceutical Association, did not accept re-election at the recent annual meeting of the organization since he takes up his residence in New Orleans in the near future. As a token of their admiration and appreciation of his services, the members presented him with a beautifully engraved gold watch fob.

—J. H. MASHOLDER has reopened his pharmacy at Eagle's Mere, Pa., after spending the winter season quietly at his Philadelphia home. Mr. Masholder is a crack athlete and is prominent socially in the Quaker City, but declares that it is business only during the few months, for his store at Eagle's Mere is the Mecca for the thousands of tourists who visit this mountainous section of Pennsylvania.

—SAMUEL W. FAIRCHILD, of Fairchild Bros. & Foster, was a delegate representing the New York Chamber of Commerce, the oldest organization of its kind in the world, at the International Congress of Chambers of Commerce, held in London, June 21 to 23. He also received an appointment from the Department of State at Washington to represent the United States at this convention.

MISS NAOMI RICHARDSON, daughter of Mr. and Mrs. W. C. Richardson, of Washington, D. C., has graduated from the National College of Pharmacy with the highest average ever made by a student of that institution. She was scholarship winner during every year of her course, and is yet lacking a few months of the age necessary to admit her to board examinations.

—PROF. FREDERICK J. WULLING, of Minneapolis, dean of the School of Pharmacy of the University of Minnesota, surprised his friend and fellow educator, Prof. Henry Kraemer, of the Philadelphia College of Pharmacy, by dropping in unannounced recently to talk over the times when both were instructors at the New York College of Pharmacy.

—I. V. S. STANISLAUS, dean of the department of pharmacy of the Medico-Chirurgical College of Philadelphia, is preparing for a good long rest throughout the summer in the heart of the mountains of Pike County, Pennsylvania. Professor Stanislaus spent June at Swarthmore, in the suburbs of Philadelphia, completing literary work.

[illegible] CAMPBELL is as prominent in business affairs as he is in pharmaceutical circles in his own community. In addition to being recently renominated for the Pennsylvania Legislature, Mr. Campbell has been elected a director of the powerful Business Men's Association of the 34th and 44th wards, Philadelphia.

—SIMON L. BREISLER, of Denver, secretary of the Colorado State Board of Pharmacy and a delegate at the U.S.P. Convention, was a recent visitor in this city. He expressed himself as greatly pleased with the New York College of Pharmacy, through which he has already [illegible] Secretary Prentiss P. Mann.

[illegible] J. DOUGLAS, of the H. K. Mulford Co., with headquarters at Providence, R. I., recently married Miss Helen Horton Kurtz. Previous to Mr. Douglas' transfer to his present location, his territory was upper Manhattan and the Bronx, and many friends and [illegible] extend congratulations.

W. L. [illegible], secretary of the Alabama State Ph.A., has completed a year's work in the Louisiana Department of the [illegible] Company, and has succeeded Inspector of the W. A. [illegible] Drug Co. in charge of Tennessee. Mr. Bethea will [illegible] the [illegible] Mississippi territory for [illegible].

W. A. [illegible], formerly of the [illegible] force of H. K. Mulford Co., is now in the Kansas City territory, succeeding [illegible], who has been promoted to the company's Eastern representatives. He is making a tour of the Eastern States.

[illegible] KRAMER, who recently retired from the retail drug business in Philadelphia, has moved from the neighborhood which for 17 years has known him so well and is now comfortably established in a new home at 1832 North 32d street, Philadelphia.

—JOSEPH L. TURNER, head of the research department of the H. K. Mulford Co., of Philadelphia, has returned from an extended business trip through western Canada. He visited the company's branch houses in Chicago and Minneapolis on his way home.

—FRED P. SCHWAEMMLE, druggist, corner 22d and Christian streets, Philadelphia, accompanied by John J. McCullough, one of Eli Lilly & Co.'s salesmen in the Quaker City, made a flying trip to New York and Coney Island very recently.

DR. AND MRS. WM. JAY SCHIEFFELIN and two children recently sailed for Glasgow. Dr. Schieffelin will attend the World's Missionary Conference at Edinburgh and the International Conference of the Business Men's Association at London.

—JOHN REISENMANN, a well known druggist of Franklin, Pa., whose daughter has been seriously ill, has sent her, accompanied by other members of the family, to southern Texas in the hope that the climate there will be beneficial.

—CHARLES E. VANDEERKLEED, chief chemist for the H. K. Mulford Co., of Philadelphia, has turned out to be one of the crack tennis players of the recently organized country club of Collingswood, N. J., where his summer home is located.

—F. E. STAMM, representing the Karith Chemical Co., was a popular visitor at the recent convention of the Illinois Ph.A., at Decatur, where he distributed about 500 samples of Karith among the members of the association.

—MARTIN H. KLEINE, son of Oscar Kleine, the late treasurer of the Kings Co. Ph.S., and who is connected with Eli Lilly & Co., attended the recent meeting of the New York State Ph.A. at Saratoga Springs.

—F. G. MEYER, representative in this city of Meyer Bros.' Drug Co., of St. Louis, recently attended the 50th wedding anniversary of his parents, Mr. and Mrs. J. F. W. Meyer, celebrated at Fort Wayne, Ind.

—HOWARD CASSARD, president of the Stonebraker Chemical Co., Baltimore, was foreman of the grand jury which recently probed the bribery charges in connection with the light and power monopoly in that city.

—WILLIAM SCOTT, president of Daniel Stewart & Co., Indianapolis, sailed recently for England on the Cedric.

—A. C. STEINBUEHLER, 453 Coney Island avenue, Brooklyn, has opened a new store.

—SAMUEL W. FAIRCHILD, Fairchild Bros. & Foster, New York, is a delegate from this city to the International Conference of the Business Men's Association which will be held in London this month.

—DR. M. E. HOUGHTON, pharmacologist for Parke, Davis & Co., Detroit, and chairman of the new committee on pharmacology of the A.Ph.A., was a recent visitor for a short time in this city.

DR. THOMAS E. ECKMAN, president of the Eckman Manufacturing Co., of Philadelphia, is a familiar figure on the Boardwalk at Atlantic City, where he has taken a cottage for the summer.

—HENRY K. MULFORD, vice-president of the H. K. Mulford Co., of Philadelphia, with his family, is enjoying a vacation at his bungalow in the Berkshire Hills of Massachusetts.

MILTON BUSCH, of the [illegible] firm of Schmelzer & Busch, of Philadelphia, is spending the week-ends at Atlantic City. His headquarters are the Traymore.

W. D. DOUGLASS, [illegible] of Rockaway Sound Island, has succeeded [illegible] with Eli Lilly & Co. as special representative calling on the Italian trade.

[illegible] W. CHAPMAN, [illegible] of Chapman & Rodgers, manufacturing perfumers, of Philadelphia, visited the trade in this city a few days ago.

DR. HARVEY W. WILEY was elected president of the American Therapeutic Society at its recent Washington convention.

—NORMAN MCCLOUD, traveling auditor for Parke, Davis & Co., [illegible] a month or more in this city engaged in business.

JOHN KRAMER, of Chalfont, Pa., has recently recovered from a severe attack of the mumps.

More College Commencements—Pioneer Graduates of New Montana Institution.

Reading from left to right: Edgar W. Allen, Charles P. Valentine, Nicholas W. Wilson, Miss Blanche Conard, James Drinville, Earl Young, Harvey Cox. These are members of the first graduating class of the Department of Pharmacy of the Montana State College of Agriculture, at Bozeman, and received their diplomas on June 8. All are natives of Montana and under the ruling of the Montana State Board of Pharmacy will receive their certificates as registered pharmacists without further examination. Prof. Charles E. Mollet, the dean, has received numerous congratulations.

CLASS OF 122 GRADUATES AT PHILADELPHIA C.P.

Governor Stuart Delivers Address, President French Presents Diplomas and Dean Remington the Prizes.

PHILADELPHIA, June 20.—Gov. Edwin S. Stuart, of Pennsylvania, made the address to the graduates at the 89th annual commencement of the Philadelphia College of Pharmacy held at the Academy of Music. The immense building was filled with the relatives and friends of the class, which numbered 122.

Following the formal presentation of the diplomas to the students as they were summoned to the stage by Howard B. French, president of the college, Joseph P. Remington, dean of the institution, presented the prizes, an occasion for more enthusiasm. The recipients of the most honors were Sister Bertha Mueller and Walter Ruch, of Woodbury, N. J. The former is a sister at the German Hospital in Philadelphia and for several years has been assigned to the prescription department of the institution. She was the winner of the Proctor prize for the highest general average of the class.

The exercises were the culmination of a week of events of interest to students and alumni. On Sunday the annual baccalaureate sermon was preached to the graduates by the Rev. David M. Steele, the class, with members of the faculty, marching to the Church of St. Luke and the Epiphany in a body. The Alumni Association elected these new officers:

President, Otto W. Osterlund; first vice-president, John W. Frey; second vice-president, Richard H. Lackey; recording secretary, Joseph W. England; corresponding secretary, W. A. Bright; treasurer, C. Carroll Meyer; new members of the board of directors, J. N. G. Long, F. M. Apple, R. W. Cuthbert and F. E. Morgan, Jr.

In the evening the annual reception by the association to the graduating class took place and the alumni prizes were awarded. On Tuesday evening the annual banquet of the Alumni Association was held at the Hotel Walton with 260 persons present. Dean Joseph P. Remington was toastmaster and among those who responded to toasts were Dr. William Jay Schieffelin, Dr. Henry Beates, Jr., Edward J. Cattell, Mayor John E. Reyburn and Edward P. Gibney.

On Wednesday the annual field day was observed at the athletic grounds. In the evening the members of the faculty acted as hosts at a banquet to the graduating class.

A picture of the graduating class appeared on page 605 of the ERA for June. The names are as follows:

Doctors of Pharmacy—Peter Amsterdam, Samuel Howard Bartholomew, William David Baun, Jay Dana Beck, Joseph Blumberg, Stephen Dwight Bolton, Warren Roland Bornemann, Charles Henry Bose, James Stanley Breen, Merle Stoles Bringman, Jay William Brooks, Luke Thomas Butt, George Fulmer Chapman, Lester Cleveland Connelly, Roy Deck, Henry Vernon DeHaven, Howard Burtis Dilatush, Walter Driver, William Stacey Durbin, Norman Elias Eberly, Maurice Herr Eby, John Matthias Emlet, Miss Anna Feinstein (P.C.), Edward Paul Gibney, James Jeffries Goodwin, Hyman Greenberg, William Robert Greene, Chloe Earl Greiner, Fred Griesemer, Roland Bismarck Grom, Norbert Harrison Grove, Harold Dickinson Guenther, William Clyde Harris, Alfred Martin Harting, Joseph Victor Henkel, Arthur Cecil Henrie, Edward Calvin Hickory, Charles Coy Honsaker, Charles Lewis Horn, George Bercaw Hulick, Ellsworth R. Jones, Erny Cornelius Kehr, Vastine Atkinson Kelster, William Wallace Keys, Eugene Walker Knilley, John Leedom Kooker, Edward Michael Korb, James Kramer, Sylvan Deering Lamb, Charles Nicholas Lang, William Jonas Laros, George B. Levan, Albert Edward Lounds, William Atkinson Lounsbury, Earl Martin Loveless, Harry Elmer McAninch, Raymond Welles McCarty, Thomas Edward McCutcheon, John Aloysius McGonigal, Donald Atlee McMillen, Maurice Louis Mallas, Thomas Carpenter Marshall, Elliott Harrison Metcalf, Robert Metzler, Emory Shinkle Mohn, Miss Lulu A. Morgan (P.C.), Earl Spencer Moser, Sister Bertha Mueller, Joseph Edwin Mutty, Miss Sarah L. Naly (Ph.G.), Evan Richard Owens, Harry Jackson Pettyjohn, Henry William Press, Edward William Raines, George Edgar Ritchey, Jacob C. Lehman Ritchey, Zebulon Harrison Rodes, William George Roof, Charles B. Rothenberger, Walter Edward Ruch, Percy Reginald Russell, William Scargle, Horace Martin Schabacker, Christopher Schuehle, Jr., William Harrison C. Shelly, Roscoe Solomon, Ernest Kenneth Stratton, Louis LeRoy Topper, Frank Albert Treichler, Walter William Turner, Lewis Viner, John Carroll Walton, Paul Carleton Hill Webb, Waller Nardin Webb, Karl Wetzler, Joseph Franklin Wiesner, Philip Shuster Willingmyre, John Herbert Wilson, Lewis Elmer Wilson, Robert James Wilson, Claude Senft Wolfe, Edward Benjamin Workman, David Solomon Zelmanoff, Frank Loomis Ziegler, John Edwin Ziegler.

Pharmaceutical Chemists—William Dale Bost, Wayne Cadwallader, William Ray Calvin, William Benjamin Cooper, Miss Mary O'Dea Costello, Miss Fanny Ferry, Lewis Fleisher, Carl Racine Henry, Wallace Ellwood Klopp, James Petri Lengel, Miss Mary G. Powell, Foster John Sankey, Miss Selma L. Schmidt, Lumir Severa, Philip Siegel.

Pure Food and Drug Course—Harmon M. Sechler, Ralph Thomas Ulrich (P.D.).

RECORD CLASS AT MEDICO-CHIRURGICAL C.P.

Pharmacy Department Makes Splendid Showing at 30th Commencement—Governor and Mayor Speakers.

PHILADELPHIA, June 20.—Fifty-four graduates in pharmacy and seventeen graduates in pharmaceutic chemistry on June 3, received the coveted sheepskin at the 30th annual commencement exercises of the Medico-Chirurgical College, held in the Academy of Music. The orator of the occasion was Congressman David J. Foster, of Vermont. This was one of the largest classes, in these respective departments, which was ever graduated from the institution. At the same time, the exercises of the departments of medicine and dentistry took place. Degrees were conferred by the president, Henry F. Walton and the prizes were awarded by the deans of the respective departments. On the preceding afternoon the annual meeting of the Alumni Association of all departments was held at the college club house and that evening, graduates from all over the United States assembled at the annual banquet at the Bellevue-Stratford Hotel. President H. F. Walton acted as toastmaster, and among the speakers were Governor Stuart, of Pennsylvania; Mayor Reyburn, of Philadelphia; the Rev. J. B. Egan, of Portage, Pa., and Dr. Ernest Laplace.

Pharmacy prizes were awarded by Dean I. V. Stanley Stanislaus as follows: Faculty gold medal for highest average in the senior class to Jay Africa Simpson, with honorable mention to Max Baum, William A. Bentz, Morris W. Brenner, Samuel J. Glick, Philip Hanopolsky, Elias Israelvitz, Charles R. Johnson, Lee A. Ruth, Carl Nicholas Schmitt, Jr., Daniel Stevens and Michael G. Waschke. The graduates are:

Pharmacy—Max Baum, William Albert Bentz, Joseph Henry Bickert, Edwin Brough Blair, William Borgos, Morris William Brenner, Bruno Bronislaw Drapiewski, Francis Erwin Eitnier, George W. Elder, Harry Farber, Louis Freedman, Samuel Harris Freedman, Howard Warren Gardner, Mathew Israel Ginsburg, Samuel Jonah Glick, Alexander Stuart Hall, Philip Hanopolsky, Max Moses Heller, Grover Cleveland Hendricks, Thomas Hoch, Elias Israelvitz, Charles Roy Johnson, Solomon Ignatius Jonkus, Abraham Philip Karsh, Herbert William Kintner, Stuart Lee Kleckner, Joseph Adams Leingang, Edward

James McCormick, Conrad Cornelius Mayer, John Miles, Lester Asher Morgan, Wilbur Lee Morgan, Justus Rentschler, O Peter Morris, Rudolph Carl Jos. Wallis, Lee Parker, John Jerome Quinn, Lee Newman, Leonard Lee Anthony Roth, Clayton Lewis Smeltzer, Carl Nelson Stevens, Jr., Elmer Dysart Seiss, Jr., Joseph Sinnott, Jr., Alfred Sussman, Adam Ignatius Smith, Paul Ray Smith, Alan Stallsmith, Sam Israel Stoller, A. Gomez Frederick, Augustus Stoll, Daniel Edward Sweeney, Joseph Alexander Stone, Benjamin Ray Shoemaker, Miguel George Wardlaw Arbert, Benjamin Wilson, Paul Lewis Stevens.

Pharmaceutical Chemists—Lemuel Spencer Calvin Miller, Howard Cromwell Bell, Howard Wilmer Goodhart, Charles Henry Kline, Jr., Ethel Frazier L. Holmes, Harry A. Moses, David Milton Comstock, Harold Clyde Porter, Paul Stewart Pettegrew, Paul Joseph Rupert, William Roy Stinger, Clarence A. Schaffer, Charles Paul Weidenhagen, Rudolph J. Williams, Joseph J. Murray, John Gerald Eby, Ph.G., Charles H. Kleberly, M.S., Ph.D.

THE REV. DR. HILLIS THE ORATOR AT TEMPLE.

University's Pharmacy Department Turns Out Largest Class—Vice-President Brown Confers Degrees.

PHILADELPHIA, June 20.—Temple University, at its annual commencement exercises on June 4, graduated 27 in the department of pharmacy. It was the largest class in the history of the department of Temple. The orator of the day was the Rev. Dr. Newell Dwight Hillis, his subject being "The New Demands Upon the Scholar in the Republic." Dr. Elmer E. Brown, vice-president, conferred the degrees in the absence of Dr. Russell H. Conwell, the president, who is abroad in search of health.

The prizes in the department were awarded as follows: Dean's gold medal to Rae V. Nicholas, with honorable mention to Amos S. Rutt and Augustus C. Herting. The H. Everett Kendig gold medal to Amos S. Rutt, with honorable mention to Rae V. Nicholas and Albert C. Leininger. The Henry Fisher prize to John Shober, with honorable mention to Rae V. Nicholas. Permanent Alumni membership to Rae V. Nicholas, with honorable mention to Amos S. Rutt. The members of the class and their degrees are as follows:

Doctor of Pharmacy—Nathaniel H. Anthony, John H. Rotwell, Daniel Cubleeroitti, Louis Kinkman, H. Everett Kendig, William V. R. Spencer Charles E. Wenger.

Graduates in Pharmacy—Louis Bell, Joseph L. Capozio, Claude W. Christenson, Joseph D. Donohue, Marie V. Gallagher, Meuer Goldberg, August C. Herting, Albert C. Leininger, Andrew F. Lippl, Joseph S. Lithgow, Mary E. Morgan, Rae V. Nicholas, Amos S. Rutt, John Shober, Otto Strock, Millard F. Troxell and Harris Woorman.

Pharmaceutical Chemists—Esther Breuner, Dora G. Lieberman and Israel H. Thompson.

Forty Seniors Receive Diplomas in Buffalo.

Department of Pharmacy of the University of Buffalo held its 25th commencement exercises at the Teck Theater. The degrees were conferred by Chancellor Charles P. Norton. The graduates in pharmacy were:

Guy W. Alberty, Thomas H. Anglim, Arthur H. Ayrault, Charles W. Balcerkiewicz, Max M. Barken, John F. Bass, William Baumbach, Francis F. Carroll, Matthew E. C. Chemnitz, Leslie D. Condle, Louis R. Connell, Marvin W. Cummings, Paul H. Drown, Darius Esboo, William W. Farnum, Elmer J. Freischling, Charles E. Fuller, Jr., Everett A. Fuller, Clair E. Hadsell, Florence E. Hamburg, Harold P. Hawks, Clayton S. Heinze, Anson F. Hendrickson, Harry W. Hubbard, Arvid W. Johnson, Charles R. Klingsbury, Bruno C. Leembuis, John N. Lockwood, William H. McDonald, Joseph W. McElroy, Chester McLaren, Frank B. Malecki, Hugh S. Mosher, Leslie H. Rice, Ivan H. Rider, Floyd C. Rounds, William P. Webster, Charles F. Weed, Burt M. White, Joseph J. Williams, Charles H. Bullock, Ph.D.

Post Graduate D.Pharm.—Charles W. Bullock.

Peabody prize of $50 for the member of the senior class maintaining the highest standing through the year was won by William W. Farnum. At the Alumni Association banquet L. Russell Blake was toastmaster. The honorary degree Ph. Jesse W. Farnum, Dean Charles C. Allen, Jesse D. Wells, Herbert P. Bissell, Rev. H. Lester Smith and Harry W. Hubbard. The election resulted: E. Bertram Blight, president; H. [illegible], J. P. Mendelsohn and Charles McLaren, vice-presidents; William F. Lasser, secretary; Charles H. Gauger, treasurer, and William C. Achilles, historian. The executive committee consists of Howard J. Morgan, E. D. Wesley and the secretary.

New York C.P. Seniors Receive University Degrees.

In addition to the usual diploma of graduation in pharmacy granted by the New York College of Pharmacy to graduates of the course, the degrees of pharmaceutical chemist and doctor of pharmacy were conferred on the graduates of the respective courses at the annual commencement of Columbia University.

The graduates were presented for their degrees by Dr. H. H. Rusby, dean of the college, and the degrees were conferred by President Nicholas Murray Butler. The following are the graduates:

Pharmaceutical Chemist—Szues Bela, Arthur E. Cole, Harry B. Hyman, [illegible], Walter Roosevelt, Louis Rossi, Morris Tirrell, Sonnenschein, Arthur A. Vois, St. Gottlieb.

Doctors of Pharmacy—Jose Janer, Charles A. McBride, John [illegible].

Dr. Ruddiman Heads Vanderbilt Alumni.

At the recent annual meeting of Vanderbilt Pharmaceutical Alumni Association, held at Nashville, the presidential address by M. E. Hutton was a masterly review of pharmacy for the past year. Reports of the A.Ph.A. meeting at Richmond and the Pharmacopœial Convention at Washington were made by Wm. R. White, who was the Vanderbilt delegate. S. C. Davis presented the report of the legislative committee. Papers were presented by Miss Daisy I. Nickel and E. F. Trolinger. The following officers were elected for the ensuing term of three years:

President, Dr. E. A. Ruddiman; first vice-president, S. C. Davis; second vice-president, Mose Cook; third vice-president, J. W. Coffey; secretary, William R. White; treasurer, Miss Daisy Nickel.

Cleveland College of Pharmacy Holds Commencement.

CLEVELAND, June 20.—At the recent 28th commencement exercises of Western Reserve University, of which the Cleveland School of Pharmacy is a part, the address was delivered by Dr. Andrew Sloan Draper, commissioner of education in New York State and former director of schools in this city. The graduates in pharmacy were presented by Prof. Henry V. Arny, dean of the school, to President Charles F. Thwing, who conferred degrees as follows:

Pharmaceutical chemist, Walter F. Braunlich, Blake E. Hartman, Edward M. Oxley.

Graduate in pharmacy, Harry M. Ackerman, Julius A. Gerlach, Aubrey Goldrick, William N. Nikolaus, William J. Polak, George E. Scanlon and Orric D. Triskn.

Twenty-eight in Louisville C.P. Graduating Class.

One young woman was among the recent graduates of the Louisville College of Pharmacy. Dean Curry presided at the exercises in Masonic Theater. The class was as follows:

W. L. Bader, Joseph B. Bennett, F. Bisig, John Demling, William Frederick, Karl H. Gohmann, Edward Harris, James P. Hefley, Henry C. Herp, Miss Clara C. Huiskamp, George Ph. Kilgus, Charles Joseph Kline, Fred B. Kluth, Luther O. Lee, Frank H. Mahaffey, Arthur P. Markendorf, William G. Murphy, W. O. Poole, Henry D. Richardson, Charles Athal Robertson, Elmer A. Sample, Peter B. Smith, August J. Spanyer, W. Oscar Votteler, Frederick Warns, Jr., Frank B. Willett, O. Maynard Woodburn and Herbert R. Woods.

Dr. Dillon at New Orleans C.P. Commencement.

Dr. D. Harvey Dillon, president of the Louisiana Health Board, was the orator at the recent commencement of the New Orleans College of Pharmacy, and Dean Asher delivered an address. Diplomas were given to the following:

F. Alvarez, J. B. Aucoin, L. L. Balfour, L. J. Bauman, B. S. Beall, Jr., T. A. Chisholm, T. J. Fatherce, J. S. Gary, A. T. Gonzales, J. Hecker, B. F. Huck, Jr., J. S. Keeney, Miss A. B. Kuhn, A. J. Laborde, W. McNeil, G. A. Murphy, H. C. Naylor, G. H. Sehwab, R. Broussard, T. A. Robertson, F. P. Therlot, J. S. Segura, F. M. Stumpf, E. A. Tomb, E. Valdez, L. Valdez, Miss M. L. Witherspoon and J. F. Willis.

Graduates of Kansas City College of Pharmacy.

Dr. L. Barnes, Alfred E. Becker, [illegible] D. Bityen, Frank R. [illegible], Henry F. Bergel, Elmer E. [illegible], Joseph H. Breedman, B. Morton Gray, W. Wallace Harrison, Benjamin F. Hoefle, Harley Kellstadt, Leo J. Levinson, James E. Lynn, Arthur C. McCrum, Russell R. Mellon, Raymond J. Miller, Earnest L. Radley, Walter D. Ratliff, George W. Robinson, Dick E. Rogers, Frank N. Stutz, Floyd R. States, Walter T. Walker, Leroy K. Wood, Frank B. Young.

Eleven Graduates at Barnes C.P.

Prof. H. W. Friedewald, the dean, presided at the recent commencement of Barnes College of Pharmacy, when diplomas were given to the following graduates:

Truman J. Trimble, Charles G. Watson, Leroy Lammers, H. D. Friedewald, Oscar F. Weschmeyer, L. H. Hayes, Otto W. Prepper, W. [illegible], H. H. Vogt, E. F. Maxwell and [illegible].

Two Graduates at College in Oregon.

Diplomas granted to graduates of the North Pacific College of Dentistry and Pharmacy at Portland, Ore., are as follows:

Vance Edmund McElwain, Stanley Stevenson.

Graduating Classes at Cincinnati C.P. and at Marquette Include Seven of Fair Sex.

Thirty-five young men and women were graduated from the Cincinnati College of Pharmacy on the evening of June 7 at the 35th annual graduation exercises of that institution at the Grand Hotel. In the class were four women, including the wife of a well known druggist. Degrees were conferred on the following:

Bachelor of Pharmacy—James Clark Allman, Corwin Frances Barkhurst, George C. Biegler, Herbert Crawford Brown, Harold C. Buchert, Laban Opley Carpenter, Roy Wilson Danbury, George Willie Fallie, George William Feck, John Habib Ganim, Harry W. Haverkamp, Mrs. Eleanora Huenefeld, Nathan Keller, William Clem Knapemeyer, Miss Agnes M. L. Koenig, Roy H. Meinhart, Wm. Phil Meissner, Jos. Rupert Miller, Mitchell Jos. Miller, Fred John Minstermann, Herman August Oelrich, Miss Florence Ross, Lennard Hartley Sears, Robt. Kirtley Stephenson, Carl Geo. Ungericht, Chas. J. Vortkamp, John Christian Weik, George Lewis Weissmann, August B. Westerhelwig, George L. White, Mrs. Ernestine Voss Wiebold, Oscar George Wieteki, Ernest William Wilfert, Robert Lee Wilson and Joseph Wittenberg.

Prizes were conferred on the following:

Materia medica, J. Rupert Miller; alumni, Lennard A. Sears; practical pharmacy, Mrs. William Wiebold; microscopy, George L. White; botany, Roy Meinhart; chemistry, Lee Wilson; college and bacteriology, C. F. Barkhurst.

At the banquet Prof. John Uri Lloyd responded to the toast "Pharmacy"; Dr. Louis Stricker to "Medicine"; Hon. Benton S. Oppenheimer, "Law"; Charles T. P. Fennel, "Our Girls in Pharmacy"; Corwin Francis Barkhurst, "Our Class." Dr. Julius H. Eichberg acted as toastmaster. A dinner was tendered the graduates and faculty after the graduation.

Southwestern Graduates Are Given Their Diplomas.

At Dallas the following five graduates in pharmacy at the Southwestern University Medical College recently received their diplomas:

John S. Wilhelm, Ferdinand P. Olson, E. Emmett Waters, Elbert E. Beall, Otto F. Weise.

Three Young Women in Marquette's Class.

Nineteen diplomas were awarded at the recent commencement exercises of the pharmacy department of Marquette University, Milwaukee, three of which were obtained by young women. The following named received the Ph.G. degree:

G. L. Boundey, Oconomowoc; Miss Mabel Clark, Wild Rose; Miss Pelagia Gruszynski, Thorpe; Sabus Hass, Richland Center; C. J. Jarvis Wautoma; F. F. Kane, Milwaukee; A. A. Krygier, Stevens Point; R. D. Mantz, Merrill; L. E. Martin, Lone Rock; C. J. Ouellette, Rubicon, Mich.; Joseph Polczynski, Milwaukee; J. C. Quixtner, Durand; Miss Lentena Reiser, Edgar; H. Roettgers, Milwaukee; Lin Suits, Medford; F. K. Schmidt, Boscobel; F. C. Vogt, Monroe; A. J. Wolfe, Sheboygan Falls.

Twenty-nine New Pharmacists in Newark.

At the recent commencement of the New Jersey College of Pharmacy in Newark diplomas were given to the following graduates:

Edward Bessman, F. A. Bien, Henry D. Block, Basil B. Bruno, J. J. Coffey, C. J. De Vries, F. F. Fiala, Edward Frothingham, S. Fruchtman, Emanual Gerber, Anna Goldberg, M. R. Gross, C. A. Henke, M. J. Hodes, M. Hoffman, O. A. Johnson, J. H. Kamerling, R. Killenberger, Isadore Levitt, Morris Plymack, Benjamin Seigle, Robert Seiler, W. S. Sigler, Samuel Singer, William Soliveau, William C. Staehle, Charles H. Stuhler, Charles Weiss, Herman Weissman.

Pharmacy Graduates of Fort Worth University.

At the commencement of Fort Worth University, May 13, at Byer's Opera House, the following class in pharmacy was graduated:

Edgar W. Brooks, Alfred M. Burns, Thomas A. Casey, James R. Cassell, Hugh N. Cheatham, Marshal R. Collins, Henry Harper, Wilford Harrison, Harry L. Locker, Gara L. Wren.

C.V.D.A. Elects Officers on Ebert Day.

The Chicago Veteran Druggists' Association on the recent Ebert Day, so-called because just five years previous to this annual meeting the members presented the association's historian at the time, Albert E. Ebert, with a loving cup, elected W. K. Forsyth, president, and Thomas N. Jamieson, vice-president. William Bodemann and John Blocki are the permanent secretaries. Prior to the election, Mr. Bodemann read his annual report, and President Grassly delivered his farewell address, making several recommendations which were referred to a special committee. Insignia in the form of a button has been ordered for each of the members.

MASSACHUSETTS DRUGGISTS HONOR VETERAN.

W. F. Sawyer, Long Secretary of State Board and for Thirty Years a College of Pharmacy Trustee.

BOSTON, June 20.—William F. Sawyer, for many years the secretary of the Massachusetts State Board of Registration in Pharmacy, and one of the oldest druggists in Roxbury, was tendered a complimentary dinner tonight at the Boston City Club, as a mark of esteem in consideration of completing 30 years as trustee of the Massachusetts College of Pharmacy, a position from which he retired at the annual meeting this month. Among those present were representatives of the college, the State Pharmaceutical Association, the Boston Druggists' Association, and the B.A.R.D.

President C. H. Packard, of the college, introduced John G. Godding as toastmaster. Addresses were made by Ernst O. Engstrom, president of the National Association of Boards of Pharmacy; Fred A. Hubbard, Dr. Julian W. Baird, W. W. Bartlet, Frank F. Ernst and John F. Finneran.

Mr. Sawyer was given a handsome coffee percolator as a testimonial from his druggist friends. The dinner was arranged by a committee comprising John G. Godding, Irving P. Gammon and Ernst O. Engstrom. Among others present were William C. Durkee, George A. Roskell, J. Arthur Bean, John A. Gilman, Linus D. Drury, Henry A. Estabrook, Alfred A. Burnham, Thomas Nichols, Charles E. Nixon, George A. Wolfe, William A. Flint, Frank Tucker, Paul C. Klein, W. H. Glover, L. H. Heinrich and George H. Dickson.

William F. Sawyer has been conspicuous in pharmacy in Massachusetts for many years. He was one of the earliest advocates of a college of pharmacy in this State and he was instrumental in securing the establishment of the present college. He has been in business in Roxbury since 1874. He was born in Charlestown, October 30, 1847, a lineal descendant of Pollard, the first private to fall in the battle of Bunker Hill on the provincial side. He entered Goddard's drug store in Charlestown at the age of 17, and after engagement in drug stores in Boston and Hudson, he opened a store of his own in Athol in 1870, which he conducted for four years, leaving there to open his present store in Roxbury at 1152 Tremont street. He has served as president of the College of Pharmacy.

WILLIAM F. SAWYER.
of Boston, Mass.

Employees Given a Day's Outing.

Following a custom inaugurated nearly a generation ago, Parke, Davis & Co., pharmaceutical manufacturers and one of Detroit's largest industrial institutions, gave their employees and families, more than 5000 persons, an excursion and picnic. Two commodious lake steamers were chartered for the day and the excursionists were taken to Tashmoo Park, a picturesque resort on Harsen Island, in the River St. Clair, about thirty miles above Detroit. In addition to the varied amusements and athletic events, such as ball games, races, dancing, etc., held at the grounds, the Twenty-sixth Infantry Military Band, from Fort Wayne, accompanied the party, giving in the afternoon a most delightful concert. The successful contestants in each of the various events were awarded prizes. The big establishment was closed during the entire day so that every one might attend.

Propaganda Work Pushed Successfully in Louisville.

LOUISVILLE, Ky., June 20.—The membership work of the Louisville R.D.A. is progressing in a manner calculated to [illegible] come off and their ranks are increasing daily. Practically all [illegible] of education, and has visited every physician in the city, leaving [illegible]

PRISON FOR DRUGGIST IN COCAINE CRUSADE.

Convicted Man Had Been Candidate for Appointment on Pennsylvania Pharmaceutical Examining Board.

PHILADELPHIA, June 20.—Emil Graff, proprietor of two drug stores in this city and for years actively identified with pharmaceutical organizations, was recently sentenced to serve one year in the county prison and pay a fine of $500 when he plead guilty to the charge of selling cocaine without requiring a physician's prescription. His term of imprisonment commenced at once.

This is the most important of many cases in which retail druggists and their clerks were arrested at the instance of the Pennsylvania Pharmaceutical Examining Board on the charge of selling cocaine and morphine illegally. The crusade was ably conducted by the vice-president of the board, Christopher Koch, of this city, and it is predicted will practically put a stop to the unlawful selling of these habit-forming drugs.

Mr. Graff was close to strong political interests and up to the last day there were many who thought that these friends would in some manner save him from going to prison. But such was not the case. A feature of Mr. Graff's case is that when Mr. Koch was appointed a member of the State board, his strongest opponent was the man who has just gone to prison for violation of the very law, which had he secured the desired appointment, he would have been pledged to enforce.

Several of the convicted druggists' clerks were also punished, one by imprisonment for four months and the others by fines and the payment of costs. Most of the morphine cases were disposed of in this way. Several other cases are pending, including that of B. P. Ashmead, the Government inspector of drugs at this port, who is accused of being identified with the illegal sale of cocaine. Other arrests are expected.

$500 Tax on Trading Stamps.

LOUISVILLE, Ky., June 18.—Local druggists who give trading stamps with cash purchases at their stores are considerably perturbed by a recent ordinance that has passed the lower board of the General Council, imposing a license of $500 on all trading stamp concerns. The original license was $300, but it was raised to $500, and this is considered by many to be exorbitant. However, the measure is yet to be decided upon by the upper board and its fate will probably be determined at the next meeting. T. P. Taylor & Co. give one trading stamp for every 10 cent value in cash purchases at their four stores. This trading stamp policy is considered very beneficial by the firm for three reasons. It promotes cash business to a great extent, for the stamps are given only with purchases of this kind. It gives the customer additional value for his purchase. He not only gets full value for the money he expends at T. P. Taylor & Co.'s but also receives a premium of considerable value from the trading stamp concern when he acquires a certain number of stamps and wishes to redeem them. The fact that green trading stamps are given with every cash purchase is always given a prominent place in the newspaper advertising done by T. P. Taylor & Co. in exploiting their "Saturday Specials" of soap, toilet articles, candy, etc.

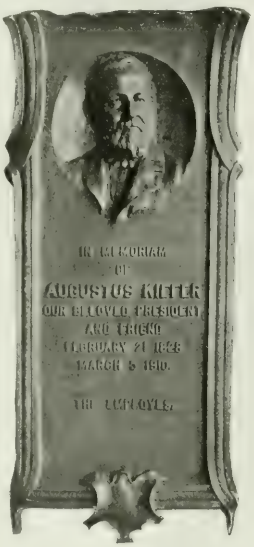
Brooklyn C.P. Presents C. O. Bigelow With Testimonial.

Clarence O. Bigelow, president of the Eastern Branch of the New York State Board of Pharmacy, expects to visit Europe this summer and has arranged to sail on the steamer [illegible] July 2. He will be accompanied by his wife and will spend a portion of his time in Scotland. In appreciation of the work that Mr. Bigelow has done toward the educational [illegible] of pharmacy, the trustees of the Brooklyn College of Pharmacy have presented him with an engrossed testimonial signed by Jacob H. Rehfuss, president; Andrew E. [illegible], secretary; Adrian Parnell, treasurer, and Dr. William Muir, chairman of supervision and examination.

MEMORIAL TO THE LATE AUGUSTUS KIEFER.

Impressive Scene at Unveiling of Bronze Tablet in Drug Establishment by Founder's Daughter.

INDIANAPOLIS, June 20.—A beautiful event, the first of the kind in Indiana, took place recently at the store of the A. Kiefer Drug Co., when a bronze tablet was unveiled to the memory of Augustus Kiefer, the beloved founder of the house. The upper part of the bronze tablet, which was presented by the employees of the house, some of whom were in Mr. Kiefer's service for more than 40 years, shows the bust of Mr. Kiefer, almost of life size, a striking likeness, the work of Rudolph Schwarz, who wrought out the figures that adorn the famous monument to Indiana's soldiers of the War of 1861-'65. Below this bas-relief figure is an inscription which can be read in the accompanying illustration.



The service was simple and impressive, the attendance being confined to the 90 employees of the house, to members of the family and a few old personal friends. Mr. Kiefer's only surviving daughter, Mrs. Charles Mayer, unveiled the tablet, which is placed on a massive column within the entrance of the establishment. G. Barret Moxley, now president of the company, acted as master of ceremonies. Joseph Shipp, a retired merchant and life-long friend of Mr. Kiefer, spoke briefly. J. Edward Stilz delivered an address and Dr. O. W. Sears, who has been the house chemist since 1866, read an appropriate poem.

Josiah Vaughan, Member N.W.D.A., Dead.

RICHMOND, June 20.—Josiah Vaughan, president of the Vaughan-Robertson Drug Co., died suddenly recently, aged 41. He had just returned from the West, where he spent several months in the hope of regaining his health, which was believed to have been but slightly impaired when he left Richmond.

Mr. Vaughan was a native of Keysville, Charlotte County, and when comparatively a boy came to Richmond and entered the employ of the drug firm of Purcell, Ladd & Co., in later years being admitted to the firm. Nine years ago Mr. Vaughan formed a partnership with C. B. Robertson for the conduct of a wholesale drug business, under the firm name of Vaughan & Robertson, which concern was later incorporated as the Vaughan-Robertson Drug Co. He was an active member of the N.W.D.A. and of the Travelers' Protective Association.

Druggist on Vacation is Burned to Death.

BOSTON, June 22.—Henry B. Barrett, proprietor of a drug store at Walnut and Central streets, Peabody, was burned to death yesterday in a camp in Beverly, where he, with four male friends, had gone for a vacation. Fire broke out in the camp shortly after midnight, and Barrett was suffocated before rescue was possible. One of the other four was also burned to death. Mr. Barrett was 28 and unmarried.

Overstudy Proves Fatal to a Woman Pharmacist.

PHILADELPHIA, May 20.—Miss Edith Goodman, for six years druggist at the Samaritan Hospital, and a daughter of Dr. Charlotte Elizabeth Goodman and the late Dr. Lewis S. Goodman, died recently from inflammation of the brain, due, it is believed, to too close application to the scientific studies she had been pursuing. She was a graduate of the Philadelphia C.P. and was deeply interested in all pharmaceutical matters. A year ago she began a scientific course at Temple College, and since then had done little else but devote herself to study and experiments. Her health became undermined, and she developed inflammation of the brain.

Obituary Notes.

—HENRY W. SCHEFFER, veteran pharmaceutical manufacturer, died, aged 75, in St. Louis recently. For 40 years he was a partner in the Larkin & Scheffer Chemical Co. He was born in Germany and came to America when 24. He worked in the United States Laboratory at Philadelphia. He went West after the war and once worked for Enno Sander.

—AL INGELHART, for many years engaged in the drug business at Pardeeville, Wis., died recently following a sudden stroke of paralysis. He is survived by his wife and son.

—NEWELL PAINE, 67, who had been in the drug business in Roxbury at 1181 Tremont street, died June 10 at his home in Cambridge. He was unmarried.

—EDWARD L. HAHN, 26, recently deceased at Raton, N. M., was a Kansas City C.P. prize winning graduate and popular. A widow and infant son survive.

—A. D. MCDONALD, drug clerk, 44, died recently at the City Hospital, St. Louis, of morphine poisoning. His former home was in Washington, D. C.

—E. JOHN BEGGS, 61, retired, is dead in Brooklyn; he was founder and for 35 years president of E. J. Beggs & Co.; a widow and six children survive.

—DR. EDWARD JOHNSON, 88, pioneer druggist of Watertown, Wis., is dead. He had served in numerous public offices.

—M. S. HAMMER, old time California pharmacist, in business 40 years in Sacramento, died recently in San Francisco.

—THOS. BARROWMAN, pioneer pharmacist, Civil War veteran, Mason, etc., is dead in Scranton, aged 70 years.

—ERWIN J. KELLOGG, 65, Cleveland; widow and two daughters; interment was at his former home in Painesville.

—CHAS. E. SCHULTZ, 73, veteran of Civil War, died recently at Green Bay, Wis. He came from Germany when 14.

—RICHARD J. ROGERS, 81, Attica, N. Y., paralysis; had been in business 40 years; wife and daughter survive.

—ALBERT F. LICHTENWALNER, 56, engaged in the drug business at Monroe, Wis., for 35 years, is dead.

—JAMES A. MCWILLIAMS, 30, burgess of North Braddock, Pa., died recently; he is survived by his parents.

—DAVID L. HAWKINS, 50, formerly of Noblesville, Ind., but later of Anderson, Ind., is dead of apoplexy.

—N. W. EDWARDS, 63, pioneer of Fairmount, Ind., is dead; his son succeeds him; a widow also survives.

—OSCAR NEIDHAUS, 56, 136 Utica avenue, Brooklyn, N. Y., is dead, leaving a widow and three children.

—JOHN K. MCMILLAN, 68, Washington, Pa.; prominent Mason; leaves a widow and three children.

—EDWARD F. COVILLE, 73, in business in Cicero, N. Y., for 31 years; paralysis; is survived by widow.

—DR. J. F. DAVIS, 81, Portsmouth, Ohio, died recently at Athens, Ga.; had a long and useful career.

—CHARLES W. BEHREND, 38, Appleton, Wis., died suddenly of heart disease on the Lawrence campus.

—JOS. E. CARMODY, 43, of Carmody Bros., Watervliet, Mich., died recently of Bright's disease.

—WM. A. TAYLOR, Golden, Colo., formerly of Detroit, took carbolic acid; a widow survives him.

—WINFIELD SCOTT, formerly of Salt Lake, died recently in Oakland, Cal., aged 64 years.

—CRAIG MOFFETT, 60, retired, Mount Holly, N. J., is dead.

—J. A. BRISBANE, 52, well-known Oregon druggist, is dead.

—RUFUS W. EASTON, Kansas City; leaves widow and son.

—E. A. POTEET, Somerville, Ala.; wife and three children.

—WM. C. TUCKER, 72, Baltimore; two daughters survive.

—DUDLEY H. TURNER, 63, Towanda, Pa.; three children.

—DR. J. R. GARDINER, 62, Wichita, Kan., recently died.

—GEO. VAN WERDEN, pioneer of Wichita, Kan., is dead.

—KENNEDY F. LANGE, dead in Pittsburg, was aged 65.

—J. H. EIDE, Roland, Iowa, is dead after brief illness.

—SAMUEL W. ROBERTS, Paris, Tenn., is dead, aged 40.

—WM. WENDEL, dead at Murfreesboro, Tenn., was 66.

—CHAS. GRATIOT, Platteville, Wis., dead; appendicitis.

—CLARENCE M. PORTER, 53, Holyoke, died recently.

—DAVID W. ROSS, Philadelphia, 58; was a bachelor.

—CHAS. ABEL, 60, Pittsburg pioneer, died recently.

—ALLEN G. GRIGGS, of Ottawa, Ill., is dead.

THE DRUG MARKETS

PRICE FLUCTUATIONS FEW.

Holders of Small Available Stocks Mark Up Tonka Beans—Cubebs Higher, Prickly Ash Berries Lower.

CHANGES SINCE LAST REPORT.

A—Acetanilid	lb.	.38	— .42
A—Acetanilid, U.S.P.	lb.	1.25	— 1.40
Gum Talu	lb.	1.20	— 1.30
Powdered	lb.	1.50	— 1.60
D—Balsam Fir, Canada	lb.	.75	— .85
A—Balsam Peru	lb.	2.15	— 2.25
A—Balsam, Tolu	lb.	2.60	— 2.75
A—Benzoin, Sumatra	lb.	2.50	— 2.60
A—Benzoin, Siam	lb.	2.00	— 2.40
A—Bismuth, Subnitrate	**lb.**	**1.95**	**— 2.05**
A—Buchu Leaves	lb.	.95	— 1.00
Powdered	lb.	1.00	— 1.10
D—Calendula Flowers, German	lb.	.32	— .36
A—Cubeb Berries, Sifted	lb.	.58	— .63
Powdered	lb.	.63	— .68
A—Damiana Leaves	lb.	.60	— .70
D—Gentian (Pacilinia)	lb.	2.80	— 3.00
D—Hemp Leaves	lb.	.30	— .35
D—Oil Bay, Black (Bermuda)	lb.	1.90	— 2.00
A—Oil, Citronella	lb.	.42	— .75
A—Oil, Cubeb	lb.	1.45	— 1.60
A—Oil, Gaultheria Leaf	lb.	5.50	— 6.00
A—Oil, Geranium, Rose, Natural	**lb.**	**3.50**	**— 3.60**
D—Oil, Hanover, Dutch	gross	1.60	— 1.75
D—Oil, Peppermint, Hotchkiss	**lb.**	**2.60**	**— 2.70**
A—Oil, Salad, Union Oil Co.	**gal.**	**.80**	**— .90**
A—Oil, Whale	**gal.**	**.70**	**— .75**
A—Oil, Wintergreen	lb.	5.25	— 5.50
D—Opium, Natural	lb.	6.00	— 6.30
Granulated	lb.	7.15	— 7.25
U.S.P., Powdered	lb.	7.15	— 7.25
A—Pareira Brava Root	lb.	.45	— .50
A—Pelargonium Graveolens	lb.	.27	— .32
D—Prickly Ash Berries	**lb.**	**1.00**	**— 1.10**

NOTE—A, advanced; D, declined; C, corrected; N, new.

See page 744 and following pages for Prices Current.

NEW YORK, June 25.—Fairly seasonable conditions prevail along the general line of drugs and chemicals, the movement into consuming channels being only moderate and chiefly in accordance with actual current requirements. The market, while fairly steady, has a comparatively quiet appearance and fluctuations in prices for the month have been limited to a few articles. Opium, though slightly lower, remains in [illegible] began to arrive, senega is easier and spikenard higher. Angostura and [illegible] quotations for birch and sassafras are somewhat lower.

OPIUM.—The [illegible] quotations being slightly lower than those given in our last report, viz., $6.00@$6.30 per pound for natural, $7.15@$7.25 for granulated and $7.15@$7.25 for U.S.P. powdered. The [illegible] to May 28 [illegible] date (present year) have reached 1953 cases, the number on [illegible] in the opium district has been unsettled and there has been some damage to the crop by hail and rain storms in the lowlands. All experts concede, however, that the outlook for the output of new crop remains favorable.

[illegible] prices since our last report. Cable advices received on June 15 [illegible] 74,100 [illegible] 7850 barrels [illegible]

June 1 to a jobbing house in this city, states that the fishing in Finmarken during the previous week was much hindered by stormy weather. Oil is in good demand, however, but owing to the leanness of the livers and the high prices paid during the season, the oil costs the manufacturers nearly as much as it can now sell for, and, as a consequence, holders are very firm in their prices. In this market the quotations of last month still obtain.

QUININE—Continues to move only in a routine jobbing way with a consequent quiet and uninteresting market, but the undertone is fairly steady and manufacturers continue to quote on the old basis of 14c. in 100-ounce cans. At the Amsterdam auctions on the 10th instant 1400 kilos of quinine sulphate were sold at 10.35 florins per kilo against 10.42 florins at the previous sale.

CUBEB BERRIES—Are again higher owing to extreme scarcity and jobbers' quotations show a further advance for desirable parcels of ordinary and up to 58@63c. per pound for sifted and stemless. Powdered are 5c. per pound higher.

ASAFETIDA—Continues firm under steadily diminishing supplies and the ruling quotation for desirable parcels is $1.20@$1.30 per pound for good, fair, and powdered is held at $1.50@$1.60 per pound. The market is practically bare of tears.

BUCHU LEAVES—Short variety continues firm and jobbers are quoting 95c.@$1.00 per pound. Advices received on the 15th instant were to the effect that recent rumors that considerable quantities are held back in primary markets appear to be unfounded, and according to reliable estimates stocks at the Cape amount to about 70 to 80 bales. In Hamburg 87c. per pound is quoted and the indications are that values will advance and that much higher prices must rule before the next crop is gathered.

BALSAM PERU—Has again advanced in price. Stocks are light both here and in primary markets, and with the short supply steadily diminishing holders are firmer in their views and quotations for true have been advanced to $2.15@$2.25 per pound.

PRICKLY ASH BERRIES—The market is very much unsettled and quotations are more or less nominal, owing to offers of new crop from primary shipping points at comparatively reasonable prices. Jobbers today are quoting $1.00@$1.10 per pound.

BISMUTH SALTS—Owing to an advance in the cost of metallic bismuth, manufacturers of the various preparations have also advanced prices and the new schedule is on the basis of $1.95@$2.05 per pound for subnitrate, $2.50@$2.60 for subcarbonate and $2.00@$2.10 for subgallate.

PAREIRA BRAVA ROOT—Is firmer and higher with quotations at 45@50c. per pound. The demand for this alterative and diuretic has lately considerably improved.

BROMIDES—Are higher, manufacturers having advanced prices 2c. per pound on potassium and sodium and 4c. on ammonium as follows: Potassium, 27@32c.; sodium, 30@35c.; ammonium, 38@42c.

BALSAM OF FIR—Canada is somewhat easier as a result of competition and quotations have been reduced to $4.65 a barrel and $4.75 in cans. For small quantities 75@85c. per pound is asked.

OIL OF ROSE GERANIUM—Turkish is firmer with quotations advanced to $3.50@$3.60 per pound.

OIL PEPPERMINT—Is easier with revised quotations showing reduced prices. Reports from Michigan and Indiana indicate that while about 1000 acres of new mint in excess of last year's settings were planted, a great many acres of the old mint have been ploughed under and the total acreage of 1910 in Michigan and Indiana shows a decrease of 173 acres. At the same time the indications are that the production of oil will be in excess of 1909.

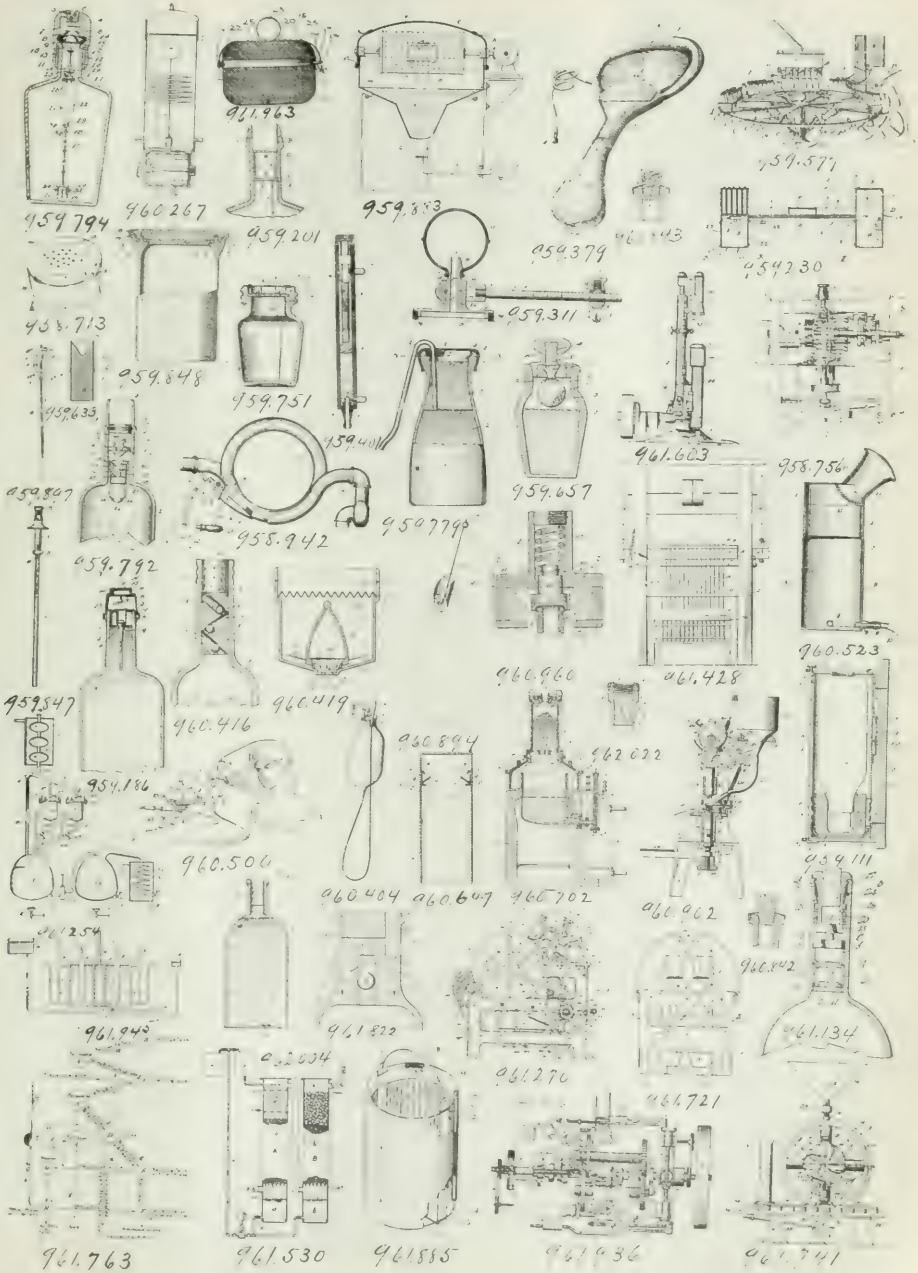
CHAMOMILE FLOWERS—Now [illegible] attention and fairly liberal sales are reported. Jobbers are quoting 32@36c. for usual druggists' quantities.

OIL CUBEBS—Owing to the continued advance in the price of the berries the oil has advanced proportionately and is now quoted at $4.45@$4.60.

HAARLEM OIL—Is offered more freely, with more lots released and prices consequently are easier. It is now quoted at $[illegible] per gross.

PEREIRA BRAVA, ANGOSTURA—Owing to steadily diminishing [illegible] quotations have been materially advanced. Holders of the [illegible] stock have marked up prices to $2.00@$2.75 per pound and offer only sparingly.

PATENTS, TRADE MARKS, ETC.—(See Next Page)



PATENTS.

Granted May 24, 1910.

[illegible]

959,530—Geo. E. Stevens, Lynn, Mass., assignor to General Electric [illegible]

Granted May 31, 1910.

[illegible]

959,751—Sylvanus H. Kollogg, Los Angeles. Poison-bottle.

959,779—Arthur C. Mills, Toledo, assignor to E. G. Lawrence.

959,792—L. M. Packard, Brockton, Mass. Non-refillable bottle.

959,794—A. W. Partrick, Yonkers. Non-refillable bottle.

959,847—Thomas A. DeVilbiss, Toledo, assignor to DeVilbiss Mfg. Co. Dispenser.

959,848—Geo. W. Dungan, Strasburg, Pa. Jar-closure.

959,883—Hermann Resch, Lorrach, Germany, assignor to Hermann Resch, Jr., and Carl Rudolph Otto Gutsch. Apparatus for chemical cleaning.

[illegible]

Granted June 7, 1910.

959,267—Hans Brunner, Spokane, Wash. Filter.

[illegible]

959,404—N. L. Rigby, Los Angeles, assignor to Alice Slaughter. Support for nozzles of fountain-syringes.

[illegible]

959,500—Cora A. Butler, Chicago. Burner and support for vaporizers.

959,523—Henri Edde, Paris, France. Inhaler.

959,671—Martin Mugdan and Willy Herrmann, Nuremberg, Germany, assignors to Consortium fur Elektrochemische Industrie, Gesellschaft mit beschrankter Haftung, Nuremberg, Germany, a corporation of Germany. [illegible]

959,702—Otto Proeless, Kansas City, Mo., and Walter S. Hall, Argentine, Kan. Apparatus for concentrating sulphuric acid.

959,842 and 959,843—William Butler Degan, New York. Sanitary [illegible]

[illegible]

959,914—Arthur Helnemann, London, Eng. Pills for the treatment of [illegible]

959,918—Chas. A. Hervey, Lansing, Mich. Bottle and attachment [illegible]

959,927—Henry Howard, Boston. Method of making formic acid.

[illegible] Taliaferro, Baltimore. Bottle-capping head.

Granted June 14, 1910.

[illegible]

961,254—R. N. Perlee, Long Island City. Rosin-purifying apparatus.

[illegible] Elberfeld, Germany, assignor to Farbenfabriken vorm. Friedr. Bayer & Co., Elberfeld. Reduction products of commercial nitrobenzaldehyde.

[illegible]

[illegible] Fitting [illegible] bottle.

961,530—Wm. O. Quayle, Wilmington, Del., assignor to Midland Chemical Co., Midland, Mich. Making sulphur chloride.

[illegible]

[illegible] H. Goodman and Wm. H. Niemeyer, Baltimore, assignors to H. F. Griffith, Phila. Machine for sealing bottles.

[illegible]

[illegible] of formaldehyde.

961,741—Robt. J. Workman, San Francisco, assignor of one-third to Noah W. Workman. Measuring and filling machine.

Granted June 21, 1910.

961,760—Louis Destree, Haren, Belgium. Process of making alkali thiosulphates.

961,765—Frederic J. Falding, New York, assignor of one-half to William R. Cathcart, Maywood, N. J. Process of purifying gas and recovering ammonia, etc., therefrom.

961,764—F. J. Falding, assignor of one-half to W. R. Cathcart. Process of utilizing by-product metallic salts and ammoniacal liquor.

961,822—W. M. Way, Denver. Non-refillable bottle.

961,840—John G. Burgess, San Diego, Cal. Vegetable hair-tonic.

961,885—Henry R. Myers, New York. Container for bottles or receptacles.

961,915—August Vagt, Mulheim-on-the-Rhine, Germany, assignor to Farbenfabriken vorm. Friedr. Bayer & Co., Elberfeld. Reduction products of commercial nitrobenzaldehyde.

961,936—Arthur Colton and Burton W. Scott, Detroit, assignors to Arthur Colton Co. Machine for making capsules.

961,945—Robert H. F. Finlay, Belfast, Ireland. Method of manufacture of bicarbonate of soda.

961,963—Raymond E. Hughes, Holbrook, Ontario, Canada, assignor of one-third to Charles H. Harrison. Percolator.

[illegible]

962,022—J. V. Griffin, Toungoo, Burma, India. Bottle-seal.

962,103—Bruno Richard Seifert and Hermann Hahle, Radebeul, near Dresden, Germany, assignors to Chemische Fabrik von Heyden, Aktiengesellschaft. Process of making pure ortho- and para-guaiacol sulphonic salts.

962,396—Robert T. Taylor, Gastonville, Pa., assignor of one-half to Joe Niklis. Bottle-closure and seal.

TRADE MARKS.

Published May 24, 1910.

33,801—Pasteur Vaccine Co., Ltd., London. Vermin-destroyers.

43,075—F. C. Calvert & Co., Bradford, Manchester, Eng. Smelling salts, carbolized tow, etc.

46,330—F. J. Greer, Bloomington, Wis. Skin lotions.

47,404—New York Pharmacal Association, Yonkers. Medicine for internal use in digestive disorders.

47,533—Palisade Mfg. Co., Yonkers. Nutritive medicine.

47,534—Palisade Mfg. Co. Antiseptic and germicidal medicine.

47,662—Thomas J. Fay, New York. Ointments.

47,871—E. L. Andrews, Bristol, Tenn. Medicinal tonic.

47,998—J. R. Berger, Cincinnati. Dyspepsia remedy.

48,046—E. W. Roesky, Coffeyville, Kan. Rheumatic remedy.

48,172—Abram G. Lansing, New York. Alkaline salts.

48,415 Southwestern remedy Co., Dallas. Liver complaint remedy.

48,619—Fulford-Hanson Co., Schenectady, N. Y. Herb-tea.

[illegible]

48,903—Burrough Bros. Mfg. Co., Baltimore, assignor to A. G. Stollenwerck. Gastro-intestinal antiseptic.

48,905—C. E. Busey, Lynchburg, Va. Catarrhal remedy.

Published May 31, 1910.

36,174—Chemische Fabriken vorm. Weiler ter Meer, Uerdingen-on-Rhine, Germany. Substitute for camphor in celluloid manufacture.

40,870—Oakley Chemical Co., New York. Cleansing compound.

45,384—Wm. J. Lautz, Buffalo. Remedy for body odors.

47,804—Francesco Destefano, San Francisco. Medicinal herb extracts and compounds thereof.

48,192—Lyster Chemical Co., Lawrence, Mass. Liquid disinfectant and antiseptic for external use.

48,338 Charles J. Mount, Kansas City, Mo. Laxatives; hair-tonic; remedy for rheumatism, etc.

48,408 Gerhard Mennen Chem. Co., Newark. Talcum powder.

48,941 W. H. Wederts, Chicago. Remedy for malaria and grip.

[illegible]

49,229—J. B. Williams Co., Glastonbury. Teeth-cleaning preparations.

Published June 7, 1910.

43,005 J. M. Hutchinson, Jewell City, Kan. Skin-lotion.

44,935 J. Solberger, Okemah, Okla. Tuberculosis remedy.

[illegible]

46,502 J. Strohmer & Sons Co., Caro, Mich. Hoof-ointment.

[illegible]

46,789 John H. Stevens, Newark and South Orange, N. J. Perfumes, dentifrices, etc.

47,806 American Home Remedy Co., Detroit. Tablet for blood [illegible]

[illegible] Perfumes and [illegible]

[illegible] medicinal tonics.

(Continued on Page 724.)

TRADE MARKS PATENTS &c. Obtained
Booklet LEGAL TRADE MARKS PROTECTIVE
PATENTS and FOODS AND DRUGS ACT sent free on request.
G. H. DAVIS & CO. 805 G St. N.W. Washington D.C.

We Spend Thousands of Dollars

TO INCREASE YOUR SALES OF

DIAMOND DYES

Our advertising campaign this year includes every woman's publication of any prominence in the country.

In these magazines we use valuable space full of good selling arguments and beautiful pictures in colors.

We do this to bring you more customers for Diamond Dyes.

Our appeal is first to a woman's pride, then to her economy. We show her how she and the children can be well dressed on very little money.

What woman can resist buying Diamond Dyes—when we tell her of their many uses *and that each one saves her money?*

Women in your locality see these advertisements and naturally come to you for Diamond Dyes.

So in order to co-operate with us in supplying this demand you should keep a complete assortment of colors on hand.

Now if you are alive to the importance of this great national advertising you will appreciate what we are doing and take advantage of it.

If you don't already carry Diamond Dyes now is the time to put in a supply.

DIAMOND DYES

as you know, are the "Standard of the World" and will back up any claim we make. You are perfectly safe in recommending them and your customers are safe in using them.

Just one thing more. When a lady asks for Diamond Dyes you might offer her

A FEW VALUABLE HINTS

First tell her you have Diamond Dyes for wool and Diamond Dyes for cotton. That no dye in the world works successfully with all kinds of materials.

Explain that wool, silk, alpaca and camel's hair are animal fibres that take up the dye very slowly, so it is necessary for her to use Diamond Dyes for wool.

And that cotton, linen and mixed goods are vegetable fibres that absorb the dyes quickly, so it is necessary for her to use Diamond Dyes for cotton.

Therefore, if she gets the right dye for the material, there is absolutely no chance of failure.

The Diamond Dye direction book will furnish every detail of information and the Diamond Dye Annual will give her the latest styles and many testimonials of the success of others.

There are many convincing arguments in favor of home dyeing and we are presenting them to the women of the country in a clear and forcible manner.

WELLS & RICHARDSON CO.

BURLINGTON, VERMONT

VOTING TO FILL VACANCY ON U.S.P. COMMITTEE

Nine Nominees Submitted to the Members From Which to Make Selection—Summer Headquarters

PHILADELPHIA, June 29.—Nine names have been received as nominees for the office on the Revision Committee of the United States Pharmacopœia made vacant by the resignation of Prof. Lyman F. Kebler, of Madison, Wis., and representatives are now voting for three out of these nominees to the remaining 49 members of the committee to be voted on. The one receiving the greatest number of votes will be declared elected.

The Revision Committee has opened headquarters for the summer at the cottage of the chairman, Joseph P. Remington, at Longport, N. J., where until fall all mail will be received and the preliminary work of starting the ninth revision will be commenced. The summer home of Charles H. LaWall, secretary of the committee, is but a few blocks from Dr. Remington's home and both of these officials will, after July 1, spend the greater portion of their time there.

Solicitor Should be Arrested for False Pretenses.

Smith, Kline & French Co., Philadelphia, warns the public against a certain party who is soliciting subscriptions for an advertisement as its agent and has obtained money on this account. The company announces that no person is authorized to ask for payments to himself for advertisements in the company's behalf and if any party makes request for such payments, he should be arrested for attempting to obtain money under false pretenses.

Paris Perfumers Establish New York Branch.

Roger & Gallet, the well known perfumers of Paris, announce that on July 1 they will open at 25 and 27 West 32d street, New York, a selling branch for the United States and Canada which will be under the management of Charles C. Sargent to whom all communications should be addressed. Roger & Gallet extend a cordial invitation to the trade to inspect their new quarters.

ERA PRICE LIST—1910 EDITION.

We are now working on the 1910 edition of the ERA PRICE LIST, and request our subscribers to notify us of any Additions to this list which they may desire to have made, as well as any items they may have noticed that require correction.

The ERA PRICE LIST is the only one of these general drug lists that gives the Names and Addresses of the Manufacturers of proprietary goods—an original and copyrighted feature. This puts the ERA List in a class by itself, a fact that is appreciated by all careful drug buyers.

Manufacturers of proprietary goods who want to make it convenient for the buyers to consult their price lists and terms, should have their lists printed in PART 4 of the ERA PRICE LIST.

The ERA PRICE LIST is in constant use by all of the best buyers in the drug trade. Practically all of the wholesale druggists order several copies for their buyers, bill clerks and stock clerks. Full descriptive circular on application.

D. O. HAYNES & CO., Publishers,
82 Fulton Street, NEW YORK.

Re Price Protection on SANATOGEN

We wish to reiterate with all emphasis that as the sole licensees of the United States Patent under which Sanatogen is manufactured and sold, we are invested by law with the privilege to insist that retailers strictly maintain the minimum retail rates plainly stamped on each box of Sanatogen. Any dealer violating this condition renders himself liable to injunction and damages.

Contrary to the usage of the drug trade, this is no mere "gag" or "bluff" to the detriment of fact. We do not wish to embarrass anyone, but merely to give proper notice that we mean to enforce our rights whenever necessary.

This means *true protection*, the kind of protection that gives everybody a square deal and puts the small druggist on an even level with the biggest "chain" organization or department store.

These prices hold for all druggists and jobbers at $0.81⅔ and $2.43 to retail at $1, $1.90 and $3.60 per package.

Write to us [illegible] display matter.

The Bauer Chemical Co.

Everett Bldg., Union Square, New York

THE ERA DOSE BOOK

FIFTH EDITION

Revised and Enlarged

With Appendix giving percentages of Alcohol and Quantities of Narcotics in U.S.P. and N.F. Preparations supplying just the information required to label these preparations so they will comply with the FEDERAL FOOD AND DRUGS ACT. Adopted as a standard by pharmaceutical associations.

The Fifth Edition of this valuable reference work brings the posology of the materia medica down to date, and includes all of the Newer Remedies and Synthetics that have been introduced within recent years.

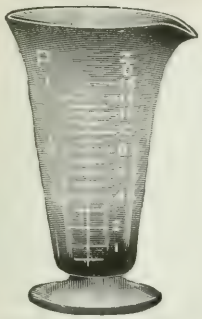
Corrected Dose List, Percentage Solutions, Dose Equivalents, Veterinary Doses, Compatibles, Proper Use of Remedial Agents, Drops to Liquid, Substitutes, Latin Words and Phrases, Specific Gravities of Metals, Latin Cardinal and Ordinal Numbers, French and German Prescription Terms, Poisons and Their Antidotes, International Atomic Weights, Specific Gravities of Official Substances, Tin Metric System, Metric Measures, Boiling Point of Water at Different Barometric Readings, Thermometric Equivalents, Hypodermic Doses, Appendix.

The Era Dose Book is in handy form for reference saves time in prescribing and dispensing and makes [illegible]

Price, 50 cents per copy, postpaid

D. O. HAYNES & CO., Publishers

NEW YORK



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Funnels
Bell Glasses
Hydrometer Jars
Percolators
Mortars and Pestles

Our entire product is hand-engraved—no machine work—but every article made by absolute test and guaranteed.

Sold generally by Wholesale Druggists everywhere. If your Jobber does not handle "Cambridge" line write us direct, mentioning his name.

NOTE—Full line of Glassware specialties for Soda Fountain service and Photographer's use.

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ERA POISON AND LIQUOR REGISTER

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NOTICE
To Druggists

Three Dozen Long-Handled Silver Soda Spoons FREE
"W. R." Brand, made by Rogers

In order to thoroughly introduce **REX BITTERS** to the **Drug Trade**, we will send FREE with each case of **REX BITTERS** ordered during the month of June, 3 dozen long-handled Soda Spoons.

These spoons are Wm. A. Rogers, Ltd. "W. R." Brand; guaranteed Heavily Silver Plated on German Silver Base. Size and style of spoon same as illustration.

These Spoons ordinarily sell for $2.50 per dozen.

You will find **REX BITTERS a ready seller**, as it is staple and is well advertised to consumers.

REX BITTERS is recognized by the United States Government as a medicine, and no tax is required to sell it. Guaranteed to give satisfaction or your money refunded.

Price of Rex Bitters to the trade, $8.00 per case.

Retails for 50 cents and $1.00 per bottle.

Each case contains 12 large or 24 small bottles.

For $8.00 you receive one case of **REX BITTERS** which retails at....	$12.00
Three doz. Rogers Silver Spoons worth..	7.50
	$19.50
Total cost to you.	8.00
Your profit	$11.50

Watch this space each month for other valuable premium offers.

REX BITTERS CO., 1712 Michigan Ave., Chicago:
Please send me . . cases REX BITTERS at $8.00 per case 50 cent size . . . $1.00 size. . . . . Also 3 doz. Wm. A. Rogers, Ltd. Silver Plated Soda Spoons free with each case of REX BITTERS ordered.

Name. . . . . .
Address . . . . . .

"ALLIGATOR PETE" AT HOME IN NEW YORK.

Reptilian Emblem of Diastase Club Finds Dr. Alper's Display Window as Congenial as Florida.

In the heart of New York City, looking in the sun which filters through a drug store display window, or lying in the shade of a fantastic petrified tree of coral, the passing crowd from a huge tank of pure salt water is "Alligator Pete," transported from his calm and peaceful native Florida to the home of Manhattan. As his name denotes, "Pete" is an alligator. He is possibly nine inches long. He is the emblem of a mighty order, to which all others are subsidiary, so says his owner, Dr. Wm. C. Alpers, of 495 Columbus avenue.

At the recent meeting of the Diastase Club, during the A.Ph.A. convention at Richmond, Va., it was proposed by Ernest Berger that the club have an official emblem. The [illegible] suggested, and as the "complaint" came from Florida, they adopted as their emblem the alligator and laughingly informed Mr. Berger that he should supply the tokens of membership. That the Tampa pharmacist was more than willing to oblige was shown by the receipt by each of the members of a real, live, little *Alligator Mississippiensis*.

"Pete" is the second "gator" Dr. Alpers has received. Pete's predecessor didn't take to the New York atmosphere and perished. Pete's health is good. He dines on flies and minnows. The former he engulfs with one snap of his muscular jaws. To catch the latter he merely lies submerged in a miniature lake over which plays the "Fountain of Youth," so Dr. Alpers explained. "Pete" indolently opens his mouth and his piscatorial prey swims right in. One click of his sharp teeth and all is over with Mr. Fish.

Dr. Alpers made the miniature fountain and lake himself. He has surrounded them with ferns, pebbles and sand, "Pete's" corner of the window having quite a tropical appearance. The illusion is jarred, however, when "Pete" goes on an occasional hunger strike and [illegible] water bottles and cans of talcum powder.

TRADE MARKS.

(Continued from Page 722.)

[illegible] Lambert & Co., Inc., Baltimore. Insect-powder.

[illegible] H. Bryan, Chicago. Medicines for venereal diseases.

[illegible] Symes & Morton, Boston. Surgeons' gums, and soft-rubber [illegible] of textile fabrics.

Published June 14, 1910.

46,964—Louis M. Bernhardt, Lorrad, Kan. Remedy for diseases of [illegible] and epidermis.

46,965—[illegible] Hunter Co., Cincinnati. Hypodermic injections.

47,000—[illegible] Davis Chemical Co., Dallas. Syrup of senna and pepsin.

47,[illegible]—[illegible] Co., Elmira. Perfumed toilet waters, sachet-powder.

47,481—W. H. Bull Medicine Co., St. Louis. Headache and fever tablets.

48,097—John A. Baker, Fort Worth, Tex. Preparation for treating [illegible] and eczema for stock.

48,[illegible]—Parker Medicine Co., Ltd., Chatham, Canada. Medicines for dyspepsia, heartburn, stomach troubles.

48,[illegible]—H. H. Mayer, Head Headquarters, N. J. Shaving creams.

49,[illegible]—A. L. Dodge, Grand Rapids. Remedy for germ and blood diseases, [illegible] rheumatism.

49,[illegible]—A. A. Wohl, Centervine Station, L. I., N. Y. Vaginal suppositories.

49,[illegible]—Dunbar & Marston, Boston. Acid-ales, acids, bleaching-powders, [illegible] and essences, etc.

49,664—Rocky J. Hardin, Blacksburg, S. C. Remedy for piles.

Published June 21, 1910.

[illegible]—C. E. Ross, Denver. Remedy for catarrh, hay-fever, etc.

[illegible]—New York Chemical Co., Inc. Medicinal remedy for [illegible] and [illegible] diseases, etc.

47,742—Franklin Ford, Jackson, Mich. Remedy for nervous debility.

48,790—Samuel Roland Hall, Scranton, Pa. Facial cream, remedies for diseases of the blood, and cathartic tablets.

49,[illegible]—Sempell & Chapman, New York. Face cream.

49,380—Voegeli Bros. Drug Co., Minneapolis. Remedies for diseases of the urinary and urogenital organs.

49,497—J. H. Zeilin & Co., Inc., Philadelphia. Remedy for fever and ague, dropsy, jaundice, etc.

49,[illegible]—J. E. Williams Co., Cincinnati. Toilet water.

Some druggists would be happier if they paid less attention to the repairs of their stores and more attention to the repairs of their friendships.

Era Key to the U. S. P.

NEW EDITION—JANUARY, 1910

With Latest Changes in U.S.P. to Date

Every druggist and physician should have a copy of this valuable little book in his vest pocket.

It contains a complete list of the drugs and preparations of the Pharmacopoeia and gives the official titles, common names and synonyms of the drugs, chemicals and preparations, their strength and doses in Apothecaries weights and measures with equivalents in Metric Terms.

As a companion to the U.S. Pharmacopoeia the Era Key gives to the physician and pharmacist an epitome of the contents of the official guide, in convenient shape for every day use and quick reference and in a form that will assist them as prescribers and dispensers.

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¶ This is the season of the year when Bismuth Subnitrate should be in large demand and we take occasion to draw attention to the excellence of our product. The advantages of *unusual bulkiness* and other desirable qualities can only be appreciated by giving our article a trial in the dispensing department. Supplied in 1 and 5-pound boxes by wholesale druggists throughout the United States. *Insist upon receiving our original packages.*

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DECISIONS ADVERSE TO THE GOVERNMENT.

Drug Law Does Not Apply to Goods Shipped by Manufacturer Between Premises, Rules Court.

WASHINGTON, June 20.—The Department of Agriculture has issued notices of judgments 257 to 355, inclusive, rendered by the courts in cases prosecuted by the United States attorneys involving violations of the Food and Drugs Act, most of them relating to misbranding or adulteration.

A libel proceeding, by which it was sought to confiscate 65 casks of liquid extract called "Danderine" brought against the Knowlton Danderine Co., Wheeling, W. Va., it being charged that the product was misbranded in not having a statement on the casks as to quantity or proportion of alcohol present, was decided against the government in the lower courts. The "Danderine" was shipped in bulk by Parke, Davis & Co., Detroit, Mich., to the Knowlton Danderine Co.'s premises in Wheeling, where it was bottled, the bottles being properly labeled. The notice says that decisions of any but the highest court, when adverse to the government, shall not be considered as final until acquiescence shall have been published. This probably means that the government is considering the matter of appealing to the United States Supreme Court.

Dellemand & Co., Chicago, shipped "Essence of Wintergreen," which on analysis was found to contain one-half the requisite amount of wintergreen, to be artificially colored and [illegible] Fined $10.

E. H. Ryno, Wayland, Mich., was fined $100 for shipping "Remedy for Hay Fever and Catarrh of the Nose, Prescribed by E. H. Ryno, Hay Fever Laboratory," which analyzed 99.95 per cent cocaine hydrochloride, this amount not being signified on label.

Make-Man Tablet Co., Chicago, shipped "Make-Man Tablets," misbranded because label bore false, misleading and deceptive statements. Fined $10 for each of two offenses.

Provident Chemical Co., St. Louis, shipped 100 barrels of a product labeled "300 lbs. C.A.P.," so-called calcium acid phosphate, but which consisted of approximately 50 per cent cornstarch. This compound when first manufactured was known as and sold as "Cream Acid Phosphate" and name had been later condensed to the use of the arbitrary letters "C.A.P.," which were adopted as a trade mark. Goods were released to claimant. The case may be appealed.

Murray & Nickell Manufacturing Co., Chicago, shipped "Powdered Colocynth," that did not conform to the U.S.P. standard and misbranded. Fined $10 in each case.

A fine of $25 was imposed on J. L. Lombardo, Buffalo, who shipped "La Tosca Hair Tonic," which was misbranded in that it contained 98.5 per cent methyl alcohol, quantity or proportion not stated on label.

Three different lots of whisky, decreed condemned and forfeited, were released upon bond that product would not be sold contrary to law. They follow: H. A. Thierman & Co., Louisville, Ky., 5 barrels of "Prairie Flower Whisky," falsely represented to be straight whisky; Hannis Distilling Co., Philadelphia, 20 barrels and 2 half-barrels labeled "Superior Monongahela Whisky," "Elkmont Whisky," "Angus Whisky" and "Artemus Whisky," which were misbranded, and Charles H. Ross & Co., Baltimore, 5 barrels wrongly labeled "Old Cabinet Whisky." In each case the product was not a straight whisky but a rectified article combined with grain distillate.

Angelo Grasso, [illegible] Lorenzo Grasso, shipped food product labeled "Prodotti Di Olii, OLIO SOPRAFFINO, La Favorita Braud," misbranded in that words and picture of branches of olive tree indicated product was olive oil, whereas it was most part cottonseed oil. Fined $50. Lange Brothers, New York, were fined $50 on a similar charge, label reading "Prodotti Italiani Olio di Oliva Sopraffino F. Ferrucci Lucca Toscana, Italy," and product containing cottonseed oil.

Two alleged headache cures were adjudged misbranded. The Kohler Manufacturing Co., Baltimore, shipped "Dr. Kohler's Antidote" and "Kohler's Antidote cures headache." These and other statements were proved false. Defendant fined $25. Harry C. Kinne, doing business as Kinne Medicine Co., Hudson, Mich., shipped "Kinne's Sure Headache Cure for Sick, Periodical and Nervous Headaches." Label stated that no morphine or cocaine was present but that preparation "contained a small quantity of acetanilide, two grains to the dose." Same contained three grains acetanilide to dose and statements made as to properties were false. Fine of $10 imposed.

Because it contained 4.8 per cent of mineral oil, did not state its own standard of strength, quality, or purity on the label and was labeled "Strictly Pure Turpentine," a consignment of drug product shipped by the Frank Tea & Spice Co., Cincinnati, was adjudged misbranded and adulterated. Fined $10.

Ranney Drug Co., New York, shipped "Extract of Witch Hazel or Hamamelis." Misbranded in that quantity or proportion of alcohol was not given and properties were falsely claimed. Fined $10.

Victor E. Shields and William H. Shields, trading as the Gin-Seng-Gin Co., Cincinnati, were fined $25 for misbranding "Gin-Seng-Gin Compound. With Phosphate. The Gin with a push! Etc." Misbranded in that words "Gin-Seng-Gin" indicated that product was a compound of gin and Gin Seng, also that amount of phosphate present was infinitesimal and does not justify use of words "With Phosphate." Further misbranded that devices resembling Chinese characters were used on label which led to belief that product was of Chinese origin. Fine of $25 imposed.

Charles C. Reakirt, of the Reakirt Drug Co., Cincinnati, shipped "Laudanum—Poison!—Caution." Same misbranded in that it contained 42.9 per cent of alcohol by volume and 1.2195 grams of morphia per 100 cubic centimeters, corresponding to 46.4 grains of opium, assaying 12 per cent of the fluidounce, and that label failed to bear a statement of the quantity or proportion of alcohol, morphine and opium contained therein. Fined $10.

Frederick Stearns & Co., Detroit, shipped "Nyal's Compound Extract of Damiana," etc. Adjudged misbranded in that there was not enough damiana present to justify use of name "Extract of Damiana," and because label falsely stated: "Useful as an aphrodisiac and for the restoration of virility in debility of the reproductive organs of both sexes." Cocaine was present, of which quantity or proportion was not given. Fined $5.

Formulas.

Just 1311 formulas are given in the new edition of the Dispenser Soda Water Guide. Every fountain operator needs it.

Jewel Sanitary Straw Dispenser

PRICES
No. 1 - $1 50
No. 2 - 2.25

Saves time and money. Protects straws from mice and insects and serves from either side. Positively dispenses One Straw at a time.

If your jobber can't supply you order from

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CORRUGATED WATERPROOF FIBRE BOXES

for Every Packing Purpose

Illustrated Catalog
"HOW TO PACK IT"
and Sample Box for the asking

THE HINDE & DAUCH PAPER CO.
Sandusky, O., or 165 Duane St., New York City

WHEELING METAL CEILINGS

Adapted to use in
Any Building—Any Climate—Any Condition
WHEELING METAL CEILINGS
Are stamped in Artistic Designs for any and all Kinds, Sizes and Shapes of Rooms
Sanitary—Artistic—Economical—Perfect Fitting—Permanent
No Repairs
Let us figure with you.
Address Dept. "P" at nearest office for Personal Attention
LARGE STOCKS AT ALL STORES
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BRANCH OFFICES AND STORES
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Necco Sweets

The Line that Catches the Trade

Carry a line of NECCO SWEETS and it will draw the trade your way. Necco Sweets advertising in all the popular magazines is making new customers for you, while Necco *quality* will make them *permanent* customers.

There are over two hundred varieties of Necco Sweets, headed by those most popular confections,

Lenox Chocolates

In ¼ lb. to 5 lb. Fancy Boxes

Known everywhere—and the demand grows apace.

Necco package goods are also winners. A good business and a good profit in them all. All marked by the Necco Seal.

10 CENT PACKAGE GOODS	5 CENT PACKAGE GOODS
Necco Chocolate Maple Walnuts	Necco Chocolate Creams, Ass'd
Necco Chocolate Wintergreen	Necco Pepsin Chewing Gum
Necco Chocolate Nougatines	Necco Chocolate Pecan Fudge
Necco Chocolate Almonds	Necco Chocolate Cream Cakes
Necco Chocolate Assorted Nuts	Carnation Pastilles
Necco Chocolate Molasses Crisp	Necco Chocolate Mints
Violet Pastilles	Necco Licorice Drops

PENNY GOODS

Fee Wee Mottoes	Peek-a-Boos
Coltsfoot Rock	Lover's Dreams
Pony Hearts	American Fig Confections
Sweet Orange Slices	Base Ball Caps

See your jobber today. If he is not supplied, write us direct

NEW ENGLAND CONFECTIONERY CO., Boston, Mass.

THE HANDSOMEST PACKAGES OF

TALCUM POWDER

VIOLET No. 17 ROSE No. 20

10, 15 and 25 cent Sellers

2½ oz. Round, 4 oz. Oval, 8 oz. Dome Top, 1 lb. Canisters
Soft, White, Velvety Powder nicely perfumed

Your name on label advertising yourself. Prices to make you 100% profit. Send for sample

HENRY K. WAMPOLE & CO., Inc.

Manufacturing Pharmacists **Philadelphia, U.S.A.**

BUSINESS RECORD

Changes in Ownership, New Drug Stores, Incorporations, Fires and Other Commercial Matters of Interest to Wholesale and Retail Merchants.

Supplement to The Era Druggists' Directory.

CONNECTICUT—New Milford—S. Ewan Evans, Main and Bank streets, new store.

NEW YORK—Mount Vernon—Guernsey Drug Co., County avenue and Third street; new store.

New York City—Kantor & Co., 163d and Tiffany street; new store.

OHIO—East Palestine—C. B. Rainsberger; new store.

PENNSYLVANIA—Albion—W. V. Wirtz; new store.

Altoona—Phillips C. Dosch, 705 Third avenue; new store.—A. A. Gartland, Sixth avenue and Seventh street, has been succeeded by Frank B. Stevens.

Bentleyville—Caldwell Pharmacy; new store.

Brackenridge—Crystal Pharmacy; new store.

Butler—E. E. Knight & Co., 301 Center avenue, have been succeeded by Knight & Davy.

Etna—A. C. Kurtz, 366 Butler street, has been succeeded by G. A. Snyder.

Everson—Everson Drug Co.; new store.

Greensburg—S. S. Hays, 118 South Main street, has been succeeded by Copeland & Borland.

Greenville—R. A. McCartney; new store.

Harmony—J. J. Barnhart has been succeeded by Forcht & McQuiston.

Homer City—Sickenberger & Co., Main street, have been succeeded by the Homer City Pharmacy.

Millsboro—R. E. Guyton; new store.

Monessen—Thos. Litzinger has been succeeded by Hirsch Drug Co.

Nanty-Glo—M. C. Schmidt; new store.

Natrona—Natrona Pharmacy; new store.

New Wilmington—Jewell & Martin have been succeeded by T. H. Jewell.

Oil City—Koons Drug Co., Arlington Block, have been succeeded by the Arlington Drug Store.

Pittsburg—A. M. Ellis, 301 Washington avenue; new store.—Jno. A. Gunn, 4777 Liberty avenue, has been succeeded by the Red Cross Pharmacy; E. A. Breitenwald, proprietor.—G. B. Hinkley, 77 Washington avenue, has been succeeded by H. P. Grantz.—Mc Kennan Drug Co., 335 Penn avenue; new store: Jno. A. Gunn, W. A. Schirmer and O. Q. Wolff, proprietors.—E. H. Melvin, 2450 Wylie avenue, has been succeeded by W. L. Weber.—Newcomb Drug Co., 935 Washington avenue, have been succeeded by F. C. Hittner.—Pauls Pharmacy, 1627 Center avenue, has been succeeded by the Union Drug Co.—J. Paul Pfaff, 1001 Fifth avenue; new store.

South Sharon—South Sharon Pharmacy has been succeeded by J. C. Leslie.

Swissvale—J. M. Linn, Noble and Center streets, has been succeeded by Bliecher & Blaney.—H. H. Vanderwort, Monongahela and Church streets, has been succeeded by Bertrand Berry.

Washington—D. M. Frazee, 1057 Jefferson avenue; new store.

Wilmerding—H. G. Crousbore has moved his store to Carnegie, Pa.

Woodland—D. H. O'Donnell has moved his store to Fleetwood, Pa.

WEST VIRGINIA—Parkersburg—Dr. M. Lowe, Seventh and George streets, has been succeeded by Kelly's Pharmacy.

Pennsboro—C. P. Sigler has been succeeded by R. B. Sigler.

Wheeling—J. G. Ehrle, 4316 Jacob street, has been succeeded by Ehrle & Merge.—The Elite Pharmacy, 1034 Main street, has been succeeded by W. J. Winegerter.—Gray & Kennedy, 1053 Eoff street; new store.—H. D. Nalley, National Road; new store.—J. F. Shirk, Edgington; new store.—Warwood Pharmacy, Warwood; new store.

NEW INCORPORATIONS.

Anageisol Chemical Co., Jersey City, N. J.; chemists, druggists, etc. Capital, $75,000. Incorporators: Harry J. Morris, William H. Saunders, John B. Clary.

Federal Drug Co., Conneaut, Ohio. Increases capital stock from $500,000 to $1,500,000.

Associated Pharmacists, San Francisco, Cal.; manufacturing chemists. Capital, $2,000,000. Incorporators: H. L. Smith, G. S. Smith, C. S. Montgomery, H. B. Davidson, E. H. Mercer, each of whom subscribes for 25 shares of a par value of $1 per share. Of total stock 25,000 shares are to be preferred and the balance common.

Horticultural Chemical Co., Camden, N. J.; to buy and sell all kinds of pharmaceutical preparations. Capital, $150,000. Incorporators: F. A. Kuntz, Joseph P. Murray, William S. Kell.

International Drug Co., Denver, Colo. Capital, $150,000. Incorporators: A. D. Murphy, Nellie D. Graves, Charles H. Beeler.

THIS MEANS YOU!

INCREASE YOUR INCOME

WITHOUT

INVESTING A DOLLAR

We have no goods to sell you or to send you on approval.

Our proposition is square and strictly within your means. Let us tell you how you can make a comfortable income of a couple dollars per day.

Write today and get the full details.

THE PANTER REMEDY CO.

67 South Clark Street CHICAGO

THE PANTER REMEDY CO.
67 So. Clark St. Chicago

Gentlemen: Tell me how I can increase my income without investing a dollar.

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The Sixty-seventh Annual Session will begin September 27, 1910. Catalogue giving full information in regard to requirements for admission, courses of instruction, expenses, etc., will be mailed upon application. Address,

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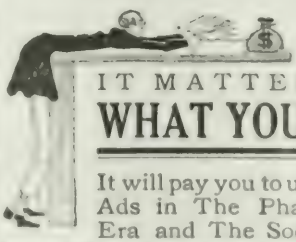

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ICE CRUSHER

You cannot chip ice RIGHT without a Little Giant—it's impossible.
A LITTLE GIANT Ice Crusher in your store or factory will save you labor, time, ice, money and trouble.
We can prove it—we WILL PROVE IT by letting you have the LITTLE GIANT Ice Crusher you need, for

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LITTLE GIANT Machines chip ice in uniform sized pieces—do it QUICK and with less power than it takes to operate any other ice machine made—we'll prove that.
First Cost is all the Cost.
LITTLE GIANT Ice Machines are constructed of the very best materials—they work for you all the time without repairs or expense.
You need a LITTLE GIANT in your business—right this minute is the time to get one.

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Formerly Davenport Ice Chipping Machine Co.
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Catalogue sent you by return mail

Wholesale Drugs, Chemicals and Sundries
GUARANTEED FOOD AND DRUGS ACT
WRITE FOR PRICE LIST
BAKST BROTHERS
439 GRAND STREET NEW YORK CITY

WHOLESALE DRUGGISTS and IMPORTERS
Guaranty No. 34
WRITE FOR PRICE LIST
Henry Klein & Co., 220 Greenwich St., New York

The TURN-A-MINIT AGITATOR

is one of the greatest labor savers ever offered to the drug trade

—for compounding formulas, prescriptions and emulsions.

It is the most sanitary, most simple and hardy article of this sort that has ever been devised.

Every part of the contents is in constant agitation at the same rate of speed.

It is all in the rib inside of the jar and the patent porcelain dasher.

The rib acts as a breaker, throwing the mass backward and upward, causing a perfect mixture of every particle.

With the TURN-A-MINIT AGITATOR, perfect and lasting emulsification is possible in but a fraction of the time it now takes you.

Unequalled at the soda fountain for numerous purposes.

QUART SIZE (complete) - - $2.50
GALLON SIZE (porcelain jar instead of glass) - - 9.00

Order at once or send for descriptive circular

The Turn-A-Minit Churn Company
2802 Metropolitan Tower, NEW YORK

NEW PLANT IN BOSTON WHICH IS BEING BUILT FOR THE LIQUID CARBONIC CO., OF CHICAGO.

In the accompanying illustration is shown the new plant which has been built in Boston for the use of the Liquid Carbonic Co. and which is now practically completed. It is in many ways a model and in every case embodies the latest and highest type of engineering and building construction of the present day. The main building is 135 x 260 feet, constructed of concrete, steel and brick, three stories in height with a high basement, making it a four-story building. The basement is largely devoted to marble work, and in it is installed a modern marble working plant. The gas factory shown in the rear has a capacity of 40,000 pounds of CO_2 a day, making it one of the largest carbonic acid gas plants in the world. Every detail has been worked out with the one object of supplying to the New England trade an ample quantity of the purest gas with a promptness that will be appreciated by the trade.

A complete stock of soda fountains will be carried, and in addition the equipment will permit the manufacture of fountains on very short notice, so that any type or style of fountain can be furnished from Boston, with the same promptness, as from the plant in Chicago.

New England territory was formerly handled from the New York branch, but the growth of business in the East has been such that the utmost capacity of both New York and Boston plants will be necessary to take care of the company's Eastern business. A. H. Blankenhorn, salesman for nine years in the Chicago branch, has been promoted to the managership of the new Boston plant. He is a man of wide experience, ripe judgment and long business training.

Indispensable to all druggists is THE ERA Price List.

Dr. Murphy Heads A.M.A.—Dr. Simmons Stays.

ST. LOUIS, June 20.—The insurgents were defeated at the recent annual election of officers of the American Medical Association. Dr. John B. Murphy, of Chicago, was elected president and Dr. George H. Simmons was again elected secretary by a unanimous vote despite his previous declination. Dr. Murphy is a celebrated specialist on appendicitis. He is also the inventor of the Murphy abdominal button, which has been a great help to modern surgery. The officers elected were:

Dr. E. E. Montgomery, Philadelphia, first vice-president; Dr. R. C. Caffey, Portland, Ore., second vice-president; Dr. W. D. Moore, St. Louis, third vice-president; Dr. L. E. Johnson, Washington, D. C., fourth vice president, and Dr. Frank Billings, re-elected treasurer.

Heavy Sentence for Cocaine Seller in New York City.

Judge Mulqueen, in General Sessions, imposed the severest sentence recently ever handed out under the Cocaine Act in this city. The prisoner was "Doc" Lewis, an old offender. He got a sentence for two years in the State prison. It was his fourth arrest, and his second conviction.

The ROYAL STANDARD TYPEWRITER

Represents ECONOMY in More Ways Than ONE

¶ It costs less to keep in order, because it STAYS in order.

¶ It does not waste time by breaking down on a busy day.

¶ It turns out more work, because it is easier to understand, easier to operate, and capable of greater speed.

¶ It lasts longer, because it is simpler, has fewer working parts, and they are made of better materials.

"THE TYPEWRITER WITHOUT FRILLS"

DRUGGISTS—Ask for complete information regarding the Special Machine for Druggists and Physicians, with Diagram of Medical Keyboard and specimen typewritten label.

ROYAL TYPEWRITER CO.

ROYAL TYPEWRITER BUILDING

364-6 BROADWAY NEW YORK CITY

COCOA POWDERS

You have not exhausted the possibilities in Cocoa Powder buying, without at least seeing what we can do for you.

We make nearly one hundred varieties, and certainly some one of them should suit your requirements. Our Cocoa plant is one of the finest in the world and we keep abreast with all improvements.

Our machinery enables us to furnish not only a Cocoa more completely freed from the oil than others but also **ANY** degree of dryness desired.

We can give you the Dutch processed Cocoa of highest grade and fully equal to the finest imported, and we can give under the same process, Cocoa that is slightly processed or heavily processed. We can give the same **QUALITY** of Cocoa not Dutch processed.

We can give you a Cocoa Powder that could only be sold at a small profit at $1.00 per lb., and from that absolutely pure Cocoa down to a price that would **SURPRISE YOU**.

If you are a large user we can and will make a blend solely for your purpose. We make only absolutely pure Cocoa powders.

We pack in barrels, half barrels, 50 and 25 lb. drums and 10, 5 and 1 lb. tins.

PLEASE REMEMBER other manufacturers **MAY** be able to please you, **BUT** you should see what we can do before you place your contracts or orders.

PLEASE REMEMBER other manufacturers **MAY** be able to satisfy you, but **WE CAN** and our capacity assures you of prompt deliveries.

YOU SIMPLY DON'T KNOW UNTIL YOU TRY

ROCKWOOD & CO.

88 Washington Ave. BROOKLYN, N. Y.

Roger & Gallet

Perfumers

Paris -:- France

CHARLES C. SARGENT

Sole Agent

for the United States and Canada

25-27 West 32nd Street

New York

NEW EDITION

The

DISPENSER SODA WATER GUIDE

OVER 1300 PRACTICAL FORMULAS FOR THE SODA FOUNTAIN

IN THREE BINDINGS:

Flexible	$1.00 per copy
Cloth Board	1.50 "
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ALL POSTPAID

D.O. HAYNES & CO.

Have You a Soda Fountain?

Do you wish to operate it on modern, up-to-date, money-making lines?

Then these 3 Publications are invaluable to you

For only $2 we will send you

The Soda Fountain (monthly) for 1 year.
1 Copy Dispenser Soda Water Guide.
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ALL PREPAID NET CASH WITH ORDER

D. O. Haynes & Co.
Publishers New York

NEW CO-OPERATIVE DRUG COMPANY FORMED.

Prominent Druggists Interested in Half-Million Corporation to Operate on the Rexall Plan.

The Consolidated Drug Co., with a capital of $500,000, has been incorporated under the laws of New Jersey by H. Schroeder and John D. Muir, of Grand Rapids, Mich., and H. F. McCormick, of Chicago. Messrs. Schrouder and Muir are well known retail druggists of the Furniture City, the second named being the president of the Michigan Board of Pharmacy. Mr. McCormick was formerly connected with the Rexall company. The company has established an office in the Metropolitan Building, New York, and proposes to sell stock to retail druggists and to manufacture a line of remedies on the co-operative plan.

The name selected for the new company has caused some confusion in the drug trade, many connecting it with that of the New York Consolidated Drug Co., the wholesale drug company operated by members of the German Apothecaries' Society of this city. S. V. B. Swann, manager of the latter company, informed an ERA man that he had already taken steps to prevent further confusion and that General Manager McCormick has promised to select another name for his corporation and one which would not be confused with that of the New York Consolidated Drug Co.

No Judgment Against Denver Mud Manufacturers.

Germicide Co., Denver, Colo., manufacturers of Denver Mud, have not been sued in any form by the Denver Chemical Manufacturing Co., but the latter recently obtained a rule in the Federal court against the Colorado Chemical Co., a bankrupt concern of Chanute, Kan.

Receiver in Bankruptcy for Stein-Gray Co.

CINCINNATI, June 20.—Five creditors of the Stein-Gray Drug Co., 228-232 East Fourth street, have filed a petition in bankruptcy against the company, charging that the company is insolvent and has consented to be adjudged bankrupt. Judge Hollister named Elden R. James as receiver under $25,000 bond, which he gave. The creditors claim the company's assets aggregate $75,000. Vice-President W. T. Gray says the company will not contest the case. He claims the company's liabilities are not as large as its assets. The company is seven years old.

New Wholesale Company for Oklahoma.

The Rankin-Fogle-Francy Drug Co., capitalized at $100,000, has been incorporated under the laws of Oklahoma to engage in the wholesale drug business at Muskogee. Messrs. Fogle and Francy are from Toronto, Ohio, and drug men of experience. Mr. Rankin has been for many years a traveling salesman for a Kansas City drug house and has an extensive acquaintance within the State of which he has been a resident for several years. The company has secured a site in the wholesale district of Muskogee and will at once begin the erection of a suitable building where it expects to be ready for business about September 1.

Straightening Out the J. Jungmann Tangle.

Judge Hough has granted an application made by Receiver Patterson for J. Jungmann, Inc., whereby the three Jungmann stores at 428 Columbus avenue, 50 Church street and 15 East 23d street will be turned over to a new corporation with $150,000 capitalization, after certain conditions have been complied with, subject to the consent of the creditors. It is probable that the bankruptcy will now be adjusted satisfactorily to all interested.

New Rules Regarding Transportaton of Explosives.

Dr. Wm. Jay Schieffelin, chairman of the N.W.D.A. committee on regulations for the transportation of inflammables, has issued in pamphlet form the express companies' regulations for the transportation of explosives, inflammable and other hazardous articles, effective June 15. All but three express companies have adopted these regulations.

Era Publications for Druggists and Soda Dispensers

The Pharmaceutical Era (Established 1887)
Issued on the 1st of each month. The pioneer technical magazine of America, covering all of the important departments of theoretical and practical pharmacy. Original and selected articles of value and importance to the druggist and assistant. Subscription, $1.00 a year in advance.

The Soda Fountain (Established 1902)
An illustrated monthly journal for druggists, confectioners and all operators of soda fountains. The SODA FOUNTAIN is the only National [illegible] to the soda fountain trade. It is filled with practical suggestions for druggists and confectioners, and is published in the interest of those who wish to be posted on the latest developments in this trade. It is up-to-date in every particular. Subscription, $1.00 a year in advance.

Era Druggists' Directory
[illegible] of the wholesale [illegible] who supply the drug trade. Price, $5.00 a copy, postpaid.

Era Price List For ERA subscribers only
[illegible] and retail druggists [illegible] to patrons. All drugs and chemicals in the Pharmacopoeia and Hoyt's Manual are quoted. Price List [illegible] ERA subscribers only at $1.00.

Era Course in Pharmacy
[illegible] by mail. Thousands of successful graduates. [illegible] Price, $10.00 complete.

Era Binders
[illegible] Price, 75 cents each, postpaid.

Era Key to the U.S.P. New Edition Oct. 1909
[illegible] Imitation leather, 25 cents a copy, postpaid. In full leather, 50 cents a copy, postpaid.

Era Poison and Liquor Register
This book offers the best method for keeping an accurate record of all Poison and Liquor Sales. It is more than 50 pages specially ruled for the purpose and a complete Digest of the Poison Laws of all States. Bound substantially in stiff boards. Price, 60 cents a copy, postpaid.

Era Cost and Stock Book
A most useful record book for druggists. Contains a complete list of all Drugs, Chemicals, and new remedies, with prices and ruled columns for records. Printed on good paper, [illegible] Price, $2.50 a copy, postpaid.

Dispenser Soda Water Guide
A reliable compilation of over 1,111 practical formulas with innumerable suggestions and instructions for operating a soda fountain or ice cream [illegible]
New 1910 Edition, 150 pages. Flexible Binding, $1.00; Full Cloth, $1.50; Cloth, Interleaved, $2.00 a copy.

Money-Making Hints
A book full of money making suggestions and ideas for operating a soda fountain and confectionery department of a store. Contents are divided into 18 Chapters. No. 1 on the opening of the soda season, and Chapter 18 on [illegible] everything. Price, $1.00 a copy, postpaid.

Era Formulary (5000 Formulas)
A [illegible] of original and [illegible] formulas including [illegible] from standard European [illegible] and French authorities. Contents [illegible] 9 divisions as follows: I. Proprietary Preparations. II. Preparations by Physicians. III. Latest Advances in Veterinary Medicine. IV. Recipes for Medical Beverages. V. Pharmaceutical Preparations. VI. Miscellaneous Formulas. VII. [illegible] Price, $5.00, postpaid.

Era Dose Book and Reference Tables
A [illegible] of over [illegible] pharmaceutical preparations [illegible] Tables. Also a complete [illegible] Natural Law of Solubilities [illegible] with APPENDIX [illegible] Price, 50c., postpaid.

D. O. HAYNES & CO., Publishers, NEW YORK

ARE YOU REAPING the BENEFIT?

$75,000.00 is being spent this year **increasing** the **demand** for the

E. BURNHAM TOILET PREPARATIONS

50 Toilet Articles forming the most complete line now on the market.

PRICES RANGE:
$8.00 per doz.: Retail for $1.00
6.00 per doz.: Retail for .75
4.00 per doz.: Retail for .50
2.00 per doz.: Retail for .25

Terms: 60 days less 10%
Cash: 10 days 2% additional

The E. Burnham Preparations are well established, fully tested and widely advertised. We supply dealers with *abundant advertising literature, free samples and "How to be Beautiful" booklets.* You will find ready sale for our goods. Write for Price List "X."

E. BURNHAM **67 and 69 E. Washington Street** **CHICAGO**

E. Burnham

THE EDDY
Gives a KEEN EDGE

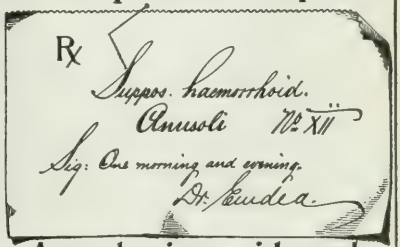
¶ We can prove this to you and you in turn can prove it to your customer, and that is what they want. We guarantee every strop that bears our name no matter where it is sold or by whom.

¶ Send for our catalogue and price list, look them over and the next time you are in the market for **Razor Strops** give us a trial. You will not regret it.

Strops 25c. to $2.50

THE EDDY COMPANY
WORCESTER, MASS.

A Frequent Prescription!



Anusol enjoys wide and increasing professional favor. Please keep a supply to meet the demand.

Schering & Glatz, New York.

Spooners Delight

ROYAL
METAL FURNITURE

For the Soda Fountain and Ice Cream Parlor

Is the cheapest furniture you can buy because it has more value in it for the dollar than any other make. It is **strong,** will never wear out, **handsomely finished** and will make your store **attractive.** It is also guaranteed for ten years. **Insist** upon getting the furniture with **the double cross brace** connecting the legs.

If your Jobber won't sell you, write us. 1910 Catalogue Ready.

ROYAL METAL MANUFACTURING CO.
1820 **DEARBORN STREET** **CHICAGO, ILL.**

BUSINESS NOTICES

Maintenance of Prices on Sanatogen.

[illegible] to maintain the prices on their product—Sanatogen. In their advertisement on another [illegible] have the right and will insist that retailers shall strictly maintain the minimum retail rates plainly stamped on each box of Sanatogen. Any dealer violating the conditions named thereon renders himself liable to injunction and damages. Price [illegible] freely upheld by various court decisions, and while they do not wish to intimidate anybody, they do propose to uphold and enforce their rights. By maintaining their schedule of prices every retailer is in a position to get a square deal and the small druggist is on an even level with chain corporation or department stores so far as best prices are concerned. For further particulars, prices, etc., read the Bauer Chemical Co.'s advertisement on page 633 of this issue.

Make Money by Selling Bath Cabinets.

The Robinson Bath Cabinet Co., 577 Jefferson avenue, Toledo, Ohio, have over 1500 druggists in the United States who are selling the Robinson Bath Cabinet, the record for the past year being more than 10,000 cabinets, the profits amounting to more than $40,000. This cabinet has several features which commend it: It is the only cabinet with four top curtains, the advantage being that the cabinet can be heated up before entering and used for a cooling room after the bath by dropping one curtain at a time, thereby securing four different temperatures. The cabinets retail all the way from $3.50 to $12.50 and the druggist does not have to carry a supply to make sales. Hot baths are especially recommended for the [illegible] and it is easy to [illegible]. Read the Robinson Company's advertisement [illegible] and write for special proposition No. 640.

Offers Three Courses Leading to Degrees.

The New York College of Pharmacy, the department of pharmacy of Columbia University, calls attention in an advertisement in this issue of the ERA to its 81st annual course of instruction which will begin on September 26 next. Two courses are offered, one leading to the degree of Graduate in Pharmacy, and the other leading to the degree of Pharmaceutical Chemist, the latter a university course and preparing students for admission, without examination, to the College of Physicians and Surgeons. A course offered to graduates of this and other institutions of equal grade is that leading to the degree of Doctor of Pharmacy. Students who are contemplating taking up instruction in pharmacy should communicate with the secretary, Thos. F. Main, 115-119 West 68th street, New York, who will send catalogue and other particulars on request.

Tincture Opii Deodorati U.S.P.

This article has largely superseded tincture of opium in prescription use and its increased employment requires the frequent replenishing of the stock bottle. Without criticism of the official process for the preparation of Tincture Opii Deodorati, the operation is one which many druggists would gladly avoid were they acquainted with the method of using the Opium Deodorized for the direct preparation, at a slight increase of cost, of a tincture of standard strength.

The Powers-Weightman-Rosengarten Co. are now offering an Opium Deodorized especially prepared for this purpose, and the convenience and reliability of the process mentioned is one which is likely to grow in popularity, particularly in stores where economy of time is always a consideration. All jobbers are in a position to supply the P-W-R product at lowest market rates.

Indispensable to all druggists is THE ERA Price List.

INSECTICIDES

Are Now In Season

An Insect Powder to be most effective, should be made from closed flowers. The wild flowers growing in Montenegro are considered the best, and they command a much higher price than open insect flowers from which the commercial powder is made. Your customers who want the best and are willing to pay for it should use

Spalato Insect Powder

from closed flowers entirely

Put up in decorated tin canisters, containing 10 lbs.

LEHN & FINK : New York

VACATION SERIES

60 Cents per 100 Assorted

STYLE No. 492

$5.00 per 1000 Assorted

In publishing this line of 18 subjects printed in a ***rich sepia tint,*** it was our aim to offer the Post Card Dealer a card which in the large cities and towns would be a seller on its merits as a first class comic or sentimental subject, and in the smaller towns and at country resorts frequented by vacationists could also be used as a local view by the addition of the name of the Town or Resort.

The AMERICAN NEWS COMPANY

9-15 Park Place, **Post Card Department, Desk C,** *New York City*

Cold Drinks at the Soda Fountain

ARE BECOMING MORE POPULAR EVERY DAY

ADD TO THAT POPULARITY BY USING

R.S.P. CO.'S Rockford Quality SILVER PLATED SERVICE WARE

We have a full line of appropriate service equipment especially suited to the needs of the better class of Soda Fountain Patronage.

All Jobbers carry and recommend our line

Perfect service guarantees satisfaction—"R.S.P. Co.'s" Silver Plated Ware guarantees perfect service.

ROCKFORD SILVER PLATE CO.
ROCKFORD, ILL.

ROCKFORD SILVER PLATE CO.,
Rockford, Ill.

Please send me complete Price List of the R. S. P. Co.'s Silver Plated Fountain Ware.

Signed.....

Address.....

My Jobber is.....

BUSINESS NOTICES

National Campaign for New Cleanser.

The Karith Jug

Retail druggists everywhere will be interested to know that a satisfactory cleaning fluid is on the market, which they can safely recommend to their customers for use upon kid gloves, fabrics, etc. Its name is Karith. The success of this preparation has been such that the Karith Chemical Co. is perfecting arrangements for a national campaign of advertising, so that the trade in all parts of the country will undoubtedly have calls for it. Druggists handling Karith report that it has a ready introductory sale, and that it is one of the strongest repeaters they have ever carried. It does all that is claimed for it, and therefore every sale wins a constant user, for no other preparation of the kind will accomplish the same results. This, with the added advantage of a novel and attractive container, should make Karith within a short time a staple article with every retail druggist, and one of his most satisfactory sellers. A handsome twisted-wire counter display stand, to contain one dozen trial size jugs, with show-card, of which an illustration is herewith given, is supplied without charge to any druggist who will use it. Attention is directed to the advertisement of the Karith Chemical Co. on the back cover of this issue.

Exclusive Right to Use Name "Liebig."

The Liebig's Extract of Meat Co., of London, makers of the celebrated Liebig's Extract of Meat, has gained an important victory in its suit against the Liebig Extract Co., of Hudson and Thomas streets, New York City, by the decision recently handed down of the United States Circuit Court of Appeals for the Second Circuit.

The principal issue was to the right of the Liebig Company, of London, to exclusive ownership in the name "Liebig," and the Appellate Court has now given a decision, with heavy costs against the Liebig Extract Co., of New York, and enjoins that company from using the word "Liebig" in connection with the sale of extract of meat. Since this decision is final and not subject to further appeal, it should mark the end of infringements on the original and genuine Liebig Extract of Meat made by Liebig's Extract of Meat Co., of London, under rights acquired from the eminent Baron Justus von Liebig, whose facsimile signature "J. v. Liebig," in blue, is a prominent feature of the package.

Alabastine Co.'s Post Cards Showing Color Schemes.

The Alabastine Company, sole manufacturers of Alabastine, Grand Rapids, Mich., have just issued a set of attractive post cards showing interiors arranged in various color schemes by means of stencils and the use of Alabastine in appropriate tint. These cards are put up in sets of ten and they are sure to increase the public interest in Alabastine which dealers sell because it is advertised, affords a good margin of profit, is recognized as a high grade article and brings customers to the store. If you are interested write to the Alabastine Co. for particulars regarding these artistic post cards.

No Quorum for June Meeting of the N.Y.C.P.

Due to lack of quorum the June meeting of the New York College of Pharmacy was not held. At the October meeting Secretary Thomas F. Main will move to change the by-laws so that future spring meetings will be held in May.

ZUYDER ZEE

¶ The Latest Riker Triumph.
Perfectly Plain—Absolutely
Pure—Contains No Perfume.

THE MOST ATTRACTIVE PACKAGE ON THE MARKET

¶ Many people demand an unscented
Talcum Powder of known Purity.
: : : : : : Give them : : : : : :

RIKER'S ZUYDER ZEE

WM. B. RIKER & SON CO.
WHOLESALE DEPARTMENT
109 W. Twenty-seventh St., New York

SPECIFY

P-W-R Chemicals

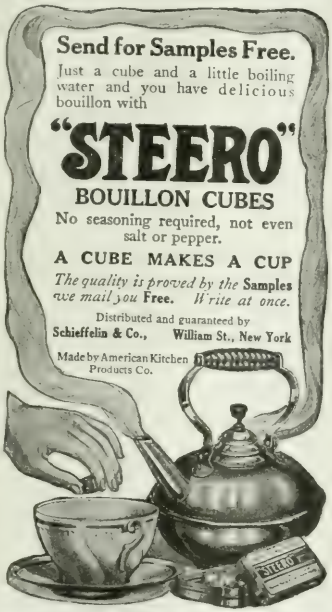
COMPLETE LIST ON REQUEST

MORPHINE SULPHATE, Flakes or Cubes
QUININE SULPHATE and other Salts

STRYCHNINE CODEINE THYMOL IODIDE
POTASSIUM IODIDE ACID CITRIC BISMUTH SUBNITRATE

OPIUM DEODORIZED FOR THE DIRECT PREPARATION OF TINCTURE OPIUM DEODORIZED

Powers-Weightman-Rosengarten Co.
NEW YORK PHILADELPHIA ST. LOUIS


Send for Samples Free.
Just a cube and a little boiling water and you have delicious bouillon with
"STEERO"
BOUILLON CUBES
No seasoning required, not even salt or pepper.
A CUBE MAKES A CUP
The quality is proved by the Samples we mail you Free. Write at once.
Distributed and guaranteed by
Schieffelin & Co., William St., New York
Made by American Kitchen Products Co.

"STEERO" BOUILLON CUBES

HAVE YOU STOCKED THEM?

¶This cut is one of a series of advertisements now appearing in the leading periodicals.

¶Write us for a sample and our "SPECIAL OFFER"

¶Try "STEERO" at home and at the Fountain.

¶The simplicity and quickness with which "Bouillon" or "Beef Tea" is prepared with "STEERO" Cubes will delight you.

Schieffelin & Co.
195 William Street New York City

HAND COLORED LOCAL VIEW POST CARDS

MADE TO ORDER

$7.20 for 1000. : : : : : : : :
Made from any fair photo and delivered in two to three weeks. ***Best made in America.***

BLUE DELFT (2 colors) **$5.00 for 1000.**
SEND FOR SAMPLES

Season, Florals, Comics, Greeting Cards, Etc., direct from factory

National Colortype Co., Dept. I, Cincinnati, Ohio

BUSINESS NOTICES

Hay Fever and the Adrenalin Campaign.

Parke, Davis & Co.'s summer campaign on Adrenalin manifests itself early this year, the "hay fever" announcements having already begun to appear in the medical journals. One new product—Anesthesia Cream (Adrenalin Chloride, 1-20,000; para-amido-ethyl-benzoate, 10 per cent; in a bland oleaginous base), is described in the company's literature as an astringent, anesthetic ointment, after the formula of Dr. J. E. Alberts, The Hague, Holland. Like Adrenalin Ointment and Adrenalin and Chloretone Ointment, the new preparation is supplied in collapsible tubes with elongated nozzle to facilitate introduction into the nostril. The cream has the endorsement of numerous clinical workers and will doubtless give a good account of itself.

As in former years, it is probable that the older and better known products—the Adrenalin Chloride Solution and Adrenalin Inhalant—will have "first call" with the average practitioner, a fact that the druggist should keep in mind in arranging for his supplies of hay-fever remedies. The ointments and cream have their vogue, of course, and may well be ordered in moderation.

Brooklyn College of Pharmacy's 20th Annual Course.

According to the last report issued by the United States Commissioner of Education, there were 78 schools of pharmacy or departments of pharmacy in the country during the years 1908-9, three more than in the preceding year. Of these, none occupies a more prominent position than the Brooklyn College of Pharmacy which, on another page, calls attention to its 20th annual course of instruction. The B.C.P is registered under the Educational Department of the State as complying with all of the requirements, has an experienced corps of professors and instructors, and its chemical, pharmaceutical, dispensing and pharmacognosy laboratories are thoroughly equipped for practical work. It maintains a Post Graduate Course which is open to all graduates of recognized schools of pharmacy, leading to the degree of Doctor of Pharmacy. The tuition fees are moderate and if you are thinking of attending a college of pharmacy you should certainly send for a Prospectus of this institution. The fall term begins in September next. Address Wm. L. Harloe, clerk of the college.

Record Cigar Sales Without Traveling Salesmen.

A factory that gets orders from dealers in 38 States without sending out a traveling salesman is that of Frank P. Lewis, Peoria, Ill. More than 9,500,000 Lewis' Single Binder straight 5 cent cigars were sold in 1909 with 1910 making a new record. This simply means that the standard of quality maintained by the Lewis factory is appreciated by both dealer and consumer, or this showing would not be possible.

The Lewis factory is one of the very few factories in the United States whose cigars are made entirely by hand, and the tobacco being thoroughly ripe and perfectly cured, shows the very best burning qualities. The cigar is a good one for the dealer, because it is never dead stock, and in selling it, the dealer gives his trade the very best quality that is possible to get in a 5 cent cigar. More than thirty years' experience in manufacturing only high class hand-made cigars has put the Lewis product in a class by itself. The factory, located at Peoria, Ill., is receiving orders from every section of the United States, and from the very best class of dealers.

United States Branch Factories in Canada.

Printers' Ink, in an article on Canada as a good market for American goods, prints the first list of United States concerns that have established branch plants in Toronto. The list mentions some 42 concerns, including the following which are well known to ERA readers:

Dominion Carbonic Co., Ltd., carbonic acid gas; Sanitol Chemical Laboratory Co., Ltd., drugs; Waterbury Chemical Co.; Hurler's; American Chicle Co., gum; Coca-Cola Co., soft drinks; National Cash Register Co., Ltd.

COLUMBIA UNIVERSITY

COLLEGE OF PHARMACY of the CITY OF NEW YORK

THE EIGHTY-FIRST ANNUAL COURSE OF INSTRUCTION

of the College will begin on September 26th, 1910, and continue through the academic year.

The College offers a course of two years, consisting of three days instruction weekly, open to those possessing the Pharmacy Student Certificate of the New York State Education Department, based on fifteen Regents' counts or one year's work in an accredited high school and leading to the degree of Graduate in Pharmacy.

In recognition of the need of other courses providing for advanced work, a Graduate Course of one year in the pharmaceutical and chemical sciences of Junior and Senior is open.

A Department of Chemistry, Physics and Biology, open to students of the College, offers a course of two years, of five days instruction weekly, which includes the Academic Requirements of the State Education Department, leading to the Regents' Counts of Junior grade, and to the successful completion of which is granted a Certificate of Proficiency in Chemistry. This course prepares students for admission to the College of Physicians and Surgeons.

To graduates of this and other Schools of equal rank, our regular Graduate Course of one year is open, leading to the degree Doctor of Pharmacy.

A Summer Pharmacy Course of twelve weeks is conducted during the months of July and August, under special directions for the regular work of the College. Those intending to take this course will please communicate with the Secretary.

THOMAS F. MAIN, Secretary, 115-119 West 68th Street, New York City

MASSACHUSETTS COLLEGE OF PHARMACY, Cor. St. Botolph and Garrison Sts., Boston

The next session will begin the first week in September and ends the third in May.

The course of instruction covers three years, leading to the degree of Doctor of Pharmacy (Pharm.D.), and a Pharmaceutical Chemist (Phar.C.).

A satisfactory preliminary examination of one year in an approved high school is required for entrance. Special students admitted upon the same terms. All courses open to graduates. Laboratories equipped with modern apparatus.

The demand for graduates of this school is in excess of the supply. For further information and catalogue write to

J. W. BAIRD, A.M., Ph. C., M.D., Dean

$5.50 PROFIT
on a
$6.00 ORDER

Would you spend 50c. to make $5.50 and at the same time insure the future regular patronage of twenty-five people? You can do it if you co-operate with us in the sale of

KRANK'S
PINK BLUSH
MASSAGE CREAM

A quality article, a toilet necessity so near perfection that in the short time it has been on the market the sales are wonderful.

Thousands of Dollars for Advertising

To tell the people of its merits and direct them to the druggists.

To make our plan a complete success, we wish your co-operation in selling an article of merit, under the *protected price selling plan*, which pays you a profit of 50 per cent. You have the same opportunity as your competitor, you buy and sell at just as low a price as he can.

If you are interested in our proposition send for our booklet which explains all about our advertising campaign. How Pink Blush is marketed, and how to make $5.50 profit on a $6.00 order. Write us today.

ALFRED J. KRANK Laboratories
153 SIXTH STREET ST. PAUL, MINN.

FREE
WALNUTTA HAIR STAIN

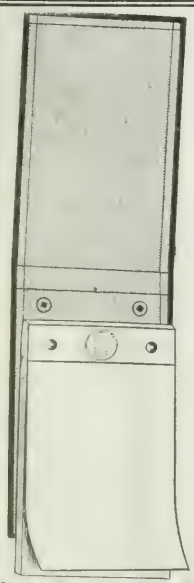
Cut the coupon out of this ad, and send to address below, with an order for one-quarter dozen **WALNUTTA HAIR STAIN**, to be sent through any jobber you name, and we will send you, ABSOLUTELY FREE OF ALL COST, in the United States, one 60-cent bottle of **WALNUTTA HAIR STAIN**, if you will agree to display our handsome window sign in the front window so you can sell **WALNUTTA**.

TRADE MARK

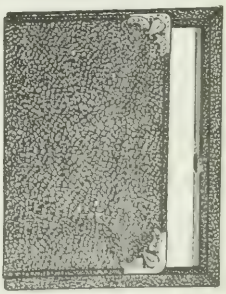
Sign is only 36 x 12 inches.

HOWARD E. NICHOLS
ST. LOUIS Drawer 42 MISSOURI

Please send ¼ dozen Walnutta Hair Stain, through Jobber .....
Jobber's Name .....
Name .....
Address .....
Era 60 cent bottle and sign free—direct



Make Your Doctor Smile
and keep him smiling by obtaining for him these elegant **"Eureka"** R pads



Size of this Desk Cover is 5 x 7 and blanks to fit are 4½ x 6.

This cut shows our Desk Blank and Cover with same patent attachment, sterling silver corner locks in several styles, Morocco, Morkey and Genuine Seal. Your physician will appreciate a Desk pad as they are always before him ready for use.

Write us today for Price List.

Our Specialties

Prescription Blanks
In every style and size to order.

Prescription Checks
An article which no druggist should be without. They are handsomely printed in three colors, numbered in triplicate and bound in books of 100 Checks each, thereby making them convenient to use.

Powder Papers
To the Wholesale trade especially do we call their attention to our line of Powder Papers, put up neatly in boxes of 1000 each. Send for samples and prices.

Pocket Size. Cut shows the Pad removed from Cover, also shows attachment, which is strong and simple to adjust.

The J. B. Burr Co., Inc. Prescription Blank Specialists Established 1856 **Hartford, Ct.**

BUSINESS NOTICES

Rockwood & Co.'s Cocoa and Chocolate Factory.

A recent issue of the Brooklyn *Daily Eagle* devotes nearly a page to illustrations and an article descriptive of Rockwood & Co.'s factory, which when completed will have a frontage of one entire city block, from Washington to Waverly avenue in Park avenue, Brooklyn, N. Y., besides a large area on the two thoroughfares first named. The structure is said to be the largest factory building in New York City and State, and also one of the largest in the country, devoted exclusively to the manufacture of cocoa and chocolate.

The factory extension will be a six-story and basement fireproof building, and is built of yellow terra cotta brick with sandstone trimmings. It will increase the factory floor space to over three acres, or 125,000 square feet. The present factory is equipped with the most modern machinery and power plant, including many labor saving and ingenious devices for the manufacturing and wrapping of chocolates. The machinery for the new extension is already ordered and on the way from Europe.

The Rockwood Company manufacture a complete line of cocoas and chocolates for all purposes. The consumption of cocoa and chocolate is so varied that the line embraces some hundreds of varieties. Some of these lines are: Chocolate coatings, used by manufacturing confectioners; the bitter chocolate used by bakers; cocoa powders, used for the making of soda water syrups, flavorings and extracts; breakfast cocoa, packed in small cans for the householder; also sweet chocolates manufactured for the grocery trade and the retail confectioners. All of these lines in almost endless variety are packed by Rockwood & Co. for the domestic and export trade.

It was only comparatively a few years ago when there was little high grade chocolate made in this country and the Swiss and French chocolates, which were considered the best, were imported in large quantities. This condition is being gradually changed as the domestic manufacturers have been steadily improving their output, both as regards quality and quantity. The American public, long famous as immense eaters of candy, is demanding finer and necessarily more expensive confections and manufacturers are not only meeting this demand, but are doing everything in their power to increase it.

Wholesalers Who Carry an Ample Stock.

Britt, Loeffler & Weil, 255 Canal street, New York, enjoy an enviable reputation as importing and wholesale druggists, the secret of their success being the inducements they have offered to the trade in the way of best quality goods, low prices and prompt shipments. Only last year they added a five story and basement building to their storage facilities to meet the demands of an expanding business. They carry an ample stock from which to make selection and mail orders addressed to them will be given especial attention. Customers may rely on prompt shipments and their orders will be faithfully executed. Give these enterprising jobbers a trial.

New Manager for Liquid's Chicago Branch.

J. B. Olwin has been made manager of the Chicago branch of the Liquid Carbonic Co., of Chicago, with headquarters at Wells and Michigan streets, to succeed J. B. Greiner, who was recently promoted to the position of general sales manager of the company. Mr. Olwin has been with the Liquid Carbonic Co. for nine years and for the last few years had been sales manager of the Chicago branch of the company.

Write for Henry Klein & Co.'s Price List.

Henry Klein & Co., 220 Greenwich street, New York, wholesale druggists and importers, invite you to send for their price list. Being located in the metropolis of the country and also its greatest seaport, they are in a position to supply all goods in their line in the shortest possible time and at the right prices. Read their advertisement on page 731.

BOYKIN FI-LEZY
PRESCRIPTION FILING CABINET
WRITE FOR INFORMATION.
E. B. READ & SON CO., - BALTIMORE, MD.
DRUG LABELS BOXES PRINTED LITHOGRAPHED

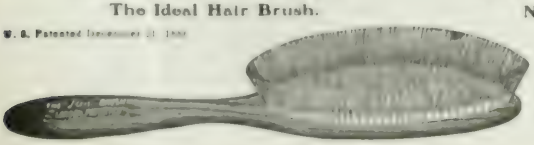
Sylvester's Haarlem Oil

FOR 200 YEARS
the standard remedy of the world for
Kidney Diseases, Bladder Trouble, Gravel and all Inward Inflammation

WE ARE EXCLUSIVE AGENTS
for the U. S. and Canada for the importation of
Genuine Sylvester's Haarlem Oil
FROM HAARLEM, HOLLAND
None other is genuine Look for "C. SYLVESTER" on the label
M. COWARD Successor to C. SYLVESTER
Depot: No. 270 Greenwich Street, New York

Pepto-Mangan (Gude)
(Reg. U. S. Pat. Off.)
is *the one and only* absolutely uniform and unalterable solution of iron and manganese in the form of true organic peptonates. It is also *the one and only* preparation lawfully entitled to be known as "Pepto-Mangan," a valid trademark, which is our exclusive property. We respectfully request the trade to take due notice of these facts.
M. J. Breitenbach Co., New York, U. S. A.

AIR CUSHION.
The Ideal Hair Brush.

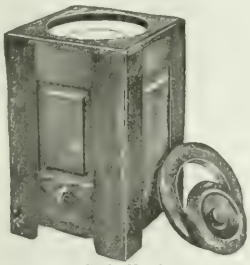


SIBERIAN BRISTLES.
Nothing Like it on the Market.
Do not confound this brush with the rubber back wire brushes. It is entirely different. The "Ideal" has an Air Cushioned Back and Genuine Siberian Bristles. It is the best selling brush on the market. Order through your jobber, wholesale drug or dry goods.
HENRY L. HUGHES, Exclusive Licensee and Importer
Room 439, 78 Monroe St., American Express Bldg., CHICAGO, ILL.

GRAND RAPIDS ICE CREAM CABINETS

SAVE 2/3 ICE SALT LABOR

THROUGH THEIR SUPERIOR INSULATION QUALITIES



Style No. 1
Porcelain Lined

The saving on ice alone will more than pay for a Grand Rapids Cabinet in one season's use, making a clear profit the next and the following seasons, and they will last for ten or fifteen years with ordinary care.

All Grand Rapids Ice Cream Cabinets are **GUARANTEED** not to leak or sweat and to give perfect satisfaction in every respect.

Experience of over fifteen years has demonstrated their **SUPERIORITY** over all others. Your jobber knows, ask him, or the man who has one.

WRITE US NOW FOR OUR NEW CATALOGUE which contains detailed information and prices on our different styles, also a few of the many unsolicited testimonials which we have received.

CHOCOLATE COOLER COMPANY

75 Alabama St., GRAND RAPIDS, MICH.

You can buy goods of highest quality from us, but for LESS money than elsewhere. That's because we operate at low cost; no salesmen—all orders by mail; no credits—all prices net in ten days.

SYRUPS AND FRUITS FOR THE FOUNTAIN

For instance:

Whole Cherries
Gallon $1.89
½ gallon... 1.01

Crushed Strawberry
Gallon $1.65
½ gallon ... .90

Conc. Pineapple Syrup
Gallon $1.30

Chopped Nuts in Maple
Gallon $2.40
½ gallon .. 1.29

SAMPLES ON REQUEST WRITE US TODAY

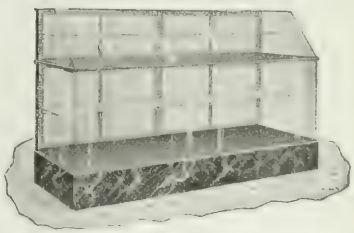
The LEHMAN-ROSENFELD CO., Cincinnati, Ohio

NEW (5th) EDITION
Era Poison and Liquor Register

The best method for keeping an accurate record of Poison and Liquor sales. Contains 50 ruled pages and a digest of the Poison Laws of every State in the Union. Substantially bound in stiff boards.

Price, 60 cents, Postpaid

D. O. Haynes & Co., Publishers
New York City



MADE in GRAND RAPIDS

THAT is one reason why our display cases are superior to all others.

Grand Rapids is a "furniture city" the skilled artisans of several generations ago engaged in the production of high-class furniture in Grand Rapids transmitted their peculiar skill to their sons and grandsons, most of whom are engaged in the industry here today.

Grand Rapids Show Cases are the product of experts whose ability is due to training received at the master hands of their fathers and grandfathers.

Our cases represent, therefore, the height of show case attainment

They are simple, artistic and substantial, and every merchant should have our catalog before buying.

Grand Rapids Show Case Co., GRAND RAPIDS MICHIGAN

Branch Factory: Lutke Mfg. Co., Portland, Ore.

Offices and Exhibit: New York, 724 Broadway, St. Louis, 1329-31 Wash. Ave.
Under our own Management

Largest Manufacturers of Store Fixtures in the World

Prices Current *of* Drugs *and* Chemicals

TO SUBSCRIBERS—In comparing your invoice with the prices in this Price Current, remember that the prices here given are those ruling in the New York market, and are the average prices charged to retail druggists. For larger quantities and orginal packages lower prices should be secured. Quality should always be taken into consideration.

Acacia, select white	lb.	.40	— .45
1st select powdered	lb.	.45	— .50
Fine granulated 1st	lb.	.45	— .50
Sorts	lb.	.32	— .37
Sorts, sifted	lb.	.35	— .39
Acetanilid (bbls. or cases)	lb.	.25	— .28
	lb.	.33	— .39
Acetphenetidine, U.S.P.	lb.	1.05	— 1.07
Acetone, pure U.S.P. Med.	lb.		— .74
Acid, Acetic, No. 8 (sp. gr. 1.064)	lb.	.08	— .10
U.S.P., 56 p. c.	lb.	.09	— .10
C. P., Glacial, 99½ p. c.	lb.	.27	— .28
Benzoic, Eng., true	oz.	.13	— .17
German	lb.	.45	— .50
Boracic, cryst.	lb.	.11	— .13
Powdered	lb.	.12	— .15
Impalp.	lb.	.17	— .22
Butyric, 100 p. c.	oz.		— .27
Carbolic, cryst., bulk	lb.	.10	— .14
10 and 5 lb. cans	lb.	.12½	— .14
Crystals, 1 lb. bottles	lb.	.15	— .19
Crude, 10-95 p. c.	gal.	.20	— .60
Chloracetic, 1 oz. v.	oz.	.25	— .17
Chromic, 1 oz. v.	oz.	.07	— .11
C. P.	oz.		— .32
Chrysophanic, true, vials	oz.	.35	— .40
Cinnamic, synthetic, v.	oz.	.28	— .32
Natural, 1 oz. v.	oz.		— .40
Citric, cryst. (kegs)	lb.		— .39½
	lb.	.40	— .47
Granulated	lb.	.40	— .47
Powdered	lb.	.40	— .47
Formic, Conc. 1 lb. bot.	lb.	1.00	— 1.10
	oz.		— .19
Gallic	lb.	.63	— .65
¼, ½, 1 lb. cartons	lb.	.65	— .71
Glycerinophosphoric	oz.		— .40
Hippuric	oz.	.05	— .75
Hydriodic, sp. gr. 1.50	oz.	.40	— .42
Sealed Tube	oz.	.50	— .52
Hydrobromic, conc., incl. Dil., U.S.P., 1 oz. v. incl	oz.		— .17
	oz.		— .09

Acid, Hydrocyanic, 1 oz. v., U.S.P.	oz.	.10	— .12
Hypophosphorous, sol., 30 per cent	oz.		— .10
U.S.P., 10 p. c.	oz.		— .11
Lactic, conc., 1 oz. v.	oz.		— .12
	lb.	.68	— .70
Dilute	oz.		— .08
Molybdic, C. P.	lb.		— 5.50
1 oz. vials	oz.		— .44
Muriatic, comi. 20 deg. (Carboys 120 lbs. 2½c.)	lb.	.05	— .07
C. P. Hydrochloric	lb.	.10	— .15
Nitro-Muriatic	lb.		— .30
Oleic, purified	lb.		— .30
Oxalic	lb.	.12	— .14
Powdered	lb.	.20	— .22
Phosphoric, diluted	lb.		— .10
U.S.P., 1880, 50 p. c.	lb.	.30	— .35
Syrup, 85 per cent.	lb.	.35	— .40
Glacial sticks	lb.	.50	— .55
Picric	lb.		— .35
Pyrogallic, ¼, ½ and 1 lb. cans	lb.	1.65	— 1.85
1 oz. v.	oz.	.18	— .21
Pyroligneous, purified	lb.		— .30
Crude	gal.	.25	— .35
Salicylic, 1 lb. carton	lb.	.40	— .42
Bulk	lb.	.38	— .40
From Gaultheria, 1 oz. v.	oz.	.28	— .32
Sulphuric, aromatic	lb.		— .50
Com'l 66° (cb'y 160 lbs.)	lb.		— .01⅞
	lb.	.05	— .06
C. P.	lb.	.10	— .14
Sulphurous, U.S.P. solution	lb.		— .16
Tannic, Phar., 1 lb. cart.	lb.	.70	— .85
Medicinal	lb.	1.20	— 1.30
Tartaric, cryst.	lb.	.27	— .32
Powdered	lb.	.27	— .32
Trichloracetic	oz.	.20	— .27
Valerianic, 1 oz. v.	oz.		— .20
Aconine	oz.		— 3.75
Aconitine, 15 gr. v.	ea.		— .25

Aconite leaves, Eng. 1 lb. b.	lb.		— 1.25
German	lb.	.19	— .24
Powdered	lb.	.24	— .29
Root, English	lb.		— .75
Powdered	lb.		— .85
Root, German	lb.	.19	— .25
Powdered	lb.	.24	— .30
Aconitine, Amorp., ¼ oz. v.	ea.		— 1.40
Nitrate, Amor., 15 gr. v.	ea.		— .50
Cryst., 15 gr. v.	ea.		— .30
Adeps Lanae, Anhydrous	lb.	.27	— .29
Hydrous	lb.	.22	— .24
Agar Agar	lb.	.75	— .85
Agaricin	oz.		— .84
Alcohol, Absolute	gal.		— 4.50
Cologne, Sp., 95%, U.S.P., bbls.	gal.		— 2.63
Less	gal.	2.95	— 3.00
Com'l, 95%, U.S.P., bbls.	gal.		— 2.65
Less	gal.	2.90	— 2.95
Denatured, bbls. & ½ b.	gal.	.45	— .50
Less	gal.	.50	— .60
Methylic (Wood), bbls.	gal.	.55	— .60
Less	gal.	.65	— .75
Alkanet Root	lb.	.12	— .14
Alkannin, Powdered	oz.		— .40
Allapice, clean	lb.	.11	— .14
Powdered	lb.	.16	— .20
Almonds, Bitter, shelled	lb.	.45	— .50
Sweet, Jordan	lb.	.45	— .50
Aloes, Barbadoes, true	lb.	.80	— .85
Powdered	lb.	.85	— .90
Cape	lb.	.14	— .18
Powdered	lb.	.22	— .27
Curacoa, gourds	lb.	.18	— .23
Socotrine, True	lb.	.35	— .40
Powdered	lb.	.40	— .45
Purified	lb.	.75	— 1.00
Aloin, 1 oz. v.	oz.	.13	— .18
Althea Root, cut	lb.	.25	— .30
Alum, Ammonia, bbls.	lb.	.02	— .05
Dried, 1 lb. cartons	lb.		— .14
Ground, bbls. or less	lb.	.02½	— .05
Powdered, bbls. or less	lb.	.03½	— .06

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Arecoline	**Colchicine**	**Homatropine**	**Pilocarpine**

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Benzo-Naphthol	**Hexamethylenetetramine**
Benzoic Acid	**Iodides**
Bismuth Salts	**Kresapol**
Bromides	**Morphine**
Brucine	**Phenolphthalein**
Caffeine	**Salicylic Acid**
Carbolic Acid, U. S. P.	**Salol**
Cocaine	**Saponin**
Codeine	**Sodium Benzoate**
Creosote (Beechwood)	**Sparteine**
Cumarin	**Strychnine**
Guaiacol (Carbonate)	**Theobromine**
Guaiacol (Liquid)	**Veratrine**

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Prices Current of Drugs and Chemicals—(*Continued*)

Aluminum Acetate	lb.	—	14
Metallic, powd.	oz.	10	— 15
Powdered, coarse	oz.	10	— 15
Sulphate (alum)	lb.		— 10
Cryst., C. P.	lb.	80	— 90
Purified	lb.		— 90
Ambergris, gray	dr.	4 00	— 4 50
Ammonia, Water, 10 deg.	lb.	04½	— 05
20 deg.	lb.	07½	— 09
26 deg., Conc.	lb.	05	— 10
Ammoniac, Gum, tears	lb.	30	— 35
Powdered	lb.		— 75
Ammonium Acetate, crys.	oz.		— 14
Benzoate	oz.	11	— 14
From true Benzoic A.	oz.	22	— 26
Bromide, U. S. P.	lb.	38	— 42
Carbonate, dark	lb.	12	— 15
Resublimed, 1 lb. bots.	lb.	30	— 33
Powdered	lb.	20	— 22
Citrate, 1 oz. v.	oz.		— 15
Hypophosphite (lb. 1.60)	oz.	16	— 20
Iodide	lb.	3.75	— 3.90
Muriate	oz.	15	— 18
Nitrate	lb.	13	— 16
C. P. Gran.	lb.	18	— 21
Gran.	lb.	06¾	— 18
Powdered	lb.	16	— 18
Nitrate, cryst.	lb.		— 25
Granulated	lb.	20	— 25
Oxalate, 1 lb. bots.	lb.		— 42
Phosphate, 1 lb. bots.	lb.	50	— 60
Salicylate	lb.	90	— 1.00
Sulphate	lb.	05	— 07
Pure, resub.	lb.	28	— 30
Valerianate	oz.	18	— 22
Angelica Root, foreign	lb.	30	— 35
Seed	lb.	35	— 40
Anise Seed, Italian	lb.	17	— 22
Star	lb.	26	— 33
Annatto Seed	lb.	12	— 15
Apomorphine Muriate, Amorphous, ¼ oz. v.	ea.		— 35
Crystals, ¼ oz. v.	ea.	1.20	— 1.25
Arecoline Hydrob., 15 g. v.	ea.		— 65
Aristol, Bayer	oz.		— 1.80
Arnica Flowers	lb.	20	— 25
Powdered	lb.	30	— 35
Root	lb.	40	— 45
Arrowroot, American	lb.	08	— 10
Bermuda, true	lb.	65	— 75
Arsenous Acid, Jamaica	lb.	20	— 25
St. Vincent	lb.	15	— 20
Taylor's ¼ lb. tin foil boxes, 12 lb.	lb.	26	— 32
Arsenic, Bromide, crystals	oz.		— 25
Iodide	oz.	32	— 34
White, powd. com'l	lb.	08	— 12
Powdered, pure	lb.	11	— 14
Yellow, Lump (Orpiment)	lb.	16	— 18
Powdered, Medic.	lb.	25	— 30
Asafetida, extra, selected	lb.	1.25	— 1.40
No. 1	lb.	1.20	— 1.30
No. 2	lb.	1.00	— 1.00
Powdered	lb.		— 6.50
Atropine, ⅛ oz. v.	oz.		— 25
Sulphate, ⅛ oz. v.	oz.		— 28
Balmony Leaves, Pressed	lb.		— 85
Baptisia, Tr. Canada	lb.	75	— 85
Oregon	lb.	20	— 25
Peru, true	lb.	2 15	— 2 25
Tolu	lb.	30	— 38
Barium Carbon, prec., pure	lb.	28	— 30
C. P.	lb.	75	— 85
Caustic Hydrate, C. P., Cryst.			— 75
Chloride, 1 lb. bots.	lb.		— 17
Dioxide, Anhydrous	lb.		— 30
C. P., 1 lb. bots.	lb.		— 90
Nitrate, powdered	lb.	06½	— 11
Pure, 1 lb. bots.	lb.		— 37
Sulphate, Powd. (Barytes)	lb.	07	— 10
Pure Precip.	lb.	35	— 37
Basswood Bark, Pressed	lb.		— 24
Bayberry Bark, select	lb.	12	— 16
Bay Laurel Leaves	lb.	10	— 15
Bay Rum, P. R., bbls.	gal.	1.75	— 1.80
less	gal.	2.00	— 2.15
Beans, Tonka, Angostura	lb.	2.60	— 2.75
Vanilla, Mexican, long	lb.	8.25	— 7.50
Short	lb.	5.25	— 6.25
Cuts	lb.	3.75	— 5.25
Bourbon	lb.	4.00	— 5.00
Belladonna Leaves, English, 1 lb. bots.	lb.		— 1.20
German	lb.	30	— 35
Cultivated, S. & C.	lb.		— 50
German Root	lb.	28	— 32
Powdered	lb.	33	— 38
Benzine	gal.	20	— 25
Benzoin, Sumatra	lb.	50	— 55
Powdered	lb.	65	— 70
Benzosol, 1 oz. v.	oz.		— 1 25
Berberine, C. P., ⅛ oz. v.	ea.	60	— 65
Phosphate	oz.		— 3.75
Sulphate, 1 oz. v.	ea.	1.45	— 1.50
Berberis Aquifolium	lb.	20	— 28
Bismuth, Beta Naph. (Orphol)	oz.		— 80
Bromide	oz.	31	— 38
Citrate and Ammonium	lb.	2.50	— 2.65
Salicylate, 64 p. c.	lb.	2 15	— 2.25
40 p. c.	lb.	1.80	— 1.90
Sub-benzoate	lb.		— 4 15
Subcarbonate	lb.	2.50	— 2 60
Subgallate	lb.	2.00	— 2.10
Subiodide	oz.	30	— 33
	lb.	3.05	— 3.90
Subnitrate	lb.	1.95	— 2.05
Tannate	oz.	20	— 28
Valerianate	oz.		— 30
Blue Mass (Blue Pill)	lb.	55	— 60
Powdered	lb.	60	— 65
Blue Vitriol (see Copper Sulphate)			
Bone, Cuttlefish	lb.	20	— 25
Powdered	lb.	20	— 25
Jewelers'	lb.	60	— 65
Boneset, Leaves and Tops	lb.		— 20
Borax, Refined	lb.	06	— 06
Powdered	lb.	06	— 09
Buchu Leaves, Long	lb.	1.00	— 1.10
Powdered	lb.	1.10	— 1.20
Short	lb.	95	— 1.00
Powdered	lb.	1.00	— 1 10
Buckthorn Bark	lb.	15	— 18
Buds, Balm of Gilead	lb.	50	— 55
Cassia	lb.	35	— 40
Burdock Root, Crushed	lb.	20	— 25
Seed	lb.		— 20
Cacao Butter, bulk	lb.	30	— 35
Baker's A and white	lb.	40	— 45
Dutch	lb.	32	— 38
Huyler's, 12 lb. box	lb.		— 39
Maillard's	lb.	35	— 40
Caffeine, pure	lb.	3.75	— 4.00
	oz.	30	— 32
Benzoate	oz.	31	— 35
Bromide	oz.	31	— 33
Citrated	lb.	2.75	— 2.85
Hydrobromide, gran., eff.	lb.	50	— 55
Hydrochloride (true salt)	oz.	35	— 58

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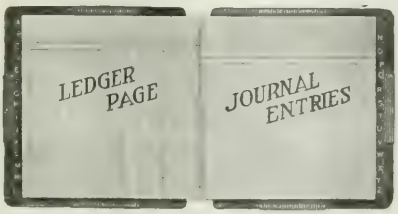

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Valerianate	oz.	.40	— .45
Calamus Root, peeled	lb.	.18	— .20
White, peeled and split	lb.	.38	— .40
Bromide	lb.	.55	— .60
Fused	lb.		— .24
Hypophosphite	lb.	.75	— .80
Iodide	lb.	3.15	— 3.30
Lactophosphate, Sol.	lb.	1.20	— 1.30
Permanganate	oz.		— 1.05
Phosphate, Precip.	lb.	.17	— .19
Sulphate Precip., pure	lb.	.35	— .40
Sulphocarbolate	oz.	.07	— .11
Calendula Flowers	lb.	.40	— .50
Camphor, refined (bbls. 48)	lb.	.48	— .52
¼ lb. squares (cases 49)	lb.	.50	— .54
Powdered	lb.	.54	— .64
Japanese, ozs.	lb.	.52	— .57
Monobrom	oz.	.17	— .21
Canary Seed, Sicily	lb.	.04	— .06
Cinchonidine	oz.		— .06
Canella Bark, powdered	lb.	.30	— .40
Cannabis Indica Herb	lb.	1.80	— 1.90
Cantharides, Russian, sifted	lb.	.90	— 1.00
Powdered	lb.	1.10	— 1.20
Capsicum, African	lb.	.20	— .25
Powdered	lb.	.27	— .32
Caraway	lb.	.13	— .15
Powdered	lb.	.23	— .28
Carbon Disulphide	lb.	.11	— .15
Cardamom Seed, bleached	lb.	1.00	— 1.60
Decorticated	lb.	.80	— .90
Powdered	lb.	.90	— .95
Carmine, No. 40	oz.	.30	— .35
Cascara Sagrada Bark	lb.	.20	— .25
Powdered	lb.	.20	— .25
Cascarilla Bark	lb.	.30	— .35
Powdered	lb.	.35	— .40
Cassia, China	lb.	.20	— .25
Powdered	lb.	.20	— .25
Saigon, thin, select	lb.	.60	— .70
Powdered	lb.	.70	— .80

Chalk, Precipitated, Eng.	lb.		— .07
Prepared	lb.		— .06
Red	lb.		— .06
White	lb.		— .06
Chamomile Flowers, Ger.	lb.	.40	— .45
Cinchonidine, Sulphate	oz.		— .15
Chinoidin, pure	oz.		— .45
Chinolin, Hydrate Cryst.	oz.	1.15	— 1.50
Chloroform	lb.		— .46
Cinchona Bark, pale, select	lb.	.35	— .40
Red	lb.	.40	— .50
Yellow	lb.	.35	— .40
Cinchonidine, Alkaloid, pure	oz.	.50	— .55
Salicylate	oz.		— .36
Sulphate	oz.	.28	— .32
Cinchonine, Sulphate	oz.	.15	— .17
Salicylate	oz.		— .30
Citrate	lb.	.20	— .25
Powdered, pure	lb.	.25	— .30
Cobalt, powdered (Fly Poison)	lb.	.35	— .40
Cocaine, Alkaloid, ¼ oz. v.	oz.	4.50	— 4.70
Muriate, Cryst., ozs.	oz.	3.45	— 3.70
¼ oz. vials	oz.	3.65	— 3.90
Citrate (5 p. c. Alk.)	oz.	1.00	— 1.15
Coca Leaves	lb.	.35	— .50
Cocculus Ind. (Fish Berries)	lb.	.10	— .12
Powdered	lb.	.22	— .27
Cochineal, Honduras	lb.	.67½	— .75
Powdered	lb.	.75	— .85
Codeine	oz.	4.65	— 4.90
Phosphate	oz.	4.20	— 4.45
Sulphate	oz.	4.65	— 4.80
Colchicum Root	lb.	.21	— .26
Powdered	lb.	.26	— .31
Seed	lb.	.70	— .80
Powdered	lb.		— .90

Cucumber, U. S. P., 1900	lb.		— .40
Cuttle Bone	lb.		— .54
Cydonium, select	lb.	.40	— .50
Pulp	lb.	.15	— .20
Colombo Root	lb.		—
Comfrey Root, Crushed	lb.	.65	— .75
Condurango Bark, true	lb.	.15	— .20
Conium Leaves	lb.	.15	— .20
Seed	lb.	.15	— .20
Copaiba, S. A.	lb.	.55	— .60
Paste	lb.	.65	— .70
Copper, Acetate, distilled	lb.		— .50
Ammoniated	lb.		— .30
Carbonated	lb.	.24	— .30
Chloride, Pure, cryst.	lb.		— .35
Iodide	lb.	.36	— .40
Subacetate (Verdigris)	lb.	.42	— .43
Powdered	lb.	.40	— .45
Sulphate (Blue Vit.)	lb.	.10	— .12
Is	lb.		— .07
Powdered	lb.	.15	— .20
Copperas (see Iron Sulphate).			
Coriander	lb.	.10	— .12
Powdered	lb.	.16	— .20
Corrosive Sublimate (see Mercury Bichloride).			
Cotoin, true ½ oz. v.	oz.		— 1.75
Cotton Root Bark	lb.	.15	— .20
Powdered	lb.	.20	— .25
Coumarin	oz.	.30	— .35
Cramp Bark	lb.	.25	— .35
Cranesbill	lb.	.24	— .25
Powdered	lb.	.20	— .25
Cream Tartar, powd.	lb.	.24	— .28
Creosote, Beech Wood	lb.	.90	— 1.50
Carbonate	oz.		— .45
Croton-Chloral (Butylchlo.)	oz.		— .65
Cubeb Berries, sifted	lb.	.58	— .63
Powdered	lb.	.65	— .75
Cudbear	lb.	.20	— .25
Culver's Root	lb.	.15	— .20
Cumin Seed	lb.	.27	— .32
Damiana, leaves	lb.	.60	— .70
Dandelion Herb	lb.	.25	— .30
Root	lb.	.20	— .25
Cut	lb.	.22	— .27
Dextrine, Yellow	lb.	.08	— .10
White	lb.	.08	— .10
Digitalin, ⅛ths	oz.	6.25	— 6.50
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Pressed	lb.	.30	.35
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Dover's Powder	lb.	1.60	1.70
Dragon's Blood, powdered	lb.	.70	.80
Leaves	lb.	.80	1.00
Powdered	oz.	1.10	1.25
Needles	lb.	.75	.85
Dunder	oz.		1.50
Dwarf Elder	lb.	.25	.40
Elaterium	oz.	2.75	2.95
Elder Berries	lb.	.25	.30
Flowers, Pressed	lb.	.35	.40
Inner Bark	lb.		.30
Elecampane Root	lb.	.12	.16
Ground	lb.	.15	.20
Elm Bark, select	lb.	.25	.28
Ground pure	lb.	.22	.25
Powdered, pure	lb.	.25	.30
Epsom Salt (see Magn. Sulp.)			
Ergot	lb.	.55	.60
Powdered	lb.	.57	.62
Ether, Acetic	lb.		.65
Chloric, U.S.P.	lb.		.35
Nitrous Conct.	lb.	.80	1.00
U.S.P.	lb.		.31
U.S.P., 1880	lb.	.35	.40
Washed	lb.		.56
Valerianic	oz.		.45
Eucaine Hydrochlor	oz.		3.50
Eucalyptol, U.S.P.	oz.	.10	.14
Eucalyptus Leaves	lb.	.10	.12
Euonymin (Eclectic powd).	oz.	.80	.90
Euphorbium	lb.		.30
Powdered	lb.		.40
Euquinine	oz.		1.40
Exalgine	oz.		1.40
Fennel Seed	lb.	.30	.35
Flaxseed, cleaned	bbls.		9.00
less	lb.	.06	.08
less	lb.	.06	.07
Fly-Stikon Fly Ribbon	gross		4.80
¼ gross cartons			1.20
Fenugreek Seed	lb.	.08	.10
Ground	lb.	.09	.12
Formaldehyde	lb.	.22	.35
Galangal Root, selected	lb.	.12	.15
Powdered	lb.	.16	.20
Galbanum	lb.	.60	.65
Gamboge, blocky	lb.	1.00	1.10
Powdered	lb.	1.00	1.20
Select, Pipe, bright	lb.	1.10	1.20
Garlic, on strings	string	.20	.25
Gaultheria (see Wintergreen)			
Gelanthum	lb.		.75
Genatin, pink	oz.	.90	1.00
Gold	lb.	.45	.60
Silver	lb.	.35	.36
Gelsemin (Resinoid)	oz.		2.50
Gelseminine, C.P., crystals, German, 15 gr. vials	ea.		2.50
Sulphate, 15 gr. vials	ea.		2.50
Gelsemium Root	lb.	.25	.30
Powdered	lb.	.30	.35
Gentian Root	lb.	.12	.15
Powdered	lb.	.14	.18
Ginger Root, African	lb.	.13	.16
Powdered	lb.	.18	.22
Jamaica, bleached	lb.	.25	.30
Ground	lb.	.22	.24
Powdered	lb.	.27	.32
Ginseng	lb.	8.50	9.50
Glycerin	lb.	.25	.30
Gold and Sodium Chloride, U.S.P., 15 gr. vials	doz.		2.70
Gold Thread (Coptis trifol.)	lb.	1.10	1.20
Golden Seal Root	lb.	2.40	2.55
Powdered	lb.	2.50	2.65
Grains of Paradise	lb.	.35	.40
Powdered	lb.	.40	.45
Grindelia Robusta Herb	lb.	.15	.20
Powdered	lb.	.23	.28
Guaiac, Resin	lb.	.27	.32
Powdered	lb.	.42	.47
Wood rasped	lb.	.03	.06
Guaiacol, liquid	lb.	2.40	2.50
Carbonate, lbs. 3.10	oz.	.23	.27
Salicylate (Guaiacol-Salol)	oz.		1.00
Valerianate (Geosote)	oz.		1.34
Guarana (Paullinia)	lb.	2.80	3.00
Powdered	lb.	3.20	3.30
Gun Cotton (Pyroxylin)	oz.	.20	.25
Gutta Percha, crude chips	lb.	1.50	1.75
Sheet	lb.	1.50	1.75
Hellotropin	oz.		.60
Hemlock Bark, crushed	lb.	.12	.15
Powdered	lb.	.16	.18
Hemol	oz.		.80
Hemp Seed	lb.	.04	.06
Henbane Leaves, English	lb.		1.00
German	lb.	.28	.32
Powdered	lb.		.38
Seed	lb.		.35
Hops, Loose	lb.	.30	.35
Heroin Hydrochl., 15 gr. v.	ea.		.32
Hexamethylenamine	lb.		1.00
Hoffman's, 1 gm. vials	ea.		.35
Homatropin Alk.	gr.	.35	.40
Hydrobromide	gr.	.20	.21
Hydrochloride	gr.		.45
Salicylate and Sulphate	gr.		.45
Honey, strained	lb.	.12	.16
Hops, select (1907)	lb.	.35	.40
Pressed, ¼ & ½ lb. pkgs	lb.	.40	.45
Hydrastine, Alk., C.P. cryst.	oz.		10.00
Hydrochloride	oz.		15.00
Sulphate	oz.		10.00
Hydrobromic Acid	oz.	.11	.13
Hydrogen Peroxide, Sol. Medicinal	lb.	.16	.23
Sol. Technical	lb.	.15	.20
Hyoscine Hydrobrom 1 gr. v.	gr.	.20	.30
Hyoscyamine, Amorph., 15 gr. vials	ea.		3.00
Crystal, white	gr.	.33	.40
Hydrobromide	gr.	.20	.25
Iceland Moss	lb.	.12	.16
Ichthyol	lb.	4.00	4.25
Indigo, Bengal, true	lb.	1.35	1.50
Manila	lb.	.60	.70
Insect Powder	lb.	.30	.55
Pure Uncol'd Dalmatian	lb.	.50	.60
Iodine Bromide	oz.		.42
Resublimed	lb.	2.95	3.10
Iodoform, cryst. & powd.	lb.	3.40	3.60
Deodorized	oz.	.50	.55
Ipecac Root, Carthagena	lb.	1.40	1.50
Powdered	lb.	1.50	1.60
Rio	lb.	3.00	3.15
Powdered	lb.	3.10	3.25
Irish Moss, bleached	lb.	.15	.20
Irisin (Eclectic Powder)	oz.		.60
Iron, Acetate, dry	oz.		.26
Bromide	oz.		.10
Benzoate	oz.		.22
Chloride, cryst., U.S.P.	lb.		.25
Citrate, U.S.P.	lb.	.58	.62
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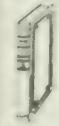

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[illegible]	lb.	.60	1.75	Red	lb.	.95	1.00	Carbonate, cryst., medic.	oz.		.14
[illegible]	lb.	2.50	3.00	Subacetate, Solution	lb.	.15	.18	Chloride, cryst.	oz.		.50
[illegible]	lb.	1.75	2.00	Lemon Peel, Ground	lb.	.10	.15	Hypophosphite	lb.	1.35	1.50
[illegible]	oz.	.25	.30	Lemon Peel, Ribbons	lb.	.10	.15	Lactate	oz.		.30
[illegible]	lb.	.15	.20	Licorice, Cut	lb.	.15	.20	Oxide, black, powdered	lb.	.08	.10
Nitrate, Solution, U.S.P.	lb.	.25	.30	Licorice, Extract	lb.	.28	.35	Manna, flake, large	lb.	.90	1.00
[illegible]	lb.	.30	.35	Mace	lb.	.75	.90	Small	lb.	.65	.75
[illegible]	lb.	.55	.65	Powdered	lb.	.85	.95	Matico Leaves	lb.	.25	.30
U.S.P. Scales	lb.	.18	.25	Root, Russian, cut	lb.	.15	.20	Menthol, cryst.	oz.	.90	3.50
[illegible]	lb.	.35	.40	Powdered	lb.	.15	.20		oz.	.90	.95
[illegible]	lb.	.45	.50	Spanish	lb.	.15	.20	Mercury	lb.	.80	.85
[illegible]	lb.	.52	.57	Powdered	lb.	.12	.15	Ammoniated, white precip.	oz.	1.40	1.45
[illegible]	lb.	.50	.55	Lime, Chlorinated, bulk	lb.	.04	.06	Bichloride (c. sublimate)	lb.	.92	.96
[illegible]	lb.	.15	.20	Ammoniated [illegible]	lb.	.10	.12	Powdered	lb.	.95	1.00
[illegible]	lb.	.25	.30	Lime Acetate	lb.		.70	Bisulphate	lb.	.70	.75
Solution	lb.	.14	.18	Bisulphate	oz.		.10	Chloride, mild (Calomel)	lb.	.95	1.05
Subsulphate	lb.	.25	.35	Bromide	lb.		1.50	Iodide, green, Proto	lb.	2.50	2.75
Solution (Monsel's)	oz.	.15	.18	Carbonate	oz.	.32	.40	Red (Per.) Biniodide	lb.	2.75	3.00
Sulphate (Copperas), 100 lbs.		1.00	1.12	Citrate	lb.	1.32	1.40	Nitrate Solution	oz.		.18
[illegible]	lb.	.08	.10	Glycerophosphate	oz.		.65	Oxide, red (Red Precip.)	lb.	1.11	1.15
[illegible]	lb.	.15	.20	Salicylate	lb.	1.10	1.20	Yellow	oz.		.18
[illegible]	lb.		.25	Lime, Hypophosphite	lb.	.20	.25	Salicylate	oz.	.25	.27
[illegible]	lb.	.18	.25	Powdered	lb.	.25	.30	Sulphate (Turp. Mineral)	lb.		1.05
Tersulph. Solution, U.S.P.	lb.	.20	.30	Seed, clean	lb.	.50	.60	Mercury with Chalk (by suc-			
[illegible]	lb.	.15	.20	Powdered	lb.	.60	.70	[illegible]	lb.	.51	.54
Isinglass, Russian	lb.	.50	1.75	Lovage Root, select, white	lb.	.90	1.10	Millet, sweet, American	oz.	.04	.05
Jaborandi Leaves	lb.	.25	.30	Seed	lb.		.15	German	lb.	.03½	.06
Powdered	lb.	.30	.35	Lupulin	lb.	.50	.60	Morphine, Acetate, 1-8 oz. v.	oz.	1.80	2.00
Jamaica Dogwood	lb.	.50	.60	[illegible]	lb.	.50	.60	Alkaloid, pure, 1-8 oz. v.	oz.	1.90	2.05
Powdered	lb.	.55	.65	Mace, whole	lb.	.55	.60	Hydrobromide, 1-8 oz. v.	oz.	.80	1.80
Juniper Berries	lb.	.09	.11	Powdered	lb.	.80	.85	Hydrochloride, 1-8 oz. v.	oz.	.80	4.00
Kamala	lb.	.25	.30	Magnesium, Benzoate	oz.	.25	.30	Sulphate, 1 oz. v.	oz.	.25	.30
Powdered	lb.	.45	.50	Calcined	lb.	.55	.60	1-8 oz. v.	oz.	3.50	4.00
Purified	lb.	1.50	1.75	Carbonate, 4 ozs.	lb.	.15	.20	Valerianate, 1-8 oz. v.	oz.	5.85	5.75
Kaolin	lb.	.05	.08	2 ozs.	lb.	.16	.20	Morrhuol	oz.	.55	.60
Kino	lb.	.45	.50	Powdered	lb.	.08	.15	Mullein Flowers, 1 lb. cans	lb.	.90	1.00
Powdered	lb.	.50	.55	Ponderous	lb.	.80	.85	Musk Root	lb.	.18	.28
Kola Nuts, small and large	lb.	.15	.25	Glycerophosphate	oz.	.10	.14	Powdered	lb.	.25	.30
Powdered	lb.	.20	.25	Hypophosphite, pure	lb.	1.25	1.35	Mustard Seed, black	lb.	.12	.14
Kousso, powdered	lb.	.75	1.00	Metal, Powdered	oz.		.20	Ground	lb.	.13	.15
Lac [illegible]	lb.	9.50	9.75	Phosphide	oz.		.60	White	lb.	.06	.10
Ladies' Slipper Root	lb.	.75	.85	Phosphate, pure	oz.	.08	.10	Ground	lb.	.13	.15
Lard	lb.	.50	.75	Sulphate (Sal Epsom)	lb.	.03	.05	Myrrh, Gum Resin	lb.	.28	.33
Atomized	lb.	.40	1.25	C. P. Crystals	lb.	.17	.20	Naphthalene, flake or balls	lb.	0.25	.05
Lavender Flowers	lb.	.40	.45	Dried	lb.		.15	Nickel, Acetate	oz.		.34
Lead Acetate (Sugar)	lb.	.15	.18	Malva Flowers, large	lb.	.30	.35	Bromide	oz.		.37
Chloride	lb.	.50	.55	Blue, small	lb.	.50	.55	Sulphate	lb.		.35
Iodide, precipitated	oz.	.20	.22	Mandrake Root	lb.	.12	.16	Nickel and Ammo. Sulphate	lb.	.20	.30
Nitrate	lb.	.16	.18	Powdered	lb.	.16	.20	Nutgalls	lb.	.27	.32

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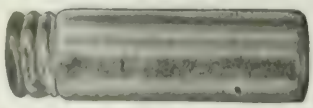


Patent Lip, Screw Cap and Seal. For samples and lowest prices write to

CHESAPEAKE GLASS COMPANY

424-426 W. Conway St. Baltimore, Md., U.S.A.

A Sure Cure for Headache

"Bees in Your Head"

FOR SALE BY ALL WHOLESALE DRUGGISTS

Special Offers on Three-Dozen and Gross Lots

BEE MEDICINE CO., AUBURN, N.Y.

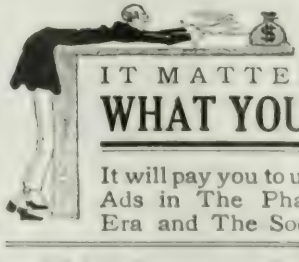
The Anasarcin Chemical Co.

Winchester, Tenn.

	DOZEN
Anasarcin Tablets (100 tablets)	$2.00
Anasarcin Tablets (45 tablets)	1.00
Anasarcin Elixir (lb. bottles)	1.00
	$16.00
	8.00
	8.00

Guaranteed under the Pure Food and Drugs Act

Sample to Physicians on Request



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WHAT YOU WANT

It will pay you to use the Want Ads in The Pharmaceutical Era and The Soda Fountain

20,000 Circulation Each Issue

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Advertising signs and novelties will be cheerfully supplied on receipt of a line from you, with your card or label, that we may be certain to get your name and address correct. If you write to us we will send you customers, not only for our remedy, but for all you sell. Your customers will be pleased, your business will be enlarged and your profits thereby increased to our mutual advantage as a result of our outlay and enterprise and your co-operation.

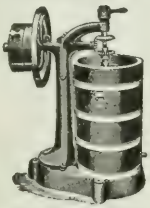
PLEASE REMEMBER *the VERY LIBERAL DISCOUNT OF* **EIGHT PER CENT**

which all wholesale druggists allow on our remedy on one gross lots or over from the list price of $48.00 per gross, and of five per cent on half gross lots and over, and send in your orders direct to your wholesaler, but write to us for the advertising matter. It pays to sell SYRUP OF FIGS AND ELIXIR OF SENNA, and we wish to increase your sales. Thanking you most cordially, we are, yours very truly,

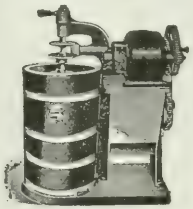
CALIFORNIA FIG SYRUP CO.

Louisville, Ky. SAN FRANCISCO, CAL. New York, N. Y.

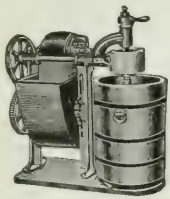
The BEST FREEZERS FOR DRUGGISTS



Druggists Special 20 qt.



20 qt. Monarch Freezer, Crusher and Motor



40 qt. Monarch Freezer, Crusher and Motor

Catalogue C B Free

J. W. Allen & Co.
110-118 N. Peoria St.
CHICAGO, ILLINOIS

BENGER'S FOOD

"Retained when all other foods are rejected"

Is a pancreatised cereal and is devised to be used with fresh milk. Can be adapted to suit the dietetic need of infants, invalids and the aged.

PRICES

Retail,	25c.,	$2.25 per doz.
	60c.,	5.40 "
	$1.75,	15.75 "

Samples, literature and show cards on application. Write for particulars of co-operative advertising.

BENGER'S FOOD, Ltd.
Lamont, Corliss & Co. (Sole Importers)
78 HUDSON ST. NEW YORK

ERA WANT ADS.

Secure good clerks for employers; desirable positions for competent clerks; quick sales of drug stores, fixtures and stocks. :: :: :: :: :: ::

Have You Tried Them

GLYCO-THYMOLINE

TRADE MARK—REGISTERED U. S. PATENT OFFICE

IN USE SEVENTEEN YEARS

THIS TRADE MARK IS THE PROPERTY OF **KRESS & OWEN COMPANY** NEW YORK

Prices Current *of* Drugs *and* Chemicals—(*Continued*)

Nutgalls, powdered	lb.	32	— .37
Nutmegs	lb.	35	— 45
Nutmegs, 80 to	lb.	55	— 65
Nux V	lb.	10	— 14
Powdered	lb.	18	— 23
Oil, Almond, bitter	lb.	5.50	— 6.00
Benzaldehyde	lb.	6.50	— 7.00
Sweet, pure	lb.	55	— 65
Amber, crude dark	lb.	18	— 25
Rectified	lb.	40	— 45
Aniseed, Star	lb.	1.50	— 1.60
Bergamot	lb.		
Bone (Sesame), imported, bbls. or less	gal.	.70	— 1.00
Bergamot	lb.	4.25	— 4.40
Birch, black (Betula)	lb.	1.90	— 2.00
Cade	lb.	.30	— .35
Cajuput, bottles	lb.	.85	— .90
Camphor	lb.	.29	— .34
Cassia, red	oz.	.45	— .50
Caraway	lb.	1.75	— 2.00
Cassia	lb.	1.20	— 1.30
Castor, American	lb.	.12	— .14
Cedar Leaves, pure	lb.	.75	— .85
Celery	oz.	.75	— .80
Chalmoogra	lb.	2.00	— 2.50
Cinnamon, Ceylon	oz.	1.00	— 1.25
Citronella	lb.	42	— 75
Cloves	lb.	.95	— 1.05
Cod Liver, Norwegian	gal.	1.30	— 1.35
Bbls.	ea.	32.00	—34.00
½ bbls.	ea.	17.50	—18.50
Copaiba, pure	lb.	1.40	— 1.50
Coriander	oz.	.75	— .85
Cottonseed, yel. & white	gal.	.80	— .90
Croton	lb.	1.00	— 1.20
Cubeb	lb.	4.45	— 4.60
Cumin	lb.	5.75	— 6.00
Dill	oz.	.45	— .50
Erigeron, true	lb.	2.25	— 2.50
Eucalyptus	lb.	1.10	— 1.20
Fennel Seed, pure	lb.	1.50	— 1.60
Gaultheria Leaf	lb.	5.50	— 6.00
Geranium, Rose, natural	lb.	3.50	— 3.60
Ginger	oz.	.50	— .60
Haarlem, Dutch	gross	4.60	— 4.75
Gold Medal Tilly, large,	gross		—18.00
Regular	gross		— 6.00
Capsules	gross		—24.00
Sylvester's	doz.		— 2.75

Oil Hemlock, cans, 20 lbs. or less	lb.	.75	— .90
Juniper Berries	lb.	1.25	— 1.50
Wood	lb.	.45	— .55
Lard	gal.	1.50	— 1.60
Lavender, Mitcham	oz.	1.40	— 1.60
Flowers	lb.	3.25	— 3.50
Garden, French	lb.	1.15	— 1.35
Lemon	lb.	1.10	— 1.25
Lemongrass	lb.	1.35	— 1.50
Linseed, boiled	gal.	.83	— .86
Raw	gal.	.85	— .87
Male Fern, Ethereal	lb.	2.10	— 2.25
Mustard, artificial	lb.	5.00	— 5.50
Essential	oz.	.50	— .55
Expressed	gal.	.60	— .70
Neatsfoot	gal.	.80	— .90
Neroli, Bigarade best	oz.	5.50	— 6.00
Petale, extra	oz.	6.00	— 6.25
Nutmeg	lb.	1.25	— 1.40
Olive, Lucca, Cream, ½ gal. and 1 gal. cans	gal.	3.10	— 3.20
3 gal and 6 gal. cans	gal.	2.75	— 2.85
Malaga	gal.	1.50	— 1.65
Orange, bitter	lb.	3.00	— 3.20
Sweet	lb.	2.85	— 2.90
Paraffin	gal.	.35	— .45
Peach Kernels	lb.	.40	— .45
Pennyroyal	lb.	1.90	— 2.40
Pepper, black	lb.	.80	— .90
Peppermint, N. Y.	lb.	2.50	— 2.75
Red, bbls.	lb.	2.60	— 2.80
Western	lb.	2.25	— 2.50
Pimenta	lb.	3.10	— 3.35
Poppy, true	lb.	.35	— .40
Rape Seed	gal.	.90	— 1.00
Rose, Kissanlik	oz.	6.75	— 7.00
Rosemary Flowers	lb.	1.40	— 1.50
Trieste	oz.	.80	— .90
Rose, pure	oz.	.40	— .50
Salad, Union Oil Co.	gal	.80	— .90
Sandal Wood, English	lb.	4.75	— 5.00
Sassafras	lb.	.80	— .90
Spearmint, pure	lb.	2.50	— 2.75
Sperm, winter, bleached	gal.	.90	— 1.00
Tansy	lb.	3.00	— 3.15
Tar, U.S.P.	gal.	.60	— .75
Thyme, com'l	lb.	.45	— .55
Red, No. 1	lb.	1.25	— 1.35
White	lb.	1.90	— 2.00

Oil, Whale, raw	gal.	.70	— .75
Wine, Ethereal, light	lb.	3.50	— 3.75
Heavy, true, f. grapes	lb.	5.00	— 5.25
Wintergreen	lb.	5.25	— 5.50
Synthetic	lb.	.50	— .55
Wormseed, Baltimore	lb.	1.75	— 1.90
Wormwood, Amer., good	lb.	6.00	— 6.50
Ointment, Mercurial, ½ mercury	lb.	.55	— .60
1-3 mercury	lb.	.45	— .50
Opium (Natural)	lb.	6.00	— 6.30
Granulated	lb.	7.15	— 7.25
U. S. P. Powdered	lb.	7.15	— 7.25
Orange Flowers	lb.	1.30	— 1.45
Peel, Curacoa	lb.	.15	— .20
Orris, Florentine	lb.	.18	— .22
Select Finger	lb.	.70	— .85
Verona	lb.	.10	— .12
Paraffin	lb.	.10	— .12
Paraform	oz.		— .35
Paraldehyde	lb.	.70	— .80
Pareira Brava Root	lb.	.45	— .50
Pelletierine Tan, 15 gr. v.	ea.		— .25
Paris Green	lb.	.23	— .28
Pepper, black, clean sifted	lb.	.12	— .15
White	lb.	.28	— .36
Peppermint, Herb, German	lb.	.55	— .60
Leaves, pressed, ozs.	lb.		— .24
Petrolatum, U.S.P., white	lb.		— .15
Phenacetin, Bayer	oz.		— .33
Phosphorus, Amorphous	lb.	1.30	— 1.40
Pilocarpine Alk., pure	gr.	.08	— .09
Hydrobromide, 5 gr. v.	gr.	.08	— .09
Hydrochloride	gr.	.04	— .05
Nitrate	gr.	.04	— .05
Pink Root, true	lb.	.50	— .60
Piperidine	oz.		— 1.00
Piperin	oz.	.55	— .59
Pitch, Burgundy, American	lb.	.04½	— .10
Plaster, Cuticura	bbl.	2.00	— 3.00
True, dentists' sifted	bbl.		— 2.50
Pleurisy Root	lb.	.20	— .25
Powdered	lb.	.30	— .35
Podophyllin (Resin)	lb.	3.75	— 4.00
Poke Berries	lb.	.20	— .25
Root	lb.	.16	— .20
Powdered	lb.	.20	— .25
Poppy Heads	lb.	.25	— .30
Seed, blue (Maw)	lb.	.15	— .20
White	lb.	18	— 20

1820 **GRAY'S OINTMENT** 1910

FOR BOILS AND SORES OF ALL KINDS.

Price, $1.75 per Doz.

Gray's Celebrated Pile Ointment..... $3.00 per doz.
Gray's Carbolic Salve..... 1.50 per doz.
House's Liver and Rheumatic Pills..... 1.50 per doz.

W. F. GRAY & CO., Nashville, Tenn.

BAYER PRODUCTS IN TABLETS
OF OUR OWN MANUFACTURE

In addition to tablets of Iodothyrine, Isopral and Piperazine we are now prepared to furnish the following Bayer Preparations in tablet form.

THYRESOL
SABROMIN
ALYPIN
CITARIN
DIASPIRIN
AGURIN
HEDONAL
HELMITOL
SAJODIN
NOVASPIRIN

VERONAL AND VERONAL-SODIUM

These tablets are most carefully prepared. They can be easily powdered and will disintegrate quickly on the tongue or in water. You will have call for them. Order a supply from your jobber.

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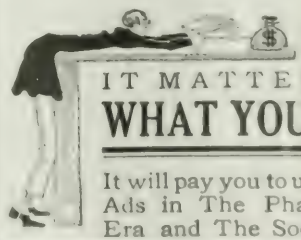
U. S. AND BARKEEPERS' FRIEND
METAL POLISH

Used and Endorsed by the Leading Druggists
SOLD ALL OVER THE WORLD
HIGHEST AWARD—Chicago World's Fair, 1893; Louisiana Purchase Exposition, St. Louis, Mo., 1904.
GEO. WM. HOFFMAN
296 E. WASHINGTON ST. INDIANAPOLIS, IND.

Era Want Ads Bring Results



IT MATTERS NOT
WHAT YOU WANT

It will pay you to use the Want Ads in The Pharmaceutical Era and The Soda Fountain

20,000 Circulation Each Issue

Get Our Exclusive Newspaper Advertising QUICK

It Never Fails To Pay

ROOT JUICE can be bought, from any jobber, at $8.00 per doz., but we will do exclusive advertising, over the name of one druggist in every town, which has a weekly newspaper, if the druggist will deal with us, direct, thus enabling us to keep tab on results of the advertising. We will also allow deduction of freight, and liberal discounts, on quantity lots. Write us. Scores of druggists throughout the country are having a wonderful sale on Root Juice.

W. P. CABLER ROOT JUICE MEDICINE CO.

FORT WAYNE -:- INDIANA

Do You Like Dry Cigars—

The kind you bite off the end and blow the insides out in a cloud of dust.

Dry cigars never made new customers nor held old ones, and there is only one way to prevent dry cigars.

The Andrae Electric Moistener

with its automatic humidity controller is the best little business builder that has ever been offered to the man who sells cigars.

The largest retail cigar firm in the world is buying them in quantities because they increase trade.

If you want to make REAL MONEY out of your cigars install the Andrae Moistener.

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Julius Andrae & Sons Co.

89 Second Street Milwaukee, Wis.

TEMPLE UNIVERSITY Philadelphia

Department of Pharmacy

A Co-Educational, Non-Sectarian Institution with 3500 Students in actual attendance

The only University offering Day and Night Courses in Pharmacy.

Day course extends over a period of two years of eight months each, and leads to a degree of Pharmaceutical Graduate (Ph.G.).

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One additional year of eight months is required to obtain the degree of Doctor of Pharmacy (Phar.D.).

Special courses in any branch of Pharmaceutical industry are offered *to those qualified to take them.*

For those who wish to specialize in CHEMISTRY, MANUFACTURING, WHOLESALE PURSUITS and especially for the GOVERNMENT PURE FOOD and DRUG SERVICE, the Temple University offers courses and facilities surpassed by none.

The University Year Begins Thursday, September 15, 1910

For announcement and special information address

DEAN OF DEPARTMENT OF PHARMACY

PROFESSIONAL BUILDING

18th and Buttonwood Streets, Philadelphia

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We are from, by and for the good of the retail drug public. We do business with such of the public as are engaged in pharmacy.

An Insurance Policy

IN

THE AMERICAN DRUGGISTS' FIRE INSURANCE CO.

IS

WORTH MORE and COSTS LESS

Than in any other equally Reliable Company

Write us and we will prove it to you

The American Druggists' Fire Ins. Co.

1215-1216 Mercantile Library Building

CINCINNATI, OHIO

The true value of an Insurance Policy is found in the loss paying ability of the Company writing it. This is a Capital Stock Company, we have no connection with so called Inter-Insurance Concerns. We have a Surplus as to Policy-holders of over a Quarter Million Dollars.

Prices Current of Drugs and Chemicals—(*Continued*)

Potassa, Caustic, Com.	lb.	.08	—	.12	Quinine, Bisulphate	oz.	.15	—	.22	Saw Palmetto Berries	lb.	.30	—	.35
White, sticks	lb.	.28	—	.35	Carbonate	oz.	.79	—	.88	Scammony, Virgin	oz.	.65	—	.75
Potassium, Acetate	lb.	.35	—	.40	Hydrobromide	oz.	.45	—	.49	Scopolamine, Hydrobromide 15 gr. vial	ea.		—	1.95
Benzoate	oz.	.15	—	.19	Hydrochloride	oz.	.43	—	.47	Hydrochloride, 5 gr. v.	ea.		—	1.00
Bicarbonate	lb.	.13	—	.16	Lactate	oz.	.51	—	.55	Skullcap Herb	lb.	.60	—	.65
Bichromate	lb.	.13	—	.16	Salicylate	oz.	.46	—	.50	Senega Root	lb.	.75	—	.85
Bisulphate, crystl.	lb.		—	.50	Sulphate, 100 oz. tins	oz.	.14	—	.15	Powdered	lb.	.82	—	.90
C. P.	lb.		—	.65	5 oz. tins	oz.	.16	—	.17	Seidlitz Mixture	oz.	.15	—	.20
Bitartrate, Ref. (Cream Tartar) pure powder	lb.	.24	—	.28	1 oz. vials	oz.	.21	—	.28	Senna Leaves, Alexandria	lb.	.30	—	.35
Bromide	lb.	.27	—	.32	Tannate	oz.	.31	—	.35	Powdered	lb.	.25	—	.30
Carbonate (Pearl Ash)	lb.	.09	—	.11	Valerianate	oz.	.49	—	.53	Tinnevelly, select	lb.	.10	—	.23
C. P.	lb.	.50	—	.55	Quinoline Tartrate	oz.		—	.45	Serpentaria (Va. Sn'k rt.)	lb.	.72	—	.80
Refined (Sal Tartar)	lb.	.13	—	.15	Rape Seed, English	lb.	.06½	—	.08	Silver, Chloride	oz.	.70	—	.74
Chlorate	lb.	.13½	—	.20	German	lb.	.05½	—	.08	Cyanide	oz.	1.00	—	1.04
Powdered	lb.	.14½	—	.21	Red Saunders	lb.		—	.10	Nitrate, crystl.	oz.	.45	—	.47
Purified and gran.	lb.	.25	—	.30	Ground	lb.	.10	—	.12	Fused cones	oz.	.65	—	.70
Chloride, C. P.	lb.	.35	—	.40	Resin, common	lb.	.02	—	.04	Stick, (Lunar Caustic)	oz.	.50	—	.55
Citrate	lb.	.45	—	.50	Good, strained...per 280 lbs.		1.95	—	2.00	Oxide	oz.	1.10	—	1.14
Glycerophosphate	oz.	.16	—	.20	Powdered	lb.	.10	—	.12	Precipitated	oz.	1.40	—	1.44
Hypophosphite	lb.	.80	—	1.05	Resorcin, pure, white	lb.	1.15	—	1.30	Simaruba, Bark of Root	lb.	.25	—	.30
Iodide	lb.	2.15	—	2.25	Rhubarb, Canton	lb.	.47½	—	.53	Powdered	lb.	.35	—	.40
Lactophosphate	oz.	.20	—	.24	Clippings	lb.	.50	—	.76	Skunk Cabbage, Root	lb.	.20	—	.28
Nitrate	lb.	.07	—	.10	Powdered	lb.	.60	—	.75	Soap, Castile, green	box		—	5.00
Powdered	lb.	.07½	—	.12	Powdered, extra, tins	lb.	1.10	—	1.25	Mottled, genuine	box		—	6.25
C. P.	lb.	.35	—	.40	Rochelle Salt	lb.	.18½	—	.25	White, Conti's	box		—	5.70
Permanganate	lb.	.20	—	.24	Rose Leaves, pale	lb.	.40	—	.45	Powdered	lb.	.30	—	.35
Pure, powdered	lb.		—	.30	Red	lb.	1.15	—	1.25	Soap Tree Bark, whole	lb.	.14	—	.17
Prussiate, red	lb.	.50	—	.55	Rubidium Bromide	oz.		—	1.00	Cut	lb.	.17	—	.20
Yellow	lb.	.22	—	.27	Alum, 10 gm. v.	ea.		—	.50	Powdered	lb.	.20	—	.25
Salicylate	oz.		—	.15	Bitartrate, 15 gr. v.	ea.		—	.40	Soda Ash	lb.	.03	—	.05
Sulphate, powdered	lb.	.10	—	.12	Iodide, 1 oz. v.	ea.		—	1.50	Caustic, purified, fused	lb.	.25	—	.34
C. P.	lb.	.30	—	.35	Rue, Herb, pressed, ozs.	lb.		—	.34	Sodium, Acetate	lb.	.15	—	.20
Sulphide	lb.	.14	—	.15	Saffron, Amer. (Safflower)	lb.	.50	—	.60	Arsenate	lb.	.20	—	.25
Tartrate, Pow. (Sol. Tartar)	lb.	.50	—	.56	Spanish, true, Valencia	lb.	11.00	—	11.50	Arsenite, pure	lb.		—	.60
Powder, Dover's, U.S.P.	lb.	1.60	—	1.70	Safrol	lb.	.60	—	.70	Benzoate	lb.	.40	—	.45
Prickly Ash Bark	lb.	.33	—	.38	Sage, leaves, Italian	lb.	.09	—	.12	From True Benzoic Acid	lb.		—	3.00
Powdered	lb.	.38	—	.43	Domestic	lb.	.25	—	.32	Bicarbonate	lb.	.02½	—	.05
Berries	lb.	1.00	—	1.10	Sal Acetosella	lb.	.20	—	.22	C. P., powdered	lb.	.10	—	.14
Pulsatilla Herb	lb.	.23	—	.27	Salicin	lb.	4.50	—	4.75	Bichromate	lb.	.21	—	.28
Pumpkin Seed	lb.	.15	—	.20	Salol	lb.	.90	—	1.00	Bitartrate	lb.	.96	—	1.00
Quassia, rasped	lb.	.09	—	.11	Sandalwood	lb.	.20	—	.25	Bromide	lb.	.30	—	.35
Powdered	lb.	.15	—	.20	Ground	lb.	.25	—	.30	Carbonate (Sal Soda), 100 lbs.		1.00	—	2.50
Quebracho Bark	lb.	.25	—	.35	Sandarac, Gum, clean	lb.	.30	—	.35	C.P. cryst., U.S.P.	lb.	.20	—	.24
Quince Seed	lb.	1.00	—	1.15	Santonine	lb.	11.00	—	11.50	Dried, purified	lb.	.16	—	.18
Quinidine, Alk., cryst.	oz.		—	.75	Sarsaparilla, Root, Hon., cut	lb.	.45	—	.50	Gran.	lb.	.02½	—	.04
Sulph.	oz.		—	.65	Mexican, cut	lb.	.30	—	.35	Chloride, C. P.	lb.	.20	—	.22
Quinine alkaloid	oz.	.50	—	.54	Powdered	lb.	.35	—	.40	Dried	lb.		—	.40
Acetate	oz.	.53	—	.57	Sassafras, Pith	oz.	.18	—	.20	Cinnamate	oz.		—	.30
Bimuriate	oz.	.50	—	.54	Bark	lb.	.20	—	.31	Citrate	lb.	.46	—	.51
					Powdered	lb.	.31	—	.36					

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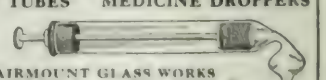

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Phosphates, Punches; Orange, Lemon and Lime Beverages	161
Chocolate and Egg Drinks	61
Hot Drinks	155
Miscellaneous Syrups, Meads, Salted Almonds, Nuts, etc.	117
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5 lb. tins .....lb.	[illegible]	—	.05
Kegs 112 lbs. .....lb.	[illegible]	—	.04
Granular .....lb.	.02¼	—	.03
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Lactate .....lb.	[illegible]	—	.75
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Salicylate .....oz.	.40	—	.45
Silicate (40 Wt.) .....oz.	.12	—	.15
Silicate dry .....lb.	.15	—	.20
Liquid .....lb.	.04	—	.05
Sulphate (Sal Glauber).....lb.	.01	—	.03
Pure, cryst. .....lb.	.08	—	.10
Lump .....lb.	[illegible]	—	.05
Sulphocar.(Sulpho-Phen.).lb.	.36	—	.38
Sulphomethylate Soda .....lb.	[illegible]	—	.25
Solomon's Seal Root .....lb.	.28	—	.30
Sorbitol .....lb.	[illegible]	—	.80
Snake Root, Canada .....lb.	.50	—	.55
Powdered .....lb.	.55	—	.60
Spearmint, leaves, ozs.....lb.	.30	—	.34
Spermaceti .....lb.	[illegible]	—	.47
Spruce Gum .....lb.	1.50	—	1.75
Extra .....lb.	2.00	—	2.25
Spirit, Ammonia, U.S.P.....lb.	.54	—	.60
Aromatic .....lb.	.50	—	.55
Nitre, U.S.P. .....lb.	.45	—	.50
Spirits Turpentine .....gal.	.70	—	.80
Squill Root, white .....lb.	.10	—	.12
Stillingia Root .....lb.	.15	—	.20
Powdered .....lb.	.20	—	.25
Storax, Powdered .....lb.	[illegible]	—	.40
Stramonium Leaves .....lb.	.25	—	.30
Powdered .....lb.	.27	—	.32
Pressed, ozs. .....lb.	.20	—	.24
Seed .....lb.	.15	—	.20
Powdered .....lb.	.25	—	.28
Strontium Acetate .....oz.	.11	—	.12
Bromide .....lb.	.45	—	.55
Iodide .....lb.	2.00	—	3.00
Lactate .....oz.	.12	—	.20
Strontium, Nitrate, dry....lb.	.18	—	.20
Granular, C. P. .....lb.	[illegible]	—	.20
Salicylate .....lb.	[illegible]	—	.12
Strophanthus, Seed, brown.lb.	.60	—	.70
Green .....lb.	1.00	—	1.05
Powdered .....lb.	1.20	—	1.30
Strychnine, Acetate (1 oz.) .....oz.	1.45	—	1.65
Arsenate, powd., ½ oz. v...oz.	1.25	—	1.30
Nitrate .....oz.	1.55	—	1.60
Sulphate, ½ oz. v.....oz.	1.25	—	1.35
Sugar of Milk, powdered .....lb.	[illegible]	—	.15
1 lb. cartons .....lb.	[illegible]	—	.18
Sulfonal, Bayer .....oz.	[illegible]	—	.15
L. & F. .....oz.	[illegible]	—	.60
Sulphonmethane, U.S.P.....lb.	3.75	—	3.85
.....oz.	[illegible]	—	[illegible]
Sulphonethylmethane,U.S.P.lb.	6.25	—	6.35
.....oz.	[illegible]	—	.45
Sulphur, Bromide .....oz.	[illegible]	—	.75
Flowers .....lb.	[illegible]	—	.04
Lac., precipitated .....lb.	.16	—	.18
Roll .....lb.	[illegible]	—	.04
Washed .....lb.	.09	—	.12
Sunflower Seeds .....lb.	.07	—	.10
Tannate, powdered .....lb.	.04	—	.06
Purified .....lb.	.16	—	.20
Teaberry, Extract .....kegs	2.75	—	3.00
Tar, Barbados .....gal.	.60	—	.75
No. Carolina, pt. cans...doz.	[illegible]	—	.85
Tartaric Acid .....lb.	.26	—	.28
Terpin Hydrate, 1 lb. car...lb.	.42	—	.47
Thymol .....lb.	2.25	—	2.45
Iodide, U.S.P. .....oz.	[illegible]	—	4.00
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Aleppo, No. 1 .....lb.	.85	—	.90
Turkey, No. 1 .....lb.	.90	—	.95
No. 2 .....lb.	.75	—	.80
Powdered .....lb.	1.00	—	1.10
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Venice .....lb.	.35	—	.40
Thyroid .....lb.	.10	—	.12
Powdered .....lb.	.18	—	.20
Valerian Root, English ....lb.	.31	—	.36
Powdered .....lb.	.41	—	.46
Vanilla Beans .....lb.	.20	—	.25
Powdered .....lb.	.25	—	.30
Vanillin .....oz.	.40	—	.50
Veratrum Viride, Root ....lb.	.15	—	.20
Powdered .....lb.	.25	—	.30
Verdigris, powdered, pure..lb.	.33	—	.36
Wahoo, Bark of Root .....lb.	.50	—	.55
Bark of Tree .....lb.	[illegible]	—	.45
Wax, Bay .....lb.	.30	—	.36
Bees, yellow .....lb.	.42	—	.48
White .....lb.	.47	—	.55
Carnauba, No. 1 .....lb.	.55	—	.60
Japan .....lb.	.18	—	.22
White Hellebore, Root.....lb.	.09	—	.14
Powdered .....lb.	.10	—	.15
Wild Cherry Bark .....lb.	.14	—	.16
Ground .....lb.	.16	—	.21
Powdered .....lb.	.21	—	.28
Wild Indigo Root .....lb.	.18	—	.20
Ground .....lb.	.25	—	.30
Willow Bark, black.....lb.	[illegible]	—	.18
White .....lb.	[illegible]	—	.25
Witch Hazel, Extract, double	[illegible]	—	[illegible]
Distd. .....gal.	.70	—	.80
Triple .....gal.	.65	—	.75
Bark .....lb.	.20	—	.22
Leaves, pressed, ozs. .....lb.	[illegible]	—	.24
Wormseed (Chenopodium)..lb.	.17	—	.22
Powdered .....lb.	.19	—	.24
Levant (Santonica) .....lb.	.12	—	.15
Powdered .....lb.	.15	—	.18
Wormwood, bulk .....lb.	.20	—	.25
Pressed .....lb.	[illegible]	—	.30
Powdered .....lb.	.20	—	.25
Yerba Santa .....lb.	.15	—	.20
Zinc, Acetate, 1 lb. bots....lb.	.30	—	.32
Bromide .....oz.	.10	—	.17
Chloride, fused .....lb.	[illegible]	—	.30
Gran. .....lb.	.20	—	.25
Medicinal .....lb.	.18	—	.20
Iodide .....oz.	.28	—	.38
Hypophosphite .....oz.	.25	—	.30
Lactophosphate .....oz.	[illegible]	—	.60
Metallic, C. P. .....lb.	.65	—	.75
Gran. (free from arsenic).lb.	.20	—	.22
Oleate .....oz.	[illegible]	—	.17
Oxide, American .....lb.	.10½	—	.13
Eng. Hubbuck's .....lb.	.38	—	.42
Permanganate .....oz.	[illegible]	—	.52
Phosphide .....oz.	[illegible]	—	.28
Salicylate .....oz.	[illegible]	—	.19
Stearate .....oz.	.17	—	.30
Sulphate, crystals .....lb.	.05	—	.07
C. P. .....lb.	.12	—	.15
Dried .....lb.	[illegible]	—	.25

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DAYTON OHIO

Serial No. 14,941

THE PHARMACEUTICAL ERA

AN ILLUSTRATED MONTHLY PUBLICATION FOR THE DRUG TRADE

Copyright, 1910, by D. O. Haynes & Co.

VOL. XLIII. NEW YORK, AUGUST, 1910 No. 8

THE PHARMACEUTICAL ERA

PUBLISHED MONTHLY

D. O. HAYNES & CO. - - - - *Publishers*

82 FULTON STREET, NEW YORK

Telephone, 2457 John Cable Address: "Era, New York"

SUBSCRIPTION RATES

United States, Cuba, Hawaii, Porto Rico, the Philippines, and Mexico	$1.00 a Year
To Canada, postpaid	1.25 a Year
To Foreign Countries in Postal Union	1.50 a Year
Single Copies	10 Cents

ALL SUBSCRIPTIONS ARE PAYABLE STRICTLY IN ADVANCE

Remit by P. O. or Express Order or New York Draft payable to order of D. O. Haynes & Co. Add 10 cents for collection if you send check.

Published at 82 Fulton street, Borough of Manhattan, New York, by D. O. Haynes & Co., a corporation: President and treasurer, David O. Haynes; vice-president, Ezra J. Kennedy; secretary, Edward W. Drew. The address of the officers is the office of publication, and the title is registered in the United States Patent Office.

Entered at the New York Post-Office as Second Class Matter

TABLE OF CONTENTS.

EDITORIAL: "Lifting" is a Winning Word; The Era Price List; Selection of Words as Trade Marks; Crime to Lie in Advertisements; Omission of Names From Trade Directories; Safeguarding Business Secrets; Experts are Successfully Defended; the New Alcohol Medicines List 777
TEXAS PH.A., Wisconsin Ph.A. 780
THE REAL CHAMBERS, by Emma Gary Wallace 781
LETTERS TO THE EDITOR 782
CHICK AND THE SWELLS, by Joel Blanc 783
INFLUENCE OF WASHINGTONIANS ON REVISION OF THE U.S.P., Martin I. Wilbert 784
NEW YORK PH.A. TRAVELERS' AUXILIARY 785
A PRACTICAL ASPECT OF STANDARDS, by Dr. Lyman F. Kebler, Washington, D. C. 785
PENNSYLVANIA STATE PH.A. 787
CONNECTICUT STATE PH.A. 788
MASSACHUSETTS PH.A.; California Ph.A. 789
OHIO PHARMACEUTICAL ASSOCIATION 790
HIGH DRUG PRICES; Maryland Ph.A. 791
KENTUCKY, Minnesota and Georgia Ph.As. 792
MICHIGAN, Colorado and Idaho Ph.As. 793
THE QUIZ MASTER 794
SAMPLE FOUNTAIN SPECIALS, Louisville 797
FOUNTAIN FORMULAS 798
FALL FANCIES FOR FOUNTAINS 799
QUESTION BOX 800
INDEX TO ADVERTISEMENTS 809
INDEX TO GOODS ADVERTISED 810
MOSTLY PERSONAL, Chas. A. Dreis, Edwin L. Newcomb. 817
FLORAL WELCOME FOR WALTER V. SMITH 819
PRESIDENT HUHN TALKS OF COMING N.A.R.D. CONVENTION; Pittsburg's Preparations 821
U.S.P. TRUSTEES MEET 822
CHICAGO DRUGGISTS TO GO TO PITTSBURG 822
CANADIAN WHOLESALE DRUGGISTS 822
BOARD EXAMINATIONS 823
PENN. PH.A. MEMBER NOW A MAJOR 823
DRUG MARKET 826
CO-OPERATION IN PHILADELPHIA 826
LEGITIMATE SHIPMENT OF COCAINE LAWFUL 828
FRAUD ORDER AGAINST CORA B. MILLER 828
ATTRACTIVE WINDOWS IN LOUISVILLE 828
PATENTS AND TRADE MARKS 830
BUSINESS NOTICES 834
NEW CORPORATIONS 834
PRICES CURRENT 840

"LIFTING" IS A WINNING WORD.

Next month's convention of the National Association of Retail Druggists in Pittsburg cannot fail, both on the business and the social sides to appreciate the benefit given to the organization by the up-lift tactics of the present president, Charles H. Huhn, as well as the entertainment features which will be provided by a former president, Ben E. Pritchard, with others whom he will have to aid him in his indefatigable efforts to make everybody feel at home in the Smoky City during the second week in September.

The social side of drugdom can never be cultivated too much, but it is only a small factor in the presidential policy pursued by Mr. Huhn. The Minnesota man is strenuous. He likes the social side, but he goes further and believes in "lifting" all the time. He is an ideal optimist and he practices what he preaches. His idea of a general "up-lift" is a mighty good one. The effect of his policy will be shown at the Pittsburg convention. The result ought to be good. There are too many kickers and knockers in the world and the drug trade has more than its fair share of them. With a few more Charley Huhns to get out in their autos or even trolley cars and round up unreasonable competitors the effect would be worth the trouble and the time. "Lifting" is a word that means for betterment of individuals and for advancement socially and professionally, in saying which the business end must not be ignored. If every druggist in America could be induced to adopt the "lifting" principle in his own life and as applied to others, the result would be a great advancement in so many ways that we hesitate to try to itemize them.

THE ERA PRICE LIST.

A notable feature of the new edition of the ERA PRICE LIST, which is now in press, is the large number of items in the drug and chemical list which have advanced in price during the last year. This is no doubt due to the operation of the Pure Food and Drugs Act, for the revision of the tariff had little effect upon drugs and chemicals. Just how this development has worked out up to the present time is shown in figures in the 1910 Edition of the ERA PRICE LIST. To the buyers and sellers of these commodities the list will be of unusual interest, for it will be the first complete presentation of the situation as it now exists. Some idea of the scope may be gathered from a statement of the fact that with

a total of approximately 50,000 items in the list there are more than 3000 changes and additions. The list will soon be ready for distribution.

Unusual efforts have been made to make this edition of the ERA PRICE LIST better than any of its predecessors and therefore more valuable to the buyers of drugs. The old features are retained and the entire work has been carefully corrected and systematically improved. There will be fewer errors —we hope there may be none—than in any previous edition. Perfection is hard to attain in a List of this kind, but with each successive edition we are coming closer to it. The increasing number of representative drug firms who have placed their advance orders for copies of the 1910 LIST is an evidence of appreciation of our efforts in this direction that is most gratifying to the editors and publishers and serves to encourage them in putting forth renewed effort to make each edition of this LIST more complete, more serviceable and in every way better than those that have gone before.

SELECTION OF WORDS AS TRADE MARKS.

An opinion of considerable interest to pharmacists has just been handed down by Assistant Commissioner Billings, of the U. S. Patent Office which confirms the decision of the Examiner of Trade Marks that the words "Lait de Violettes" as applied to perfumery, toilet powders, toilet water, face tints and hair lotions are descriptive of a characteristic or quality of the goods and are therefore not registrable as a trade mark. The Assistant Commissioner in passing upon the registrability of the words, quotes from a recent decision of the Court of Appeals of the District of Columbia (not yet published) refusing the registration of the word "Getwell," as a trade mark for medicine. The Court said:

Section 5 of the Trade Mark Act provides inter alia, that no mark consisting merely of [illegible] or devices which may be descriptive [illegible] of the goods [illegible] or which are used to indicate the character or quality of such goods, shall be registered. . . . The provision of the act . . . prohibits the registration of a mark which is merely descriptive of the goods or quality of the goods, and where it is used [illegible] this provision would permit the registration of a mark primarily intended to suggest [illegible] or generally [illegible] of the goods, or the character or quality [illegible]. But where it is not the case [illegible] the predominant and almost the sole feature of the mark, and, as applied to medicines, is primarily and obviously intended to be descriptive of the quality. In other words, it constitutes an advertisement and not a trade mark. Every other dealer has the right to use [illegible] to suggest the character of his goods without liability of molestation by this applicant. We have previously remarked that the range in the selection of trade marks is as broad as the human imagination. It is manifest, therefore, that one who seeks a monopoly of words in common use and that are primarily descriptive of quality is not entitled to special consideration.

CRIME TO LIE IN ADVERTISEMENTS

That a law should be passed by the New York Legislature making it a statutory offense to print untrue and misleading advertisements and remain unpunished and practically immune for years is the curious condition recently revealed when the New York County District Attorney prosecuted a merchant in Brooklyn for printing an untrue advertisement in which he offered bargains in 9000 rain coats which he claimed to have purchased at a [illegible] from a manufacturer. These had been no such sale. This is the first time public attention has been drawn to this law and as a matter of general interest we quote its provisions:

LAW REGARDING UNTRUE AND MISLEADING ADVERTISEMENTS. Any person, firm, corporation or association, or any employee thereof, who in a newspaper, circular, or other printed matter, published in this State, knowingly makes or disseminates any statement or assertion of fact concerning the quantity, quality, the value, the method of production or manufacture, or the reason for the production of his or their merchandise, or the manner or source of purchase of such merchandise, or in the possession of rewards, prizes or distinctions conferred on account of such merchandise, or the motive or purpose of a sale, intended to give the appearance of a plan advantageous to the purchaser which is untrue or calculated to mislead, shall be guilty of a misdemeanor.

Any person, firm, corporation or association, or any employee thereof, who violates any provision of this section shall be liable to a fine of not less than $25, or more than $100, for each offense.

One reason, perhaps, why there have been no previous prosecutions under this law is the difficulty attending the getting of legal evidence, for mere suspicion is not sufficient to secure conviction. Another reason, undoubtedly, is the fact that the existence of the law has not been generally known to the public. It is a good law and ought to be enforced.

OMISSION OF NAMES FROM TRADE DIRECTORIES.

Most unusual in its character was an action for libel which was tried recently in the High Court of England, in which the plaintiff, a registered dentist, sought to recover damages from the publishers of a directory of dentists because his name was omitted therefrom, the omission implying, in his view, that he was a quack, and not fit to meet medical or other practitioners in consultation. It was shown in proof that the omission was not intentional and the jury promptly decided that the omission was not a libel.

From the arguments in the case and the conclusion of the jury there could be only one obvious deduction: the omission of the name of a man or firm from any list or directory of his profession or business would only be libel if the omission was made intentionally. This is in line with, but on a different plane as compared to commercial black-lists, so far as the courts go.

The question of intent as to an omission is practically an unprovable quantity. It was shown in this litigation the extreme difficulty of keeping the British Medical Register, the registrar having been compelled to make more than 14,000 alterations or additions within one year. Of course the registrar must depend largely upon the volunteer work of persons affected, but in any directory, no matter how carefully the work is done, the omission of a name or the failure to record a change, is invariably due to the neglect of the persons affected. Citing, for instance, the drug trade, no druggist can afford to be omitted from the ERA DRUGGISTS' DIRECTORY, but cases of that sort have sometimes happened. The utmost care is taken in its preparation, yet complaints will occasionally come in from people to whom requests for information were sent, but who neglected to answer. Publishers of all directories are always glad to receive authentic information regarding new enterprises and business or other

changes that affect the contents of their publications. Accuracy is their invariable aim and they welcome every straw that is blown toward them for that purpose.

SAFEGUARDING BUSINESS SECRETS.

Germany has taken another step in advance in the protection of employers from the disloyalty and dishonesty of employees and what may be called general immorality in the conduct of business. In most countries there are ways of punishing commercial misconduct, but unless some crime in the nature of forgery, or some similar offense, is committed, the difficulty of proof and the uncertainty of litigation, with its tediousness and costliness, often render efforts to secure redress impracticable, if not impossible.

The new German law in general provides that any person who commits offenses against good business morals shall be punished criminally and held responsible for pecuniary damages. The following offenses are punished by a fine of not more than 5000 marks (approximately $1200), or one year imprisonment, or both:

Supplying lists of customers, prices and supplies, trade agreements, information about new projects and similar matters of value to a competitor.

Betrayal or communication to interested parties of any plans, models, drawings, samples, recipes, formulas, or manufacturing processes, knowledge of which has been secured through employment in places where the same are used.

Offer or receipt of bribes or bonuses by any person or employee with the object of obtaining an unfair advantage over competitors and to the detriment of free and open competition in the purchase and sale of commodities, the amount of the bonus or bribe being confiscated by the State.

Publication or distribution of any false, misleading or exaggerated statements concerning the composition, construction, source or value of goods, or of any false representations made for the purpose of selling or disposing of the same.

EXPERTS ARE SUCCESSFULLY DEFENDED.

As a result of a notable discussion regarding the prevailing high price of drugs the Maryland Ph.A. passed resolutions of confidence in the Government experts who are closing the doors of America to adulterated and inferior drugs which foreign dealers formerly foisted upon our merchants in shocking manner. While the operation of the Pure Food and Drugs Act has undoubtedly contributed to the advance in price, it is nevertheless true that the goods are now correspondingly better. The complaint, however, has been made that the experts having supervision of the inspection of imports, particularly in New York, have been unduly exacting, with a result that unnecessary hardship has accrued to the importers. This complaint was under serious consideration by the Maryland Ph.A. when Dr. Kebler, of the Bureau of Chemistry, presented the other side of the case and pointed out that the Government experts, if they erred at all, had favored the importers of drugs. The complaint was effectually disproved in an argument which was thoroughly convincing and which we regret we have not the space to print in full. That it satisfied the critical and discriminating Maryland pharmacists is ample evidence of its quality. Brief reference to it will be found on page 791 and on page 785 will be found an interesting article by Dr. Kebler in which he treats of the corelated subject of drug standards.

THE NEW ALCOHOLIC MEDICINES LIST.

Inspection of the newly revised list of alcoholic medicines, issued by the Commissioner of Internal Revenue, reveals the fact that there are now about two hundred preparations of this nature which come within the Government's restrictions, to sell any of which druggists must pay the Federal tax for selling liquor. At the same time the commissioner renews his previous ruling in relation to preparations of beef, wine and iron (unless the same contains at least the proportions of beef and iron given in the formula on page 1821 of the 19th edition of the U.S.D.), as well as the compound commonly called rock, rye and glycerin. On account of the importance of this list to retail druggists it will be printed in full in the next number of The Pharmaceutical Era.

Dr. Wiley's argument in favor of a Federal department of health is weakened by his statement that the measure is a good one because the patent medicine men are opposed to it. The preponderance of public opinion, so far as we have noticed, is against the bill, upon the ground that such a department is not needed and would be a costly and unnecessary addition to the governmental machinery. We understand that President Taft is now opposed to the measure, especially that portion which would make the head of the proposed department a cabinet officer. That would foreshadow a veto.

Ohio's Board of Pharmacy is to be commended for revoking the licenses of four pharmacists who are charged respectively with "using liquor to excess," for "loaning his certificate," for "gross immorality" and for "selling liquor illegally." Drastic action of this nature cannot fail to elevate pharmacy, for the example will deter others who may be tempted to violate both law and reason.

Readers of The Era should not forget that *The Soda Fountain*, which is published midway between the publication dates of The Era, contains considerable news of interest to druggists, in addition to the features which justify the name of this exceedingly bright monthly. One dollar sent to 82 Fulton street, New York, will secure *The Soda Fountain* for a year.

Many State associations have gone on record endorsing the campaign of the W.O.N.A.R.D. against indecent advertisements and obscene medical literature. It is a fight for higher morality that should receive earnest and universal support.

Adoption by Texas of the county organization idea should advance the growth of this prosperous association. On account of its vast area Texas is particularly well suited for an effective demonstration of the value of the plan.

Resolutions have been adopted by several State associations to eliminate the dispensing doctor evil. One particularly good suggestion is to force this class of practitioners to qualify as registered pharmacists.

Wisconsin, in going into the Pure Drug Show field, is presenting a novelty in association work, but its progressive and enterprising members are well able to win success.

Secretary Potts, of the N.A.R.D., displayed rare diplomacy in his address at Buena Vista Springs, never reverting to the ruction between that organization and Philadelphia R.D.A.

Texas Would Regulate Narcotics, Banish Venders and Raise Educational Standards

FORT WORTH, July 20. The 31st annual meeting of the Texas State Pharmaceutical Association was called to order by President R. H. Walker, of Gonzales, there being over 300 prominent pharmacists in attendance. Addresses of welcome were delivered by Mayor W. Davis, C. C. Martin, president of the Tarrant County R.D.A., and vice-president H. C. Jackson, on behalf of local druggists. Professor E. G. Eberle, of Dallas, extended cordial fraternal greetings from the A.Ph.A.

In his annual address, president Walker declared that the public health demanded that immediate action be taken to restrict the peddling of drugs. To this end he recommended that the office of State pharmaceutical inspector be created. Mr. Walker also recommended an extensive raising of educational requirements for registration, he even going so far as to ask that every applicant have a reading knowledge of French and German. The latter suggestion was subsequently shelved and several of his recommendations adjudged too radical in the subsequent report of the committee on the president's address, consisting of H. L. Carleton, Austin; J. J. Thames, Taylor; Jess Bynum, Waco; H. F. Lackey, Fort Worth, and W. C. Burns, San Antonio. This committee, however, put itself on record as favoring the fourteen-unit scale, an increase of two units over the standard now required of candidates for registration in Texas. An attempt will be made to amend the present State pharmacy law at the next session of the legislature so as to require all candidates for registration to show the same elementary qualifications as are required of the matriculants of the University of Texas Department of Pharmacy.

J. C. Graves, of Kaufman, who has worked in conjunction with the committee previously appointed to investigate the itinerant vendor evil, asserted that the legislation necessary to restrict it was about the most difficult that could be asked for. He called attention to the political strength of the organized physicians of the State and said that although the Texas Ph.A. was probably the best state pharmaceutical organization in the country, there were many counties unrepresented in its membership. Pharmacists in the latter must be enrolled before any desired legislation could be hoped for. Following Mr. Grave's remarks, which were heartily concurred in by President Walker and W. I. Bullington, of Poolville, it was unanimously voted that the executive committee be authorized to appoint a county organizer and to expend such sums as the committee deems wise to carry on this work. County organizations thus formed will be subsidiary to the State body.

Aroused by a paper entitled "What Are We Going to Do About It?" read by Prof. E. G. Eberle, the proceedings assumed a decided antinarcotic trend. Prof. Eberle took the newspapers to task for editorials which, he said, exaggerated the conditions and were unjust to the druggist. Prof. J. P. Remington told of the work of the Pennsylvania State Board of Pharmacy against the cocaine and morphine traffic in Philadelphia, and described his interview with President Taft on the subject. Prof. Remington said that just now is the time for the enactment of a Federal law in connection with the State laws, which will prevent not only the purchase of cocaine, but also its importation through the mails from other countries and will bring the traffic under the jurisdiction of the Interstate Commerce Commission. At a recent meeting of the manufacturers and importers of cocaine, he said, they themselves were ready to quit the business so alarmed were they over the growth of the habit. The following resolution was adopted:

In view of the prominence given to the increase of the drug habit by the newspapers and the connection therewith of certain druggists that cater to this trade breaking the law and bringing misery and degradation to many unfortunates as well as disgrace to the profession to which they belong, be it

Resolved, that we as a body take keen interest in putting the anti-cocaine law on the statute book and most emphatically repudiate any action of any individual druggist who breaks this law. We agree with the state of affairs as published in many cases lately, and that many honorable men of our profession [illegible] by men posing as physicians [illegible] for the money there is in it.

Resolutions presented by W. I. Bullington were also adopted heartily endorsing Professor Remington's efforts to have passed a [illegible] prohibiting the manufacture and sale of cocaine, and that Texas representatives in Congress be memorialized to further its passage.

The following officers were elected:

President, J. W. Covey, Fort Worth; first vice-president, H. C. Jackson, Austin; second vice president, Jacob Schradt, Dallas; third vice-president, Thomas J. Snell, Cooper; secretary-treasurer, I. D. Hiner, Dallas; home secretary, H. L. Carleton, Austin; trustee, R. H. Walker, Gonzales; historian, Miss L. Shipe, San Antonio.

Little Miss Etheldra E. Coulson, the three and one-half months' old daughter of Mr. and Mrs. Jack Coulson, of Fort Worth, was elected an honorary member. Two hundred and two regular members were admitted.

At the meeting of the Drug Travelers' Association of Texas, $25 was appropriated to defray expense of incorporating proceedings with regular volume published by the Texas Ph.A. The sum of $200 was turned over to the local entertainment committee towards expenses of present convention. A committee consisting of J. S. McCauley, Milton Hickox, Dallas, and R. T. Gibbs was appointed to investigate the practicability of adopting a death benefit feature, the committee to appoint at the next meeting. The following officers were elected:

President, Jesse Bynum, Waco; first vice-president, Fred Burnett; second vice-president, H. B. Cox, Houston; third vice-president, R. L. Grigsby, Beaumont; secretary-treasurer, E. G. Eberle, Dallas. Committees were appointed: Memorial, H. B. Cox, R. T. Gibbs, Shreveport, La., and Frank A. Ryan, Waxahachie; auditing, T. D. Wilson, Corpus Christi; James Lyons, Dallas, and H. C. Risber, Waco.

WISCONSIN PH.A. FATHERS A PURE DRUG SHOW.

Annual Convention Attended by 700 Members—Legislation Planned for the Good of the Public.

MILWAUKEE, July 20.—Decision to hold a pure drug show at the Milwaukee Auditorium during the second week in November was reached at the thirtieth annual convention of the Wisconsin Pharmaceutical Association held at Elkhart Lake. The show promises to eclipse anything of the kind ever seen in the northwest and will receive the support of wholesale and retail druggists in all parts of the country.

Several other important matters were decided at the Elkhart convention, one of the most important gatherings held in the history of the organization. There were 700 members in attendance, eight of whom were present at the first convention, 30 years ago. The officers elected for 1911 included:

President, O. T. Erhart, La Grosse; first vice-president, M. C. Trayser, New London; second vice president, L. H. Kressin, Milwaukee; secretary, E. B. Helmstreet, Palmyra; treasurer, W. P. Clarke, Milton.

At the annual meeting of the Wisconsin Pharmaceutical Travelers' Association, held at the same time, the following officers were elected:

President, O. A. Rather; vice-president, George W. Stocking; second vice-president H. E. Ferry; third vice-president, H. I. Carnahan; secretary and treasurer, Charles Edwin Wilson, and assistant secretary, M. J. Kaumheimer.

The Ladies' Auxiliary of the Wisconsin Ph.A., 300 members of which were in attendance, elected these officers:

President, Mrs. George H. Kesten, Milwaukee; vice-president, Mrs. N. E. Huber, Fond du Lac; secretary, Mrs. M. C. Trayser, New London.

Resolutions were passed at the convention, denouncing the sale of fake preparations and the association will endeavor to have legislation passed at the next session of the legislature interdicting obnoxious advertising of nostrums, particularly fake cures. Other measures, looking to the protection of the public against fraud will be advocated by the association.

One of the main attractions of the Elkhart meeting was the baseball game between the travelers and the druggists, the score being 8 to 6 in favor of the druggists. Various games and athletic events were participated in as usual. Much credit is due W. H. Barr, of Milwaukee, local secretary of the Wisconsin Ph.A., for the work which he accomplished in preparing the different events under the auspices of the travelers' association.

During the time of the convention a daily paper, *The Morning Pill*, was issued by the traveling men, giving the program of each day, and a running line of good natured jokes on the drug men in attendance.

One of the entertainment features that was much appreciated was a trolley ride to Crystal Lake.

A record number of new members were enrolled in the Wisconsin Ph.A., this year, a total of 172 being taken in.

The Real Chambers.

By Emma Gary Wallace.

ALLEN CHAMBERS reached home so thoroughly tired out that he was not his usual good-natured self. To his wife's anxious inquiry he had replied sarcastically that there would be no need for any one to rock him to sleep on the present occasion and then he wondered audibly and forcefully why on earth he had ever elected to follow the calling of a mixer of medicines anyway.

Being a wise woman in her day and generation the partner of his joys and sorrows retired behind a veil of silence, whereupon Chambers mentally apostrophized himself as a brute and by way of partial apology and explanation grumbled some more about the beastly long hours and endless vexations of his business as he switched off the light and turned in.

Something like an hour later Allen Chambers Junior woke up. The nerves of Chambers Senior were on edge and positively refused to vibrate musically to the howls of the small tyrant, whose infantile sense of wanderlust would be soothed by nothing short of being lugged to and fro in the strong arms of his paternal relative.

Chambers knew that it was a questionable precedent to establish but he felt that it was but another straw anyway and so he acquiesced grimly, even as a martyr might watch an additional fagot piled against the burning stake.

In exactly ninety-seven minutes by the clock the blue eyes of the man-child closed in cherubic slumber. But in spite of his own great need of the oblivion of sleep, it utterly refused to return to him, and as he continued to stare into the misty darkness about him, the bills coming due, the stock renewals and the subject of his store advertising came and perched on the foot of his bed like haunting Things.

Buzz-burr-zip-zip-zip-p-p-pp went something in the very center of his jaw, and like a galloping horse on a long stretch of hard road the sensitive nerve of a big molar swung forward into a maddening ache. Chambers Senior said some things he didn't mean at all, but he said them softly so as not to awaken Chambers Junior.

Morning came, and a wearied and chastened man started storeward. Even Mrs. Chambers' wifely distress over his distorted physiognomy failed to elicit more than a grunt in reply. He was stoically calm when a messenger met him at the door with the word that his head man was indisposed—indisposed to come, Chembers interpreted it—and when the telephone announced tearfully that "Downsy," the errand boy, had been called away to help bury his grandmother.

He glared at Diamond, the fountain man, who pointed out that this was the sixth time "Downsy" had performed a like sad service in as many months and wondered when the ancestral crop would be exhausted.

It didn't tend to soothe his feelings to discover presently through the peep hole of the prescription room that Diamond was doing a pantomime for the benefit of Smith—general factotum—using as a ready-made illustration a toothache gum picture of an individual with a decidedly one-sided face and a restraining head bandage. Smith was doubling up in silent mirth while Diamond continued his vaudeville by making dramatic motions to indicate likewise a condition of badly swelled head.

Chambers flung himself into the office easy chair. If Diamond wasn't such a corking good fountain man he'd fire him on the spot, he decided hotly. The fellow had such an enormous bump of what he was pleased to consider as wit. He was funny, too—sometimes. But not now—certainly not now. He closed his eyes wearily and leaned back his head with a wavy feeling of floating down a sombre stream.

But "surcease of sorrow" or the delicious enjoyment of it was only for a moment. Excited, angry words were heard in the main store and Chambers sprang to his feet and hastened forward.

A country patron stood in the middle of the floor vociferating wildly. At the sight of Chambers he put on the loud pedal still more and rolled his eyes in a threatening manner.

It was with difficulty that the innocent proprietor gathered the information that he had come to town with sixteen dozen eggs, that the mental equilibrium of his staid and respectable steed had been offended by the sight, sound and smell of an "automobull" and had promptly left the street and later the wagon, in the interim churning the eggs into a gigantic uncooked omelet, which at the present moment decorated the vehicle and the adjacent street and pavement.

He declared that the "harness was busted, the wagon wrecked and good for nothing but kindling wood, his stock in trade all smashed but a paltry dozen or so," and demanded instant payment for his loss.

Chambers opened one eye wide in astonishment—the other refused to look surprised except in a slant and sinister fashion. He mildly inquired why he should be expected to assume any responsibility for the wreckage, which inquiry threw his visitor into a choking spasm of rage.

"Aint you a member of the Town Board of this here place?" the man bellowed. "Aint you the President of the Town Corporation? Don't you allow and encourage these devil-wagons to go about scaring honest folkses horses and forcin' 'em to smash up property. Aint you got one yourself?"

Chambers declared that he hadn't, but that fact brought no mellowing influence to bear. In the mind of the injured man it was all a deep laid plot on the part of him—Chambers—to get folks smashed up so he could sell the medicine to patch 'em up with, and as the head Town Official he was the man to settle, anyway.

Diamond idiotically suggested that they turn out as an expression of sympathy and pelt the offending driver of the auto with the remaining eggs, and failing to locate him that they might be used on the runaway horse.

The complainant left in disgust, muttering his determination to obtain restitution forthwith.

Diamond resumed the polishing of the nickel and silver trimmings, remarking that "The paths of glory lead but to the grave," and inquiring incidentally of his employer if he hankered for the honors of re-election?

Chambers went back to his chair. He wondered if anybody else anywhere had so many petty annoyances as he had. Pin-pricks they were to be sure, but even a mouse can make an elephant extremely nervous by hiding in its ears. He wondered if he needed a vacation or *why* he was losing his hold on his ability to keep cool under all circumstances. What if a real emergency should come. How would he meet it! His head throbbed dully. Further introspection was halted by an exclamation from Diamond, announcing the arrival of a grey-white machine which shot down the street at unusual speed and brought up in front of the store with a short-stop.

It was the great doctor from a nearby city, only called upon by the townspeople in serious emergencies.

"I have two patients in Glassville this morning, Mr. Chambers," his caller said with characteristic directness. "In this first case only our combined best efforts will give a fighting chance for life. I want these filled without a moment's delay."

Chambers took the prescriptions and across the top of each he saw written: "For Eben Starks," and Ben Starks had all but ruined him a couple of years ago by misrepresenta-

At the New York Meeting.

Group of leading members of the New York Ph.A., taken at Saratoga Springs. Reading from left to right: Frank L. Wheeler, of Fort Ann, up-state representative of Sharp & Dohme; Mr. and Mrs. George T. Rieffiin and Louis Berger, the latter three of New York City.

[illegible] of the anger that had never died out of Chambers' heart [illegible]

[illegible] with a human life in the balance.

[illegible] Starks home. [illegible] C and E track crossing. The victim is an unknown woman. Only immediate work can save her life, perhaps even that will not do it. They are bringing her here. May we use your manufacturing room, Mr. Chambers? I remember it is well lighted, has a fine table and is always clean—can't say that about every store. Later she can be removed, but the four miles to the hospital is out of the question just now."

Chambers nodded. Through the open door four sturdy men were at that very moment bearing between them upon an improvised stretcher a frail girlish form.

He opened his mouth to speak but closed it again with a strange gasping sound. The great doctor noticed that he had gone deadly white. "Only a fighting chance here, too," he said almost curtly, "we mustn't lose our heads. I'll look after her, if you'll see to that medicine without delay."

Chambers turned mechanically.

"Smith, you and Diamond are at Dr. Barroll's service," he said, and without another word he walked to his desk. Like a man of iron, he measured and weighed and mixed, checking [illegible] all bottled and boxed and labeled and lastly, dispatched by a messenger impressed into immediate service.

"I'll take your place now, Diamond, you may return to the front store," he directed.

Without a single false move the medical man worked swiftly and surely until the last stitch was taken and the last bandage snugly in place.

"Call the ambulance before she recovers consciousness," he said at last. "Pity that she has to be taken so far!"

"She's not going that far," Chambers interrupted almost fiercely, "she'll go to my house two blocks away. She's—it's my only sister, Doc. Evidently her coming was to be a surprise for we knew nothing whatever about it."

Barroll stared at him a moment in admiring silence.

"Chambers," he said, grasping his hand, "you are the stuff soldiers and sailors are made of. Why didn't you tell me before?"

"I couldn't have put up the Starks medicine if I had," he replied simply. "It was a case of each man being Horatius at his own bridge—the bridge of a life."

"I'm proud to know the real Allen Chambers," the doctor said with feeling, "the man who can do his duty under the stress of life and death emergencies. Your sister has an excellent chance to pull through after all, I find. Here is the ambulance. Steady boys—steady. Come along with me, Chambers, we'll go ahead and prepare your wife for her coming."

And out into the morning sunshine, shoulder to shoulder went the two men, whose patent of friendship was sealed for all time to come.

Druggists and Families Spend Day at Glenolden.

[illegible] at the Glenolden farms of the H. K. Mulford Co., far surpassed [illegible] interests. The outing was held under the auspices of the Drug Club with the Philadelphia Association of Retail Druggists and Chapter No. 6, W.O.N.A.R.D. co-operating.

Special trains carried the druggists and their families to Glenolden. There were tennis tournaments, athletic events for men, women and children and a baseball game between teams representing the P.A.R.D. and the Drug Club. The latter won by an overwhelming score. Luncheon was served in the grove which was also the scene of the big family dinner in the evening. At dusk all hands repaired to one of the spacious barns of the company and enjoyed a barn dance.

No Reasonable Offer Refused

[illegible]

CORRESPONDENCE

Sanitol Preparations at Cut Prices.

Editor The Pharmaceutical Era:

Druggists throughout the United States will be pleased to know that their friends The Sanitol Co. have made it easy for them to obtain supplies of these goods at much lower rates than they can be purchased through the regular wholesale druggists.

The following prices are taken from the catalogue of a large wholesale department store in Chicago:

SANITOL Hygienic Toilet Soap	doz	$1.08
" Toilet Talcum Powder	"	1.35
" Tooth Paste (large size tube)	"	1.35
" Face Powder (three tints)	"	1.71
" Face Cream	"	1.71
" Tooth Powder	"	1.35
" Liquid Antiseptic	"	1.35
" Violet Toilet Soap	"	1.71
" Cold Cream	"	1.71
" Tooth Brush	"	1.71
MENNEN'S Borated Talcum Powder	"	1.47
" Violet Talcum Powder	"	1.47
" Face Cream	"	1.47
COLGATE'S Violet Talcum Powder	"	1.58
" Cashmere Bouquet Talc Powder	"	1.58

Now that all of the five and ten cent stores and cheap department stores will be handling these goods, all brother pharmacists should "boost" their sale as much as possible. The wholesale druggists who are forced to obtain regular trade rates for these goods will no doubt be gratified to know that department store jobbers can sell them cheap.

A. DRUGGIST.

"English as She is Written" in Indiana.

Editor The Pharmaceutical Era:

We are inclosing herewith a letter which was addressed to Marshall Field & Co., this city, and which they turned over to us. A verbatim copy probably would interest your readers. Yours truly,

Chicago, July, 1910. SAVOY DRUG & CHEMICAL CO.

The enclosure, omitting the writer's name and address, reads as follows:

Marshel Fields & Co.
Chicago illnois

DEAR SIR. Your Firm has bin recemened to me by one of My new yourk Custmers as Likely to handle Skunk oil i deal in this comody very heavy in the season & have at this tim abot 6. barrels in wood & probly 200. gallons in new 5 gallons Cans if you can use eany part of this oil eigher in cans are barrels kindly give me your Best offer F. O. B. your city & if you dont handle this comody kindly refure me to some in are out of your city that you think i mite get for a customer in this line i put up a good quality of oil pure i all so handle all kind of medical roots and if you are instered in them i wold like you send me prises on what you are mostly instered in are all i buy of large dealers mostly hoping to reseave and early reply i remain your respeckly [.....] Liberty ind

Who Can Tell About the Oldest Metal Ceiling?

Editor The Pharmaceutical Era:

Would you object to asking in your columns for information concerning the first manufacturer and the first use of metal ceilings? Your subscribers may own or know of old metal ceilings. One of them may be the oldest in existence. We would like to know the facts concerning its manufacture, service, erection and present condition as well as the facts concerning ceilings which are quite old even though they [illegible]

[illegible] CEILING CO.
[illegible] By H. F. GORDON

A Very Considerate Man.

[illegible]

"Poor old chap he always was kind to his fellow-men!"
—*The Boy.*

Chick and the Swells.

By Joel Blanc.

It has been more than two years since I have written anything about Chick. In fact, until a few days ago, I had not heard of him since the time when I told you of his migrations between the positions of driver of a coal wagon and drug store porter. Therefore, you can imagine my surprise when a nattily dressed young man stepped up to me, grabbed my hand with a coal-heaver's clutch, and said, "H'do dere sittle baldy! Wotten'r devil yuh doin' in Balty?"

It was Chick, but a soft-handed, creased-trousered Chick, and except in speech, he bore but little resemblance to the rough and ready youth whom I had known and liked.

After the exchange of greetings Chick made his usual proposal, thus: "Let's go an' blow de clouds off one. But we can't go to no dockyard, for me schooner days is past. Bein' one of de swells, I have to sip me amber or bock in a caffy parlor where yuh gets de ghost of a beer in a bit of fancy glassware, an' has to tip de Alphonse to brung it to de table."

When we were seated in one of those glittering palaces where the size and price of the Gambrinusian beverages leads one to either bankruptcy or prohibition, Chick unwound the following tale of sorrow:

"Well, it's dis way (an chee! wotter comfort it is to drop de soft-pedal talk of de swells, an' talk de good old Thoid av'noo to me little fren. Yuh see, after I gets me full-up of dat dere old holy roller in Philly, I didn't fine no porterin' job a chasin' me very rapid. So I hooks up as travellin' prop man with a blonde show, an' stays wit de gran' mudder outfit 'till we strikes Chi. Windville gets me lallapaloosa, so I tinks I'll work a wheat corner wit Jim Patten, an' proceeds to de bucket shops, where I loses evert'ing but me complexion. Den I turns bo, an' rides de cold-storage Pullmans till I gets back to sunrise an' Balty. Den me card come outer de box, an' de foist ting I knowed, I'm squeegeein' de winderglass of de swellest plaster palace of dis suburb of de Naval 'Cad'my.

"Bein' a drug porter by birth an' redheadity, I makes good. Me boss, he's de salt of Atlantic City an' de rest of de eart! De place is as swell as a bloated oyster. Nobody don't never come in dere but de deckle-edged folks—an' de master-man makes me wear de white-wings drapery even when I'm shovelin' de smoke-rocks into de heat box. He says I gotter trim me nails an' me langwidge, an' he makes me a graft of a tool chest wit all de extray blades, soze I can keep me mug weedless. For such a duke as dat I'd change me religion, if I had any.

"After a bunch of pay days, de boss says I have outgrowed me degraded ancestors, an' give de submerged tenth the last go-down. He says he is goin' to create de position of stock-clerk for me speshul benefit, an' I wont have nuttin' to do but keep de creases in me pants honed, keep up de sellin' stock, run de want-book, an', at a pinch, help to avoid de rush by waitin' on de stamp an' order nawstrum customers.

"I gets de first suit I ever had dat was built for me shape, some shirts wit de cuffs welded on, t'ree scarf pins for a dollar, an' de oder necessary calico an' hardware. I t'inks I'm under de eiderdown for fair, but I'm only playin' a mud-skate on a flusty day.

"Yuh see, it's dis way: When I'm porterin', de swell patrons aint nuttin' to me but scenery, an' dey don't pay no more 'tention to me den if I was a blind cat, but when I becomes part of the landscape, it's me to be bottle holder, an' rub against de swells like I'm towelin' one of dem for de champeenship.

"In de oder shops where I done porterin', de folks on de buy was mostly just plain human. Most of dem had to woik harder to get de paper goods den dey did to spend it, an' dey treats us folks in de drug stores like we is of de same kawkashun race as dereselves. But as soon as I gets to pushin' me resemblance around among de swells, I has to look in de glass to see if I aint turned into a chocolate baby, 'cause dese boobs treats me like I'm a tar one. Dat gets me nanny, an' I'm close to buttin' one senator's son-of-a-gun in de hazelnut, when de boss puts de soft halter on me, an' leads me into de back room for a bit of coachin.' De whole of dat talk amounts to just dis: We all got to bend our slats, an' do de joss act to de swells 'cause it's 'business policy,' as de boss calls it. I'm dere yet an' I'm goin' to stick to de boss 'till de Socialists swipes de sudden rich or I loses me affability an' busts one of de swells in de smeller.

"But I tell you what it is, me fren, dem weepers what wants to trade de workin' folks patronage for a swell trade, is askin' for the thoid degree for life—an' de woozy wigwam for a finish. Some nights when we closes up de store, de whole staff an' all de privates goes back in de wash room an' chews holes in de towels. If we went out on de street witout doin' dat, like as not we'd blow off de valves in public an' do matricide, paracide an' arson.

"Dese swells don't know what dey want or dey want sumtin' yuh aint got. Yuh pull out de whole stock, dey mauls it all over, an' den says dey wants it like dey seen in Roosia or Vienna t'ree years ago. Dey don't know nuttin' about it except dat it come in a green box wit a pink label, an' dey tinks its funny yuh don't know what it is.

"Dey has everyt'ing delivered, from a powder shammy to a bunion shield, an' den, after keepin' de boy waitin' for an hour, dey sends back de goods an' says dey has changed dere minds. How folks can change sometin' dey aint got, gets me buzzer goin'."

"But they pay high prices," I remarked.

"T'ell dey does! Missis Millionaire, wit a five hundred dollar flesh reducin' corset, will scrap more to jew yuh down a cent, den a hod-carrier's wife will to get a dime knocked off. Gwendoline Guckins, age nineteen, but wit a concrete mug an' a champagne eye like yuh see at Jack's, will kick like an insurgent about de price on bromo—an' den have everyting 'Chawged to pawpaw.' Bobby Whaterbilk, aged t'irty-eight, an' still finishin' his eddycation, will sample all yer face creams an' den keep one box, an' have it 'chawged to fathuh.' Everyt'ing is 'chawged,' an' geewhing! de t'ings stay 'chawged' for ten years. Dem folks wit money is like a dog wit fleas, dey didn't do nuttin' to get it, but dey'll scratch to keep it.

"Dem swells has got more charged on de books den dere is in de store, an' collections, gee! dem grains of puffed rice is insulted if yuh sends dem a statement. Dey goes off to Europe for a year an' forgets all about dere debts. De boss says he's just gotter wait 'till dey gets ready to square up or he'll give dem de hot flush an' lose dere trade.

"Naw! dey aint nuttin' in dis swell drug joint play. De bo what's doin' de cush biz in a corner store in de cottage ward or near to six-room-an'-bath row aint got no call for workin' de toe motion.

"Yuh can guy 'bout de wash-lady, an' de sales-lady, an' de gent of de ate ward social club; but dere's more real manners an' honesty 'mong de folks wit de red han's an' seven-ninety-eight togs den dere is among dem swell bubble brains dat goes to de divorce court more often den dey goes to mass.

"Yuh tell dem flossy ones what is weepin' for a swell joint dat Chick says to stop dere fool kiddin 'wit dereselves an' keep on livin' an' doin' business in Satisfaction street—stidder dropin' dere self respeck an' dough balls in Peacock av'noo."

A Good Disinfectant For Twins.

Dr. Charles Page, at a dinner in Boston, adverted to his recent attack on the overnumerous operations for appendicitis.

"Too many of these operations are the result of fad," said Dr. Page. "They are as useless and a million times more harmful than the operation that a new resident of Gloucester performed the other day.

"This chap moved into a dilapidated cottage near the beach, and set to work at once to whitewash it inside and out. While he was swinging the wet brush on the exterior a passerby said approvingly:

"'I'm glad to see you making this old place so neat and smart. It's been an eyesore to the neighborhood for years.'

"'It ain't nothin' to me about eyesores,' was the reply. 'The reason why I'm whitewashing is because the last couple wot lived here had twins twice. I understand lime's a good disinfectant. Ye see, we've got ten children already.'"—*Louisville Times.*

Apt to Get Squashed.

"Professor, is kissing at all dangerous?"

"Only to any germs that are silly enough to hang around on the girl's lip."—*Louisville Courier-Journal.*

Influence of Washingtonians on the Revision of the United States Pharmacopoeia

By Martin I. Wilbert, Ph.M., Division of Pharmacology, Hygienic Laboratory, Washington, D.C.

The fact that all of the executive officers of the United States Pharmacopœial Convention and not an inconsiderable number of the newly elected committee of revision are residents of the City of Washington, when compared with the comparative scarcity of local office holders in the convention immediately preceding, would appear to indicate that the resident members of the Pharmacopœial Convention have been aroused to an appreciation of their responsibility and are taking a more active interest in pharmacopœial revision and in the conduct of the affairs of the convention that is directly responsible for it.

It is not generally understood that nominally, at least, "The United States Pharmacopœial Convention," is a local association, incorporated under the laws enacted for the District of Columbia, which require that the majority of the incorporators be residents of said District. This fact is, however, clearly set forth in that portion of the abstract of the proceedings of the National Convention of 1900 for Revising the Pharmacopœia which records the incorporation of the Pharmacopœial Convention (U.S.P. VIII, pp. xxxiv to xxxvi).

While the history of the Pharmacopœia is thoroughly familiar to every reader of that book there are many special features that appeal to us in a more direct way when we have them presented collectively in place of their being isolated in different editions of the book.

Not the least interesting of these several features is the influence that has been exerted on the Pharmacopœia by local associations or combinations, and in this connection the influence that has been exerted by delegates from the District of Columbia, on the evolution of the U.S.P., is of particular interest at this time. Washingtonians have taken an active part in the development of the U.S.P. from its very inception and the local institutions have been regularly represented in each succeeding Pharmacopœial Convention.

The local delegates have frequently been honored by election to responsible offices in connection with the Revision of the Pharmacopœia and, in the following paper, an attempt has been made to present, more or less consecutively, some outline information regarding these several officers.

The Medical Society of the District of Columbia was organized in 1817, the same year that Lyman Spalding first outlined his project for the formation of a National Pharmacopœia. The recently published history of this society points out that:

"The relations of the Medical Society to National and International societies have been many and important. One reason for this is the fact that Washington is so frequently selected as the place of meeting of these societies. As early as April, 1819, soon after its incorporation, a delegation from the society was selected to a 'Convention of the Middle States' that met in Philadelphia, June 1 of that year to frame and publish an 'American Pharmacopœia.' Drs. Shaaf, Sim and Huntt were the delegates."

John Thomas Shaaf, one of the delegates originally selected to attend the district convention for the Middle States, held in Philadelphia, June 1, 1819, was a licentiate of the Medical and Chirurgical Faculty of Maryland, and one of the incorporators of the Medical Society of the District of Columbia. He was born in Frederick County, Maryland, in 1763 and died April 28, 1819.

Thomas Sim, another one of the announced delegates, was born in Frederick County, Maryland, in 1770 and moved to Washington about 1810. Died of epidemic cholera, September 13, 1832, while president of the Medical Society of the District of Columbia.

Henry Huntt, the third delegate to the district convention, was evidently present and was elected one of the delegates to the first National Medical Convention held in the Capitol at Washington, January 1, 1838. He was born in Maryland in 1782, was a licentiate of Medical and Chirurgical Faculty of Maryland, formerly M.D., 1824, of the University of Maryland and took an active part in the founding of the local medical society. He died September 21, 1838.

Thomas Henderson, the secretary of the National Medical Convention and a member of the Committee of Revision in 1830, was born in Dumfries, Va., January 6, 1780, graduated from the University of Pennsylvania in 1800 and died August 11, 1874.

Nicholas William Worthington, a member of Committee of Revision in 1830 and secretary of the National Medical Convention in 1840, was born in what is now the District of Columbia, in 1789, graduated from the University of Pennsylvania in 1815 and died in 1849.

Thomas Sewall, a member of the Committee of Revision, 1840, was born in Augusta, Me., April 16, 1786. He graduated from Harvard in 1812 and came to Washington about 1820. For many years he was affiliated with the medical department of Columbian College and was one of its founders. He died April 10, 1845.

Harvey Lindsly, assistant secretary of the Convention in 1840 and secretary in 1850, was born in Morris County, N. J., January 11, 1804. He was a graduate of the medical department of Columbian College, 1828, and occupied a professorship in that institution from 1839 to 1846. He was president of the American Medical Association in 1850 and died April 28, 1889.

Joshua Riley, a member of the Committee of Revision in 1850, was born in Baltimore, Md., January 19, 1800, and died February 11, 1875. He came to Georgetown, D. C., when 18 years old and served for some time as a drug clerk. Later studied medicine, graduated from the University of Maryland in 1824 and was professor of materia medica in the medical department of Columbian College from 1844 to 1849.

Thomas Miller, secretary of the National Medical Convention in 1860 and vice-president of the Convention in 1870, was born in Port Royal, Va., February 18, 1806. He studied medicine with Dr. Henry Huntt and graduated from the University of Pennsylvania in 1829. He was professor of anatomy in the medical department of Columbian College from 1839 to 1859. Died September 20, 1873.

John Campbell Riley, assistant secretary of the National Medical Convention in 1860, and secretary in 1870, son of Dr. Joshua Riley, was born December 15, 1825. He was graduated from the medical department of Columbian College in 1851, and succeeded his father in the chair of materia medica in 1859. He died February 22, 1879.

James Ethelbert Morgan, assistant secretary of the National Convention for Revising the Pharmacopœia, held at Washington, 1870, was born in St. Mary's County, Md., September 25, 1822, and died June 2, 1889. He graduated from the medical department of Columbian College in 1845, and served as demonstrator of anatomy for several years. In 1858 he was appointed professor of materia medica in Georgetown Medical School, a position he held until 1876.

As the sole surviving officer of the Convention of 1870, Dr. James E. Morgan issued the call for the sixth decennial National Convention for Revising the Pharmacopœia, and at 12 m. on May 5, 1880, called the meeting to order. On motion he was elected temporary chairman and Dr. D. W. Prentiss, of Washington, temporary secretary.

Daniel Webster Prentiss, a delegate from the National Medical College, in addition to serving as secretary at the organization of the Convention in 1880, was elected second vice-president in 1890. From 1879 to 1889 he was professor of materia medica and therapeutics in the National Medical College, the medical department of Columbian University. He was born May 21, 1843, and died November 10, 1899.

Samuel Clagett Busey, elected first vice-president of the Convention in 1880, took a prominent part in the medical annals of the District of Columbia. He was born in Montgomery County, Md., July 23, 1828, and graduated from the medical department of the University of Pennsylvania. He died February 12, 1901.

Carl Hermann Anton Kleinschmidt, elected assistant secretary to the Convention in 1880, was a Civil War veteran, and for some years professor of physiology in Georgetown Medical School. He was born in Petershagan, Prussia, October 12, 1839, and died May 20, 1905.

It was at this sixth decennial Convention for Revising the U.S.P. that the local pharmacists were represented, for the first time, by delegates from the National College of Pharmacy. This delegation included W. S. Thompson, who was perhaps more closely, certainly longer, affiliated with the National Convention in different capacities, than any one of the other local men.

William Scott Thompson was elected a member of the

Members of Travelers' Auxiliary of the New York Ph.A. at Saratoga.

Committee of Revision and Publication of the Pharmacopœia of the United States of America in 1880, was elected vice-president of the Convention in 1890 and chairman of the then newly created board of trustees in 1900. Mr. Thompson was born in Frederick County, Md., February 14, 1838, and died in Washington September 26, 1901. He was one of the originators and founders of the National College of Pharmacy, was a prominent member of the Pharmaceutical Association of the District of Columbia and also of the American Pharmaceutical Association. He was well known to and highly respected by delegates to previous conventions and no one man was missed to quite the same degree, by the older men at least, as William Scott Thompson, whose wide knowledge of men and affairs made his counsel and advice especially valuable.

As intimated in the initial paragraph the United States Pharmacopœial Convention held at Washington did not select many of its officers from the resident membership. In addition to Mr. William S. Thompson, who served as Chairman of the Board of Trustees, the only other local officers were the treasurer and the assistant secretary.

For treasurer Dr. William M. Mew was elected by the convention and on his death the electors selected Dr. G. Wythe Cook to succeed him. Dr. Murray Galt Motter was elected to serve as assistant secretary of the Convention and subsequently he was also selected to act as secretary to the Board of Trustees. His work in the latter capacity will no doubt be appreciated by the future historian of American medico-pharmaceutical affairs when it comes to his recording the history of the eighth decennial revision of the Pharmacopœia of the United States.

At the recently held ninth decennial convention for revising the Pharmacopœia all of the local organizations and departments previously eligible to membership were represented and in addition the U. S. Department of Agriculture was represented by a full complement of three delegates.

Taking a retrospect of the brief outlines herewith presented it is interesting to note that, with perhaps one single exception, no city has been more regularly or more numerously represented in the several National Conventions for Revising the Pharmacopœia and that few sections of the country can compare favorably with Washington in regard to the amount of practical work that has been done.

Of the general officers of the Convention, six of the nine secretaries and seven of the eight assistant secretaries have been residents of the District of Columbia, as have been three vice-presidents, one second vice-president, one third vice-president, and one president. All of the treasurers have been local men and, including the representatives of the United States Government Services, no less than seventeen of the members of the several Committees of Revision have been selected from the resident delegates. Of the representatives of the Government services it is interesting to note that while the several medical services have been represented in all of the conventions for revising the Pharmacopœia it was not until 1870 that they were actively represented on the Committee of Revision. In that year W. S. W. Ruschenberger was elected to represent the "U. S. Army and Navy." Ten years later three Government delegates were elected to assist in revising the Pharmacopœia: David L. Huntington, U. S. Army; Benjamin L. Gibbs, U. S. Navy, and Oscar Oldberg, U.S. Marine-Hospital Service. In 1890, William M. Mew, U.S. Army; James M. Flint, U.S. Navy, and John Godfrey, U.S. Marine-Hospital Service, were elected as members of the Committee of Revision.

While no corresponding selection was made by the United States Pharmacopœial Convention held in 1900, no less than six of the present committee of revision represent government services. As noted above the local men are also well represented as the responsible officers of the convention and a majority at least of the local incorporators are still alive to take an active interest in the conduct of its affairs.

With the increased interest that is being taken in the affairs of the Pharmacopœia of the United States and the growing importance of this book as a representative standard for reliable medicaments, the active part taken by the local members of the Pharmacopœial Convention is destined to be of ever increasing importance and for the continuation of the book along the lines on which it was founded it is to be hoped that the work of the present and of future official representatives from the Capital city will be as commendable as was that of the men who in the decades that have passed assisted in perpetuating the ideals of the founders of our Pharmacopœia.

A Practical Aspect of Standards.*

By L. F. Kebler, Ph.C., M.D., Washington, D.C.

IT has been my duty for the past fifteen years to pass judgement on medicinal agents of various forms, first as analytical and manufacturing chemist of a pharmaceutical manufacturing house and later as Chief of the Drug Division of the Bureau of Chemistry, and during this time I have had many internal struggles with myself between the goods as actually met with in commerce and the prescribed standards which are in many instances ideal but often impracticable. This condition can of course never be completely rectified, but I am sure it can be materially improved upon. Some of these academic standards, as they are called by the trade, have been enacted into law and the responsibilities and difficulties have at the same time been accentuated. The above remarks are applicable more particularly to plant drugs, whole and powdered. In order to clearly set forth the situation, I shall cite a number of concrete representative examples.

The United States Pharmacopoeia, 8th revision, designates buchu as "The dried leaves of Barosma betulina," which statement is followed by a description of ideal leaves. It is a well known fact that the article in commerce always contains greater or smaller quantities of foreign material, such as stems, twigs, old worthless leaves, etc., derived from the plant from which the leaves are gathered. These substances are incidentally introduced at the time of collection. The medicinal value of the leaves is naturally reduced or modified

* Read at the A.Ph.A. Meeting at Richmond, Va.

to the official leaf and occasionally a few entirely unrelated leaves are found. It will be noted that the impurities referred to above are either approximately inert or possess medicinal properties similar to the official leaf itself. No provision is made by the legal standards for the presence of any of these foreign substances, yet it is impossible to meet with a trade sample absolutely free from contamination of the above character, and the question naturally arises how literally shall the standards be interpreted. This is a problem we are confronted with almost daily in our work and those who are conversant with the situation, can readily understand the difficulties. The Food and Drugs Act is a criminal statute and the courts construe such laws literally. If the position should be taken that all buchu leaves must literally conform with the standard laid down in the Pharmacopoeia, the supply would be reduced to a very low ebb indeed and the price enhanced to a prohibitive basis. A rigid adherence to the standard is manifestly impossible. In such an event importers, dealers and manufacturers would be up in arms and properly so. The next question confronting us is how much of these foreign substances indicated above, should be permitted? Shall it be five per cent, ten per cent, more or less? We must of course be guided by the nature of the impurities to a certain extent and for that reason no definite upper limit of the foreign material of the character indicated has been set. A tentative upper limit of ten per cent has served as a guide. It is believed that the Pharmacopoeia should introduce a definite maximum upper limit of impurities of this character, thus giving the trade a working basis and at the same time remove the onus, censure and criticism from the individual. The chief objection to fixing an upper limit in cases of this character is the fact that certain producers and dealers instead of making an effort to reduce the amount of foreign matter to a minimum, make a studied effort to leave present the maximum amount of such material permissible.

Let us now turn our attention to cubeb berries, another crude drug recognized by the Pharmacopoeia. The standard requires this product to consist of "The dried unripe, but fully grown, fruit of Piper Cubeba," which is followed by a definite description of the size and character of the fruit. A careful study of this standard by any one familiar with trade conditions, can readily see that it is vulnerable in several particular points. For example, it limits the character of the fruit to the unripe but fully grown product. In the second place no provision is made for any foreign material such as stems, twigs, etc., naturally introduced during collection. It is well known that almost all consignments contain fruit which is neither fully grown nor sound in every particular. The question confronting us here again, shall the standard laid down in the Pharmacopoeia be adhered to strictly and if not, what latitude is permissible? Would it be safe to permit the presence of five per cent, or ten per cent, of the sum total of fully matured berries, undeveloped berries, stems or twigs? Could such a product be safely used in preparing the various medicinal agents of which cubeb berries represent the sole constituent or a material part? In some instances the amount of foreign material comes well within the five per cent limit, but in other instances it exceeds even fifteen per cent. A tentative upper limit of ten per cent is serving as a working basis. All this difficulty could readily be eliminated by including in the standard a definite upper limit of foreign material of this character.

In the case of belladonna root, additional problems confront us. This commodity is frequently found adulterated with material which undoubtedly has a tendency to materially influence its therapeutic action as well as that of the finished product made from it. [illegible] belladonna root and is frequently mixed with such foreign agents as poke root, scopola root, etc. In the early part of our work that adulterant in a few cases exceeded seventy-five [illegible] of course readily detected at the [illegible] examination, but it [illegible] to permit the presence of any foreign material of this character? If the foreign material possess medicinal properties which would in any way influence the primary action of belladonna root [illegible] the presence should be readily forbidden. It is true as contended, many of these roots are [illegible] and the introduction of small quantities of foreign roots similar physically to belladonna root is naturally to be expected. This undoubtedly deserves consideration, but experience shows that if such sophisticated goods are denied admission into the United States, ways and means appear to be found to eliminate the foreign material. It would seem, therefore, that in cases of this character the proper course to pursue is rigid exclusion.

No product has probably presented more difficulties than saffron. No standard for this product exists in the present edition of the Pharmacopoeia, but in section 7 of the Food and Drugs Act, part 2, it is stated in substance that "if an article falls below the professed standard of strength, quality or purity under which it is sold, it is an adulteration." This is construed to mean, for example, that if an article is sold under the name saffron it must comply in quality, purity and strength to a good grade of saffron and if there is a standard which can be utilized as is the case with saffron, the use of such standard is perfectly proper. On referring to the 7th edition of the U.S. Pharmacopoeia it will be found that saffron is described as "The stigmas of Crocus Sativus." This is further supplemented by a description of the article and with certain chemical and physical tests. On account of the character of the article and the price of the same, it is but natural to encounter difficulties. It is well known that saffron has been most liberally adulterated in the past with various substances, such as artificially dyed ligulate florets of Calendula officinalis, tubular florets of carthamus, yellow filaments obtained from the saffron plant itself, inorganic material such as calcium carbonate, calcium sulphate, barium sulphate, potassium nitrate, etc. Definite limitations are made relative to the amount of moisture and foreign inorganic material that may be present. The yellow plant tissue, etc., can readily be restricted to the styles derived from the saffron flower itself, but the permissible amount is a fruitful source of contention, in that no definite information is available on the subject. For a time saffron containing a goodly portion of this yellow material was permitted entry with the result that numerous complaints were received to the effect that if the admission of adulterated saffron were continued, parties engaged in the handling of the pure product would be driven out of business. An examination of saffron available in the American market at the time of these complaints showed that the complaints were not well founded. It however prominently brought up the question as to the maximum amount of the yellow material that might be permissible. Viewed from a purely monetary consideration, manipulation of saffron to the extent of 5 per cent, would be a lucrative business. An investigation soon showed that such a limit would be too stringent, but it was found, however, that a good grade saffron was available which did not contain to exceed 10 per cent of such material. This is the basis of action at present, but numerous complaints are received to the effect that this standard is still too rigid for existing commercial conditions.

In the above I think I have clearly set forth the conditions obtaining and difficulties encountered relative to standards in vogue for certain commodities. I think it is furthermore clearly evident that it is incumbent on those who are charged with providing these standards to include in the same, definite information as to the amount of certain foreign substances that should or should not be permitted to be present.

An Important Meeting at St. Petersburg.

The Fifth International Congress of Obstetrics and Gynaecology, which occurs at St. Petersburg, Russia, in September, will be held at the Imperial Institute of Midwifery and Gynaecology, 3 University line, Vasilievsky Ostroff. A feature is an exhibition to which the committee is inviting exhibits from all parts of the world. Exhibits should be delivered at their destination not later than September 1, addressed as follows: "For the Exhibition in connection with the Fifth International Congress of Obstetrics and Gynaecology, 3 University line, Vasilievsky Ostroff, St. Petersburg." In addition to [illegible] suggested by the title, there will be exhibits of pharmaceutical preparations.

Short Hours For Doing Business on Sundays.

All of the six drug stores in Concord, N. C., will be open hereafter only between 8 and 10:30 a. m. and 3 to 6 p. m. on Sundays, the proprietors having signed an agreement.

Pennsylvania Will be Next to Have a New State Pharmacy Law.

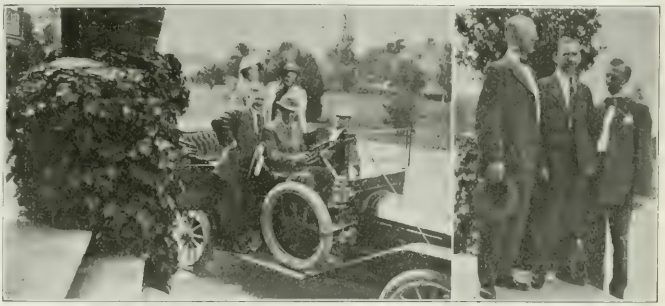
Association Favors More Stringent Anti-Narcotic Legislation—Remains Affiliated With N.A.R.D., but Reduces Representation—Important Topics Discussed.

Buena Vista Springs, July 20.—The endorsement of proposed laws, comprising important changes in the existing pharmacy law of the State and a new anti-narcotic law, intended to throw additional restrictions around the sale as well as the use of habit-forming drugs, were, from a general standpoint, the most important features of the thirty-second annual meeting of the Pennsylvania Pharmaceutical Association recently held here. The recommendation of the retiring president, John C. Wallace, that the association continue its affiliation with the National Association of Retail Druggists, but reducing the representation from six to two delegates, viewed in the light of a compromise, was adopted without opposition from either of the strong factions on that issue in the State. It was this issue which had brought a large delegation from Philadelphia, where the P.A.R.D., early in the present year, had withdrawn from the national body, determined to combat any attempt that might be made to offset this course by strengthening the bonds between the State and the national organizations. But Mr. Wallace, himself a member of the Western Pennsylvania Retail Druggists' Association which had renewed its affiliation with the N.A.R.D., showed his diplomacy in the handling of an issue which was predicted was likely to create a break in the ranks of the State body, by recommending continued affiliation, but one which means the paying into the national treasury of $25.25 instead of $125.25 as was done last year. The association is therefore entitled to one delegate for every $25 or fraction thereof paid into the national treasury.

Of almost equal importance was the election of officers and particularly in the choosing of a president. But in the election of Prof. Charles H. LaWall, it is believed that the body has a man committed to none of the policies on which so many of the retailers are at difference.

The attendance has scarcely been excelled in the history of the association, the number of new members elected reflected a growth of interest in the association. Maryland, Ohio, New Jersey and Delaware delegates conveyed the well wishes of those State organizations. The report of Treasurer Joseph L. Lemberger of Lebanon showed a balance of $629.00 and the number of members 906, while he also called attention to the elimination of those members who by reason of non-payment of dues, had been dropped from the roll. Secretary Edgar F. Heffner of Lock Haven, followed with a review of the most active membership campaign in the history of the association which had been conducted with the assistance of the Traveling Men's Auxiliary and the Membership Committee.

The most important action at the first day's session followed the discussion of a series of resolutions, introduced by Dr. F. E. Stewart of Philadelphia. The resolutions protested against the monopoly of the newer materia medica by commercial introducers and petitioned the American Medical Association, the A.Ph.A., the N.A.R.D., and the N.W.D.A., to co-operate in forming a strong central board of control which would have charge of the introduction of newer materia medica products. This board, it was suggested, would determine the control by patents, use of trade marks and methods of advertising, with a view to protecting inventors, advancing the interests of pharmacy and medicine and protecting the public health from the results of ignorance and greed in pharmacologic practice. The ideas were generally commended and the resolutions referred to the new Committee on Trade Marks and Patents.



Left panel: W. L. Cliffe and Mrs. Cliffe, Philadelphia, with Joseph P. Lemberger and Mrs. Lemberger, Lebanon, starting on an auto ride over the mountains. Right panel: three prominent Western Pennsylvania members: John C. Wallace, New Castle; B. E. Pritchard and Louis Saalbach, both of Pittsburg.

In left panel, ladies prominent at Pa.Ph.A. meeting, standing left to right: Mrs. Edward Wall, Mrs. W. R. Landis, Miss Hunter, Philadelphia; Mrs. L. L. Walton, Williamsport; seated: Mrs. Theodore Drake, Mrs. J. D. McFerren and Mrs. Charles Leedom (on ground), Philadelphia. Right panel, on left: J. P. Lemberger, re-elected treasurer of the association and on right, J. C. Wallace, retiring president, whose administration of that office during the year was notable for efficient and successful service.

Contrary to expectations, the political complications were not referred to by Thomas H. Potts, secretary of the N.A.R.D., who addressed the meeting. He discussed conditions from a broad standpoint which he said showed improvement among pharmacists, particularly on the price-cutting evil. According to Mr. Potts, remarkable have been the propaganda achievements during the past year and a half, principally in bringing to the physicians, a realization of how they had been used by nostrum and specialty manufacturers and of the dangers of self-dispensing. Reference was also made to the short-comings of those druggists who while soliciting prescription work were prone to make displays of patent medicines at ruinously low prices. Organization for the pharmacist and affiliation with local, state and national bodies were strongly endorsed by Secretary Potts.

Conditions in the past as showing the present and future needs of the pharmacist were portrayed in most in-

interesting letters to the reports of Wm. L. Cliffe, chairman of the Committee on Legislation; Richard H. Lackey, chairman of the Committee on Trade Interests; Charles E. Vanderkleed, chairman of the Committee on Adulterations; Dr. C. B. Lowe, chairman of the Procter Memorial Fund Committee; William E. Lee, chairman of the Committee on Membership and by L. L. Walton, chairman of the special committee to draft an anti-narcotic law.

The draft of the law proposed by Mr. Walton which was practically the result of his individual efforts was particularly interesting because of an address on the needs of Pennsylvania for such a law, made by Christopher Koch, of the State Pharmaceutical Examining Board, who is at present at the head of the crusade against the illegal sale of the drug, carried on in Philadelphia. The proposed law regulates the sale, prescribing and possession of opium, morphine, heroin, codeine and their salts and derivatives or any substances or preparations containing them. It makes it necessary that all morphine be sold on a physician's prescription instead of simply registering the sale as now provided.

The provisions as read by Mr. Walton were unanimously endorsed and in this connection resolutions were enthusiastically passed, commending Governor Stuart, Mayor Reyburn of Philadelphia, Samuel M. Clement, Jr., the board's attorney and the police department of Philadelphia for the assistance they had lent the board in the prosecution of the guilty ones and in breaking up of the practice.

A special order of business was the holding of a service in memory of the late Mahlon N. Kline, a former president of the association, who for years had been a prominent figure at the State meetings. Joseph P. Remington, John C. Wallace, Joseph L. Lemberger, Dr. A. W. Miller, D. E. Bransome, Dr. C. B. Lowe, William L. Cliffe and others spoke feelingly of their association with Mr. Kline and most affecting was the singing by Mrs. Howard E. Smith of Philadelphia of "Crossing the Bar," always one of Mr. Kline's favorites.

The principles of the proposed pharmacy law as suggested by Chairman Cliffe of the Legislative Committee as finally adopted increase the per diem remuneration of the board from $5 to $10 a day; confer the right to revoke or refuse a license to practice pharmacy if the applicant is proven to be addicted to the use of drugs or stimulants to a dangerous degree, or if he or she is mentally or physically incapable or if the applicant has been convicted the second time for any statute regulating the practice of pharmacy. The proposed law also provides for the annual registration of all stores and permits that only in communities of less than 1000 inhabitants that do not have a drug store within three miles may a physician compound medicines, fill prescriptions and sell poisons. It was endorsed in amended form and referred to the Legislative Committee and the State Board to incorporate the ideas endorsed for presentation to the coming session this winter of the State Legislature.

Election of officers resulted as follows: President, Charles H. LaWall, Philadelphia; vice-presidents P. Henry Utech, Meadeville, Charles F. Kramer, Harrisburg; secretary, Edgar F. Heffner, Lock Haven; treasurer, Joseph L. Lemberger, Lebanon; executive committee, Louis Saalbach, Pittsburg, chairman; William A. Carpenter, Philadelphia, and P. W. Snyder, Holidaysburg. Recommendations approved provided for the employment of J. H. Barlow of Philadelphia for two months in an effort to collect outstanding dues and secure new members; that Treasurer Lemberger prepare a history of the association; the appointment of a committee to confer with the Traveling Men's Auxiliary to define more conclusively the relations between the two organizations. Other recommendations which received favorable action were those reaffiliating with the N.A.R.D., and the introduction of the bills already described into the Legislature.

Additional resolutions acted upon in the affirmative called upon the physicians of the State to co-operate with the pharmacists in securing the passage of the proposed pharmacy laws and promising the support of the latter in the interests of any medical bills which had as their object matters of public [illegible] against Emil Graff a druggist of Philadelphia, already convicted of selling cocaine illegally; concurring in a resolution of the W.O.N.A.R.D., denouncing the circulation of obscene advertising matter, relating to medical subjects, in drug stores. Bedford Springs was selected as the place of meeting in 1911 and the dates agreed upon were June 20, 21 and 22.

At the closing session a stir was occasioned as the result of a denunciation by Joseph P. Remington of Philadelphia, of the campaigns of abuse which he declared had been so prevalent in pharmaceutical circles during the past few months. None of them, he said, had or would accomplish anything and he advised that they be discontinued. In the course of this address, he mentioned an incident of his recent western trip when at St. Louis he refused an invitation to visit the car of the American Druggists" Syndicate, explaining that he could not afford in his position to take the chance of such a visit being used for advertising purposes.

While the variety of entertainment was very great, the particular bright feature was "Graduation Day Exercises of Miss Matilda's School." Mrs. David McMurtrie of Altoona both in make-up and manner portrayed the country school mistress to the letter. Leaders in the fun-making were C. H. LaWall, Charles Leedom, W. A. Carpenter, Richard H. Lackey, Charles Rehfuss, Howard E. Smith, Frank K. Cope, D. E. Bransome, H. C. Byers, Edward Bransome, B. E. Pritchard, E. T. Hahn, Frank W. Smith, F. P. Stroup and Edward Weaver; while the demure little maidens, before they went on the stage, were Miss Ethel Bransome, Mrs. W. A. Carpenter, Mrs. Charles Leedom, Mrs. Charles Rehfuss, Miss Hunter, Mrs. W. E. Lee, Mrs. L. L. Walton, Mrs. C. M. Pletcher, Mrs. F. K. Cope, Mrs. F. W. Smith, Mrs. Howard E. Smith, Miss Strong, Mrs. John C. Wallace and Mrs. C. H. LaWall. Mrs. McMurtrie was not only the originator of the clever sketch but trained the participants; but she was taken completely by surprise when as the final act of her obstreperous pupils, D. E. Bransome presented to her on behalf of the school, a handsome cut glass water service. She acknowledged the gift in her usual graceful manner. Other features were musical solos, a picnic to Lake Royer, dancing, card parties for the ladies, and a variety of guessing contests in all of which there was a large field of entries. Following the close of the meeting, the majority participated in an excursion to historic Gettysburg and were driven over the famous battlefield.

As usual, the traveling men were much in evidence at the meeting, participating in the various events and in every way contributing to the enjoyment of the association members both as individuals and as members of the Traveling Men's Auxiliary. At the annual meeting of the auxiliary the following officers were elected: President, David McMurtrie, Altoona; vice-president, A. Lincoln Wolcott, Philadelphia; secretary, Edward T. Hahn, Philadelphia; treasurer, Jeremiah D. McFerren, Philadelphia.

CONN. STATE EXPERIMENT STATION ATTACKED.

President P. J. Garvin, of Ph.A., Says Method of Getting Samples Allows No Protection.

NEW HAVEN, July 20.—The 34th annual meeting of the Connecticut State Pharmaceutical Association recently called to order at the Shoreham, Morris Cove, by President P. J. Garvin, of Bethel, was attended by a large proportion of the druggists of the State. In his annual address, Mr. Garvin created a sensation by criticising the State Agricultural Experiment Station for the method employed in taking samples from druggists. Each sample is bought by the proper deputy, unknown to the druggist, and the first knowledge the latter receives of such action comes in a report that his drugs are not up to standard. Mr. Garvin considered that the druggist had no protection. He also took exception to the definition of camphorated oil and camphorated liniment adopted by the station officials. In the subsequent discussion, several pharmacists expressed the opinion that the station was doing good work, protecting both the druggist and the public.

Mr. Garvin also recommended that legislation be secured requiring the dispensing physician to become a registered pharmacist, and preventing proprietors of patent medicines from advertising by circulars distributed from house to house.

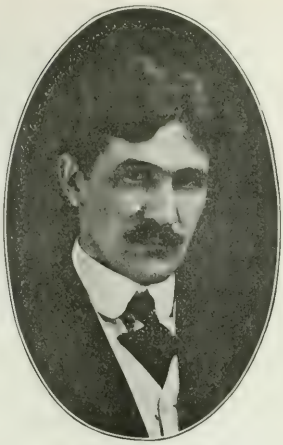
Greetings were received from delegates present representing the N.A.R.D., the N.W.D.A., the New York State Ph.A. and the Massachusetts State Ph.A. It was voted to continue the association's affiliation with the N.A.R.D. and to send delegates to the National body's convention.

A demonstration assaying difficult drugs was given by Martin Meyer, of Bridgeport.

The following officers were elected:

President, C. G. Spaulding, New Haven; first vice-president, H. M. Le Roy, Norwich, second vice president, A. E. Lathroup, Simsbury; secretary, J. B. Ebbs, Waterbury, and treasurer, K. O. Cyrus, Bridgeport.

CHAS. H. LaWALL, Philadelphia, elected president of Pennsylvania State Pharmaceutical Asso.



P. HENRY UTECH, Meadville, elected first vice-president Pennsylvania State Ph.A.

CHAS. F. KRAMER, Harrisburg, elected second vice-president Pennsylvania State Ph.A.

Massachussetts Ph.A. Asks Representation for Pharmacy on State Board of Health

BOSTON, July 20.—The 29th annual convention of the Massachusetts State Pharmaceutical Association came to an end with a gorgeous display of fireworks in front of the convention headquarters, the new Ocean house at Swampscott. Although accompanied by torrid weather, the convention was a signal success in point of attendance, nearly 1400 members registering, a record breaker at a Massachusetts convention. The association for the second time in its history departed from the custom of choosing a new president each year, and honored President James F. Finneran, of Boston, with a unanimous re-election.

Addresses of welcome were made by Selectman C. V. Huntley, of Swampscott, and Councilman Arthur E. Santry, of Lynn, who represented Mayor Rich. President Finneran responded. Among the president's recommendations, which were approved, was that the convention continue the custom of presenting three names to the governor with the request that he select one for the State Board of Pharmacy; that the scholarship at the Massachusetts College of Pharmacy be continued; that the association request the governor to appoint a registered pharmacist on the State Board of Health in order to get a better administration of the drug and poison laws; and to instruct the legislative committee to frame an amendment to the existing law relating to the guarantee of druggists in Massachusetts.

The report of Thomas B. Nichols, the treasurer, showed a balance of cash on hand of $1200. William F. Sawyer presented the report of the trustees of permanent funds, showing assets of $1687. Both reports were greeted with applause. The association voted to apply for membership in the Massachusetts State Board of Trade.

The association went on record, at the request of the W.O.B.A.R.D., as favoring the suppression of certain advertising of nostrums which were declared to be "harmful and immoral."

The names of William H. Glover of Lawrence; Albert H. Brunelle of Fall River, and Frank J. Campbell of Lowell, will be presented to Gov. Draper for the State Board of Pharmacy. The names of John K. Larrabee of Melrose; Charles F. Nixon of Leominster, and Charles F. Ripley of Taunton, three of the best known pharmacists in the State, will be presented to Gov. Draper for the State Board of Health membership.

The election of officers resulted as follows:

James F. Finneran, of Boston, president; H. A. Barnard, of Marlboro, first vice-president; Donald M. Foster, of Lynn, second vice-president; Axro M. Dows, of Lowell, third vice-president; James F. Guerin, of Salem, permanent secretary; Thomas B. Nichols of Salem, treasurer. William F. Sawyer, of Boston, George L. Roskell of Boston, and F. E. Mole of Adams, were elected trustees of the permanent funds.

The social activities exceeded the elaborate preparations of other years, although largely along the same lines. The Traveling Men's Auxiliary; the Woman's organization of the B.A.R.D. and the entertainment committee of the pharmaceutical association, vied with each other in a friendly spirit to make the occasion the greatest in the history of the association. There was something doing every minute, and the splendid weather, notwithstanding the high temperature, made the site of the convention extremely attractive. Whist on the broad piazzas, during the business sessions, with automobile rides by the hundred, kept the ladies pleasantly occupied every day.

On the opening night the traveling men's auxiliary had the right of way and they provided a miscellaneous program and a Dutch supper which was partaken of by 800. The show was given in the hotel garage, and included a one-act play entitled "The Kleptomaniac," which was presented under the direction of Mrs. Jessie F. Waterhouse of Boston. It was a repetition of the surprise presented a few months ago by the W.O.B.A.R.D. Participating in the comedy were Mrs. Frances LaPierre Hayes, Mrs. Lilla Connolly, Mrs. Winifred Bell Woodrow, Mrs. Martha Morey, Dr. Charlotte Farrington, Mrs. Blanche Edwards, and Miss Sally LaPierre. The evening's entertainment was a huge success, and due to the energies of the following committee: J. A. Baader, of Everett and M. E. Murray, of Boston.

At the annual banquet President Finneran was toastmaster, and the speakers included Hon. Charles H. Innes, of Boston, Representative Thomas W. White, of Newton, Ernest O. Engstrom, of the State Board of Pharmacy, and Mrs. Roxa K. Stover, of Cambridge, president of the W.O.B.A.R.D.

The traveling men elected the following officers:

Fred P. Wright, of Boston, president; D. E. Lochman, of Salem, vice-president; Charles H. Thompson, of Somerville, secretary; William H. Henderson, of Malden, treasurer; Milton E. Murray, of Boston, J. A. Baader, of Everett, C. E. M. Harrington, of Waltham, John J. Finnigan, of Providence, A. Sumner, of Wollaston and H. S. Curtis, of Salem, executive committee.

OVER 500 ATTEND CALIFORNIA PH.A. MEETING.

Election of W. R. Dickinson as President Preceded by Reading of Many Very Excellent Papers.

SAN FRANCISCO, July 20.—At the 1910 meeting of the California State Pharmaceutical Association in this city recently, President A. L. Leber presided over the 500 or more members and visitors in attendance. The address of welcome, delivered by Prof. F. T. Green, and responded to by W. B. Dickinson, of Los Angeles, was followed by the address of the

president H. J. Finger; of Santa Barbara, took the place on the program of E. T. Ott, president of the California State Board of Pharmacy, and Ralph A. Gould, government food and drug inspector, the former being delayed and the latter unable to attend. Mr. Finger spoke on "The Scope and Purpose of the Pure Drugs Act," and scientifically scouted the idea that physicians are fitted to have supervision over the manufacture and sale of drugs. He declared they were not fitted for such work either in knowledge or by training and that they ordered the arrest of people without knowing what they were about.

"The proper supervision of the pure drugs law," he said, "requires specialized knowledge such as only pharmacists possess. Druggists are specialists and for that reason the whole thing should be under the supervision of the State Board of Pharmacy." He advised his listeners to get the supervision of the pure drugs law out of the hands of the State Board of Health. Although Mr. Finger's address seemed rather radical in tone, the members nevertheless agreed with him and later adopted a resolution recommending that the State pure food and drugs law be so amended as to give the Board of Pharmacy authority over the section applying to drugs, instead of the Board of Health.

The new president was given power to appoint a committee of seven to confer with members of the Board of Pharmacy on all subjects whereby a better understanding might be had between the two bodies. At the same time the members by a large majority voted not to permit members of the board to be elected to their board of trustees. An effort to amend the constitution to that effect was defeated.

A resolution that the association officially request the legislature for an appropriation to continue the experimental station in Golden Gate park for the cultivation of medicinal plants was adopted.

A number of well-prepared and very instructive papers were read at the convention. Professor F. E. Scotford, of the University of California and manager of all the street car advertising on the Pacific coast, elaborated on the subject of "Drug Store Advertising" and illustrated his remarks by dummy window displays. Mr. Scotford explained in detail the best methods of catching the attention of the public by window dressing and newspaper advertising. Advertising by circulars and booklets, he asserted, was a waste of energy and money. From 2½ to 5 per cent. of the gross receipts of a drug store, he thought, should be expended in advertising. Without advertising, he said, the druggist must take a back seat and allow the man with a chain of stores and big advertising ideas to go ahead of him.

J. S. Pauldey, of Los Angeles, in speaking on "Interinsurance," explained a plan of operation by which the members could insure themselves and save the money to the State instead of sending it outside of its borders. The insurance commissioner in the past few years had opposed mutual insurance plans and favored the big corporations instead of protecting the people in the matter of insurance.

Miss Clarissa M. Roehr, secretary of the Alumni Association of the California College of Pharmacy, read a paper on "The Status of the Woman Pharmacist." She showed that California was the sixth state to graduate a woman pharmacist and that there are now 93 registered women pharmacists in the State, 15 per cent of whom are owners of drug stores.

G. H. P. Lichthardt city chemist of Sacramento, suggested a standard color card for the use of druggists, so that preparations would have uniform colors.

[illegible] M. E. Jaffa in charge of the pure food and drug laboratory at Berkeley, spoke on the State Board of Health's attitude toward the association, asserting that the board was willing to co-operate with the members. Speaking of the [illegible] nature were selected because they were experts, rather than [illegible]

[illegible] Burt C. Ansey, Los Angeles, opposed soda [illegible] E. C. De Pue, Sheldon School of Salesmanship, [illegible] James G. Steele, historian of the California [illegible] Pharmacy; J. T. Ott, President, "The Work of [illegible] State Board of Pharmacy"; Carl L. J. Dyas, "The Pre[illegible]"; Thomas H. Potts, secretary N.A.R.D., "The U.S.P. and N.F. Propaganda"; W. E. Murphy, secretary California Retail Druggists' Association, "Relation of Clerk to Proprietor"; [illegible] San Francisco, "Relation of Proprietor to Clerk"; R. E. Queen, Los Angeles; Ralph A. Gould, chief of food and drug inspection laboratories, "Pure Food and Drugs Act and Its Enforcement"; A. Morse, "The Pacific Pharmacist," and Dr. C. E. [illegible], "Serum Therapy."

Resolutions of respect to the memory of the late Prof. Wm. M. Searby, the first president of the association; J. R. Dunlap, Amador; G. G. Burnell, San Francisco, and W. G. Ayers, Conlinga, were adopted. The following officers were elected:

President, W. R. Dickinson, Los Angeles; first vice-president, G. H. P. Lichthardt, Sacramento; second vice-president, T. Tobriner, Oakland; secretary-treasurer, Albert Schneider, San Francisco; trustees, C. H. Ward, Pasadena; Val Schmidt, San Francisco; J. A. Hughes, Bakersfield; L. G. Blitz, Los Angeles; J. Jesson, Ontario; J. A. Sanford, Stockton; D. C. Hazelrigg, San Diego; local secretary, H. L. Kirk, Sacramento.

O. PH.A. HAS RECORD-BREAKING ATTENDANCE.

Votes to Reaffiliate With the N.A.R.D. and to Oppose the Owen Bill in Its Present Form.

CINCINNATI, July 20.—More than 800 were registered and over 100 members were present at every business session, making the last annual meeting of the Ohio State Pharmaceutical Association, held in Sandusky a record-breaker in the matter of attendance. The total membership is now 1505, 361 new members having been added during the year.

Twelve interesting papers were presented so that it was necessary to call an extra session in order to consider the many interesting reports of the various committees. The chief topics discussed were public vendors of drugs, dispensing doctors, sale of habit-forming drugs, alcohol tax, trade interests, county organization, U.S.P. and N.F. propaganda, publicity, suggestions for improvement of the U.S.P. and N.F., condition of the drug market; pharmacy, poison and cocaine laws; fire and indemnity insurance, ethical principles relating to the pharmacist and the physician, and history.

A very interesting feature of the convention was the gift to the O.S.P.A. for each succeeding president of an ivory gavel by John Weyer. Mr. Weyer when president of the association in 1885, was presented with the gavel by the Cleveland druggists.

The resignation of John Von Stein as treasurer was accepted with regret. After eighteen years of service and continual attendance to duty, he was unable to attend this convention on account of serious illness. When he took charge of the treasury, the association was considerably in debt. His successor Fred L. Fickardt receives the books in splendid condition and a balance of over $1800 in the treasury.

Resolutions adopted were to reaffiliate with the N.A.R.D.; to oppose the Owen Bill in its present form; on the death of Joseph McDonald; in hearty sympathy with the efforts of the W.O.N.A.R.D. to suppress certain objectionable advertisements; votes of thanks for President Ashbrook, McIntire and Shafer, and O.S.P.A. gold buttons to George Reiser and A. W. Kiler for membership increase.

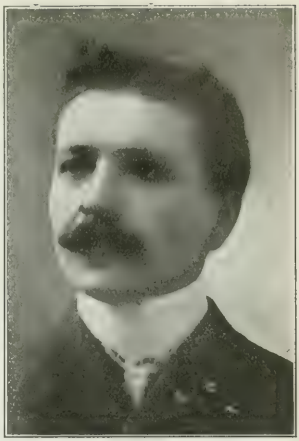
Instructions were given to the Legislative committee to draft a suitable bill making the Poison Law to come under the jurisdiction of the Board of Pharmacy, and to compel all who handle and dispense drugs to conform with the U.S.P. and N.F. standards. Delegates to the N.A.R.D. were also instructed to secure the 1911 convention for Cedar Point.

Hon. R. W. Dunlap, Food and Drug Commissioner, addressed the convention on the work done in his office in reference to the druggist.

The beautiful decorations of the booths of the exhibitors of drug preparations and toilet articles and the grotesque imported paper costumes, flags, parasols and regalia worn by [illegible] in the brilliantly lighted Convention Hall made this event look like a Mardi Gras Carnival and one long to be remembered. The Traveling Men who acted as hosts surely outdid themselves on this occasion. Officers elected were: C. S. Ashbrook, who succeeds himself as president; George Reiser, first vice-president; A. B. Price, second vice-president; F. L. Fickardt, treasurer; Theo. D. Wetterstroem, secretary, and George B. Kauffman for member of the Council.

CHARLES MORGAN, Baltimore, newly elected president Maryland State Pharmaceutical Association.

S. H. WINSTEAD, Paducah, newly elected president Kentucky State Pharmaceutical Association.



JOHN P. JELINEK, of St. Paul, elected president of Minnesota State Pharmaceutical Assc.

Maryland Ph.A. Listens to Timely Discussion on the Prevailing High Price of Drugs

Baltimore, July 20.—The annual meeting of the Maryland Pharmaceutical Association here last week attracted the largest attendance in years and was productive of important results.

John B. Thomas, the retiring president, proved to be an excellent parliamentarian. One of the most interesting topics to be taken up was that of the prevailing high prices of drugs. Dr. A. R. L. Dohme, of Sharp & Dohme, made the charge that the recent increase in price must be laid chiefly at the door of the Agricultural Department experts, who were taking advantage of the Pure Food and Drug law to construe arbitrarily its provisions, and set up higher standards even than those specified in the United States Pharmacopoeia. Dr. Dohme criticised with especial severity the officials at New York, and declared that their excessive zeal had caused exporters in Europe and other countries to look upon the United States as an undesirable market, and prompted them to advance their prices. The shipments had also been curtailed, so that the absence of competition stimulated a further rise. James E. Hancock, of J. F. Hancock & Son, also spoke, and the association had President Thomas appoint a committee consisting of R. E. Lee Williamson, Dr. Dohme, Mr. Hancock and Dr. D. M. R. Culbreth, with instructions to investigate and make a report.

The matter was taken up again two days later, when the committee was asked for a report, and Dr. Dohme stated that owing to the difficulty of getting the average person to differentiate between an effort to secure drugs at moderate prices, and an attempt to have adulterated drugs admitted into the United States the committee had decided not to make a report. Dr. Lyman F. Kebler, of the Bureau of Chemistry, Department of Agriculture, who had come over from Washington, took up the cudgel in defense of the Bureau experts. He declared that there had not been a single case of going beyond the standards of the United States Pharmacopoeia, but that in numerous instances the Pharmacopoeia gave no standards, and that the bureau was compelled to put a limit somewhere or open the door wide to the introduction of all kinds of adulterations.

The experts had found goods mixed with small stones, belladonna leaves with a great excess of stems and other foreign matter, and the question naturally arose where to put the limit. This also applied to saffron and asafoetida. What was the bureau to do, he asked, if a manufacturer who desired to put out a high grade of goods came and complained that the manufacturer of cheap goods was demoralizing the market because he could bring drugs mixed with all kinds of foreign substances into this country?

In every case where no definite limit is fixed or where absolute purity was out of the question, the bureau experts had gone below the Pharmacopoeial standards and had shown the utmost liberality of interpretation, except where wilful adulteration appeared. He asserted that in no instance was the activity of the bureau responsible for the high price of drugs, though some of them had gone up in cost.

Dr. Kebler stated that the only exceptions where standard higher than the Pharmacopoeia had been called for were with regard to importations of drugs which assayed a higher percentage of the active principle than the accepted standard. In such instances the importers were not allowed to have the importation mixed with other substances so as to bring down the standard. The milk dealer, he said, might as well ask to be allowed to put water into his milk if it happens to contain a larger percentage of butter fat than is prescribed as the minimum by the law of some States. The reduction, he said, must in every case be made when the product has been manufactured and becomes a pharmaceutical article.

To illustrate the importance of insisting upon high standards, he said that importers of asafoetida under the standard had always pleaded that the article was intended for a horse or other animal, but that justices, when such cases cames before them, invariably imposed a heavier fine than if the importation was intended for humans. Now, an emulsion of asafoetida was a valuable remedial agent in cases of infantile intestinal troubles, and he thought the Government ought to give as much protection to little children, who are unable to help themselves as to the horse or other dumb animals, for the most potent causes of mortality were intestinal disorders of children.

The Association adopted a resolution declaring its confidence in the bureau and giving assurances of co-operation in its efforts to secure pure drugs for the country.

The committee on trade interests, in a report submitted by E. W. Hodson, the chairman, set down the proposition that higher prices for drugs and medicinal preparations would be a distinct benefit to the trade. It deprecated the efforts of the cut-rate druggists to demoralize prices and expressed the belief that better prices were essential to the business, suggesting that the remedy might come through the Baltimore Retail Druggists' Association.

The annual report of the retiring president contained among other things a recommendation that the drug trade have a representative on the State Board of Health, which, as now constructed, consists of three physicians, a civil engineer and a secretary, who is a physician. The committee on president's report made a recommendation to this effect later, and a committee consisting of Dr. A. R. L. Dohme, R. E. Lee Williamson, E. F. Kelly, James E. Hancock and J. W.

Westcott was appointed to bring the matter to the attention of the proper authorities.

Dr. Charles Caspari, Jr., the commissioner to enforce the new Pure Food and Drug Law for Maryland, gave his views on how the statute ought to be put in operation.

Papers were read by Dr. A. R. L. Dohme on "The United States Pharmacopoeial Convention," by E. W. Hodson, on "Successful Salesmanship," and by Philip I. Heusler on "Vichy—Its Waters and Baths."

C. Lewis Diehl, George M. Beringer, and Dr. Joseph P. Remington were elected honorary members and Martin I. Wilbert, of the Marine Hospital Service at Washington, spoke in highly commendatory terms of the important contributions made by Maryland to the cause of Pharmacy.

Owen C. Smith, J. Fuller Frames and Franz Naylor were selected as the three men from among whom the Governor is to make his selection in filling the next vacancy in the State Board of Pharmacy.

The election of officers resulted as follows:

President, Charles Morgan; first vice-president, D. P. Schlosser; second vice-president, R. E. Lee Williamson; third vice-president, J. P. Keating; secretary, E. F. Kelly; treasurer, J. W. Westcott; executive committee, John B. Thomas, chairman; J. Emory Bond, and George C. Muth.

Mayor Mahool welcomed the visiting delegates and Dr. John F. Hancock made a fitting response. Dr. Hancock also spoke of the importance of Maryland in American Pharmacy, mentioning some noted names. He later made a plea for support in the Proctor monument movement.

The social features included a card party, an excursion down the Bay to Love Point, and a banquet at the Belvedere. Covers were laid at the banquet for about 150. J. Emory Bond, acted as toastmaster, and among the speakers were Dr. Charles Caspari, Jr., and Dr. E. F. Cordell, the latter discussing the relations between pharmacists and physicians.

S. H. WINSTEAD HEADS KENTUCKY PH.A.

Food and Drug Expert Delivers Address and Large Number of Instructive Papers are Presented.

OLYMPIAN SPRINGS, July 20.—The thirty-third annual meeting of the Kentucky State Pharmaceutical Association was called to order by President George L. Penny, of Stanford. Robert M. Allen, head of the pure food experiment station, at Lexington, delivered an address on the pure foods and drug law. The following papers were presented:

"Should the sale of opium and its derivatives be tolerated, and if not how best can it be prohibited?" C. Vade Goode, Smith Mills; "By what method can we best combat our low cost, the present policy of substitution in the drug purse?" C. Gilbert, Paducah; "Should general stores be restricted to sell patent-hold remedies and toilet articles in original packages?" O. B. Gayle, Lillington; "Comment on the new pharmacy laws passed at our last legislative session," O. B. Gayle; "What in your opinion is the best method of bettering the retail drug business? Address Johnson, Louisville and U. S. P. and N. F. propaganda: "To what extent has it been of benefit to the retail pharmacists and how can it be made of greater benefit?" S. N. Jones, Louisville.

The following officers were elected:

President, S. H. Winstead, Paducah; first vice-president, Simon N. Jones; second vice-president, George E. Wilhelmi, Newport; third vice-president, Samuel Meyer, Louisville; secretary, J. W. Gayle, Frankfort; treasurer, John T. Elam, Henderson. Committees appointed: executive chairman, C. Vade Goode, J. W. Gayle, L. D. Gilbert, R. L. Maxwell, Inspectors, C. A. Leathers, C. W. Peters, J. E. Cooper; legislative, J. M. Lang, J. W. Gayle, George E. Wilhelmi, papers and queries, W. H. Martin, Simon N. Jones, C. J. Lordier; entertainment, John C. Kriel, [illegible] T. H. Moore, [illegible] and later chaperones, Mrs. J. Perrin Pettit, F. M. Smith, Lee Meade, publication committee, Martin J. Perrin, W. B. Montgomery, delegates to A. Ph. A., Lewis Diehl, E. A. Brown, G. L. Penny, C. [illegible], Address Johnson, [illegible] and drug representative, J. W. Gayle, [illegible] to N. A. R. D., Simon N. Jones, [illegible], [illegible], [illegible] Council, National Executive, State Medical [illegible], H. K. Mulford, Lee Cooper and E. E. Hirtz, [illegible] Board of Pharmacy, [illegible], C. [illegible], H. R. Mulford, Howard Jett, W. H. Pelham, J. H. [illegible] and J. J. Reynolds. Pan-American Pharmacy Exposition, Patterson, W. H. Tibbetts, Address Johnson, L. D. Gilbert and H. A. Lentz were nominated.

A feature of the meeting was the large number of costly prizes awarded for the literary and various other contests on the program of entertainment. The program was very capably arranged by Jesse G. Kriel, of Louisville.

Druggist Overlook Left $63,028 Estate

CINCINNATI, July 20.—Inventory of the estate of the late B. H. Overlook, Jr., shows he left an estate of $63,028.

MINNESOTA ADVOCATES NEW PURE DRUG LAW.

State Association Favors Following Lines of Federal Law—Prominent Men Take Part in Proceedings.

ST. PAUL, Minn., July 20.—The Minnesota Ph.A., held its annual meeting at Lake Minnetonka June 22-24. The excessively hot weather prevented a large attendance. Seventy new members were admitted—the largest number ever received at one time with one exception, over 100 being obtained on one occasion early in the history of the association. The membership now is 533 out of a possible 908. The following officers were elected:

President, John P. Jelinek, St. Paul; first vice-president, F. W. Barlow, Albert Lea; second vice-president, William A. Abbett, Duluth; third vice-president, Truman Grimm, Minneapolis; secretary, Theodore F. Leeb, Winona (re-elected); treasurer, L. J. Aberwald, St. Paul (re-elected); executive committee, John F. Danek, Minneapolis; A. D. Thompson, Minneapolis; A. C. Leitcheux, Duluth.

The meeting next year will be held at Duluth. A. D. Thompson, the retiring president, in his address recommended that a field secretary be employed, whose duties it will be to travel over the state soliciting members, collecting dues, creating friendliness for the association, explaining its purposes, needs, etc., and bringing about "get together" meetings of druggists and physicians. The association took kindly to the suggestion. The only stumbling block is the matter of financing the proposed new office, which was referred to the executive committee to solve, if possible.

The association recommended that the legislative committee prepare a prerequisite bill for submission to the legislature and also a new peddler law. The committee was also directed to draw up a pure food law following the lines of the national law.

Gustav Bockman of Minneapolis read a paper on adulteration, which was practically the report of a select committee on that subject. The paper argued strongly in favor of purity. Reinold Noyes, son of Charles P. Noyes, of Noyes Bros. & Cutler, St. Paul, read a paper on "Essential Oils for the Market," which was pronounced the best paper read at the convention.

Dean Frederick J. Wulling, of the Minnesota College of Pharmacy, read a historical sketch of that institution. Prof. Joseph P. Remington, of the Philadelphia College of Pharmacy, was the guest of the association. He delivered a most interesting address. Among the other speakers were Charles H. Huhn, president of the N.A.R.D. and Thomas H. Potts, secretary of the same organization. There were the usual social and "sport" features. The entertainment of the association was furnished by the traveling men's auxiliary, in which work it acquitted itself admirably.

GA. WANTS GRADUATION PREREQUISITE.

Members Favor License for Itinerant Venders of Patent Medicine—D. J. Walker Elected President.

ATHENS, July 20.—The 25th annual meeting of the Georgia State Pharmaceutical Association, presided over by President Thad B. Rice, of Greensboro, was attended by almost 200 members. Addresses of welcome were made by Mayor H. J. Rowe, President W. F. Dorsey, of the local chamber of commerce; Dean Snelling, of University of Georgia; Thomas Mell, on behalf of local druggists, and others. W. S. Elkin, Jr., responded for the association.

Several pertinent resolutions were adopted, one seeking State legislation requiring licenses of itinerant patent medicine venders and another favoring the raising of the prerequisite requirements. The members thought that an applicant for a license to practice pharmacy should be graduated from a reputable school of pharmacy, as well as have three years of practical experience. Experience is the only requirement necessary to qualify for examination at the present time. Papers were read as follows:

"What Substitution the Druggist Should Not Take Back," C. D. Jordan, Meadville; "Does the Soda Fountain Pay the Average Druggist?" Jos. P. Walker, Milledgeville; "Where Should the Lines be Drawn in Counter Prescribing?" D. M. Jordan, Wrightsville; "What Kind of Advertising is the Best Paying Medium?" S. J. Bayne, Macon; "To What Extent do Flow Pictures Make Fine Paying Drug Stores?" H. R. Palmer, Athens; "What is the Best Plan to Meet the Aggressive Physician's Criticism to His Patient of Your Prescription Prices?" L. E. Pellew, Macon; "The Best Method of Calling the Attention of Physicians to Pharmacopoeial and National Formulary Preparations," H. C. Shuptrine, Savannah. "What New and Unpublished Incom-

patibilities Have You Observed During the Past Year?" R. C. Wilson, Athens; "What Preparation of Your Own has had the Most Successful Sale and How Did You Advertise It?" H. W. Head, Macon; "Why Should Local Drug Associations Be Encouraged?" T. B. Rice, and "Is There Any Good Reason Why the Druggist More Than Any Other Business Man Should Sell Stamps, Keep a Directory, and Act As a General Information Bureau?" R. H. Land, Augusta.

The following officers were elected for the ensuing year:

President, J. P. Walker; first vice-president, John S. Montgomery, Jr., Thomasville; second vice-president, Thomas H. Brannen, Atlanta; third vice-president, H. R. Palmer; secretary, B. S. Persons, Macon; treasurer, J. T. Shuptrine, Savannah.

The following names of members were recommended to Governor Brown from which to appoint one member of the State board: C. D. Jordan, Monticello; Arthur Palmer, Athens; C. E. Brinson, Wrightsville; W. P. Smith, Atlanta, and Z. D. Hatcher, of Senola.

The entertainment included an old-fashioned Georgia barbecue at which W. S. Elkin, Jr., officiated as toastmaster, an automobile trip for the ladies and a tour of inspection through the University of Georgia and the State College of Agriculture buildings. The program was in the hands of President H. R. Palmer, Secretary R. C. Wilson, Paul Smith, Lloyd Palmer, R. C. Off and Sprague Silver of the local organization.

PROHIBITION SUBJECT BEFORE MICH. PH. A.

Misuse of Liquor Privileges Causes Severe Restrictions. E. E. Calkins is Elected President.

DETROIT, July 20.—Over 300 delegates attended the 28th annual meeting of the Michigan State Pharmaceutical Association held recently at the Hotel Tuller in this city. The members were warmly welcomed by Mayor Breitmeyer, after which President Edward J. Rodgers, of Port Huron, delivered his annual address. Among the recommendations made by the latter were that the present pharmacy law be more strictly enforced, that a new law be enacted more strict than the one now in force, and that alcoholic drugs be sold only by registered pharmacists.

"Means should be employed to bring to justice violators of the Pharmacy law," he said. "There should also be a change in the present educational requirements. The time has passed when young men can work behind the counter for a few years and then come forth full fledged pharmacists. Every registered pharmacist ought to be a graduate of some recognized school of pharmacy."

Mr. Rodgers referred briefly to the Michigan R. D. A., organized in the western part of the State less than a year ago, and suggested that the two associations work in harmony so that the druggists of the State may go before the legislature and get proper recognition.

Much of the time and attention of the members was devoted to the discussion of the present law restricting the sale of liquors by druggists in "dry" counties. The consensus of opinion was that, although a hardship on the trade, the restrictions could not be safely relaxed. In the report of the legislative committee, submitted by its chairman, Alfred L. Walker, of this city, it was recommended that the law be amended so that druggists might sell alcoholic beverages for medicinal purposes without the stringent regulations now in force. The members, however, thought that it would not be wise to do anything which might be wrongly construed and that druggists could not be too careful to avoid the stigma of illicit liquor selling.

This committee also recommended a change in the law prohibiting the retail sale of habit-forming drugs so that inspectors buying to obtain evidence might not lay themselves liable to prosecution, as is now the case. It further recommended that the effort to have the legislature enact a law requiring a State license fee of $300 or more for the privilege of selling drugs and medicines in the street or from house to house be renewed. These recommendations were approved.

E. C. Varnum, of Jonesville, read a paper on "Local Option and the Drug Store." He said that the misuse of liquor privileges in the "so-called drug stores" in the "dry" counties of Michigan had added to the force of the prohibition movement and made restrictions easy to obtain. He said that liquor had always been a general cure in the country from the earliest times. In many cases, owing to the distance from a physician, recourse is made to liquor in case of accident, and in sudden sickness it is about the first thing sought for.

The committee to which the subject of the dispensing physician was referred, reported that: "Great injustice is done to the pharmacists by the dispensing physician and we believe that the public is poorly served by such dispensing and that it should receive the same protection against incompetent and careless dispensing by physicians as against that by pharmacists."

The following papers were read: "Prerequisite Laws," Prof. J. O. Schlotterbeck, Ann Arbor; "Pure Drug Laws from the Dealer's Standpoint," James E. Davis, this city; "Chemistry of Medicine," F. W. Robison, State dairy and food inspector; "The Universal Establishment of the Metric System," Prof. A. B. Stevens, Ann Arbor; and "The A.Ph.A. Convention," Harry B. Mason, Detroit. H. R. MacDonald, Traverse City, secretary of the Michigan R.D.A., delivered a short address in the course of which he discussed the difficulty in obtaining evidence against those who sold cocaine and morphine.

Resolutions of respect for the late Arthur Bird, pure food commissioner, were adopted.

The following new officers were elected:

President, E. E. Calkins, Ann Arbor; first vice-president, F. C. Cahow, Reading; second vice-president, Frank Dullam, Flint; third vice-president, W. A. Hyslop, Boyne City; secretary, M. H. Goodale, Battle Creek; treasurer, Willis Leisenring, Battle; executive committee, E. J. Rodgers, Port Huron; L. A. Seltzer, Detroit; S. C. Bull, Hillsdale; E. W. Austin, Midland; H. G. Spring, Unionville; trade interests committee, H. A. Wagner, Gladwin; W. T. Benedict, Belding; trustee Prescott memorial scholarship fund, A. H. Webster; delegates to N.A.R.D., E. E. Calkins, M. H. Goodale; alternates, J. J. Willis, Athens; P. B. Campbell, Three Rivers.

Eighty-five new members were elected. Battle Creek was chosen as the next place of meeting.

The Michigan Pharmaceutical Travelers' Association had much to do with the entertainment afforded the pharmacists. The travelers elected these officers:

President, C. E. Jamieson, Detroit; vice-president, C. G. Walker, Grand Rapids; secretary-treasurer, C. H. Spencer, Cincinnati.

E. L. SCHOLTZ AGAIN HEADS COLORADO PH.A.

Members Listen to Reading of Several Instructive Papers and Elect Officers for Next Year.

ESTES PARK, July 20.—Fully 200 members attended the annual meeting of the Colorado State Pharmacal Association presided over by President Edmund D. Scholtz, of Denver. F. O. Stanley, a retired pharmacist and proprietor of the Hotel Stanley, the official headquarters, delivered an address of welcome to which Fred C. Shaw, of Denver, responded. Among the papers read were "The Regeneration of the Prescription Department," by Dr. W. A. P. Andrews, and "The Application of the Pure Food and Drug Law," by Wilbur F. Cannon, State food and drug commissioner. Officers were elected as follows:

President, E. L. Scholtz; vice-president, Robert H. McKenzie Denver; secretary, Charles J. Clayton, Denver, and treasurer, H. Reynolds, of Greeley.

The next meeting will be held at Manitou. The inspection of the natural features of Estes Park made up for the most part the program of entertainment enjoyed by the visitors.

IDAHO PH.A. MEMBERS INCREASE 25 PER CENT.

A. N. Sprague Elected to Head the Association for the Ensuing Year and H. H. Whittlesey Retires.

TWIN FALLS, July 20.—President H. H. Whittlesey presided at the annual meeting of the Idaho State Pharmaceutical Association held recently at Elks' Hall in this city. Mayor C. J. Hahn, in his earlier years a druggist, welcomed the members in a short address. R. W. Smith, of Mountainhome, responded to the mayor and was followed by President Whittlesey who, in his annual address, commented favorably on the 25 per cent. increase in the membership. The following officers were elected:

President, A. N. Sprague, Twin Falls; first vice-president, C. O. Ballow, Boise; second vice-president, Dr. W. H. Anderson, Soda Springs; secretary, S. S. Ferguson, Pocatello; treasurer, F. C. Smith, Boise.

The association will next meet at Pocatello, May 10 and 11, 1911. The entertainment consisted of a trip to Blue Lakes and Shoshone Falls, a concert, reception, dance and luncheon.

THE QUIZ MASTER

A MONTHLY SERIES OF PRACTICAL AND EDUCATIONAL QUESTIONS FOR DRUG CLERKS AND STUDENTS, WITH THREE CASH PRIZES EACH MONTH FOR THE MOST CORRECT ANSWERS.

THREE PRIZES of $5.00, $3.00 and $2.00 respectively, will be paid each month to the three persons submitting the largest number of correct answers to each monthly series of questions. In the event of a tie for any one of the prizes offered, such prize will be equally divided among the successful contestants. This competition is open to all who may desire to compete.

ANSWER BY NUMBERS and write your answers upon letter size paper (8x10 in.), one side only, with your Name and Address at the top of each sheet. Also number your sheets.

ALL ANSWERS for each month's series of questions must be sent at one time, and must be with us not later than the 15th of the following month.

CORRECT ANSWERS to each series of questions and the names of the three contestants who have been awarded the prizes will be published in the Era, after the close of the respective contests.

WE INVITE our readers to send us their questions for publication in this department, particularly questions related to the practical work of drug clerks.

ALL COMMUNICATIONS relating to this department should be kept separate from other correspondence, and addressed to

The Quiz Master

Care of Pharmaceutical Era 82 Fulton St., New York

Questions, August Series, 1910.

1—What two preparations should always be at hand for the rapid preparation of the official antidote for arsenic?

2—What is the appearance of iodol?

3—Why should morphine salts be dissolved without the aid of heat?

4—What U.S.P. preparation is sometimes called tinctura aquæ laurocerasi, or sal amarum?

5—As prepared by the official process 2 cc. of oil of anise are used in making 1000 cc. of anise water, but is it correct to say that anise water contains .2 per cent by volume of oil of anise?

6—After the mass has been made into pills, what change other than that due to oxidation, may occur in pills containing ammoniated ferrous carbonate and extract of gentian?

7—What is the difference between ergot and ergotin?

8—What is a cataplasm?

9—What category is official?

10—What salts of phosphoric acid are official?

11—Which of the phosphates named in the answer to the previous question are soluble in alcohol?

12—In the process of percolation, what is the proper method for adjusting the glass tube which perforates the cork fastened over the neck of the percolator?

13—Why is it objectionable to store crude drugs in wooden boxes or drawers, or to place packages of different crude drugs in the same container?

14—What are four common names for aconite?

15—What are some ointments commonly found in assortment?

16—What are the ingredients in emulsion of cod liver oil?

17—What is the difference in the solubility of potassium bitartrate in water at 25° C. and in boiling water?

18—Why are enamel graniteware pots good vessels in which to prepare glycerites?

19—What are four official oils each of which the Pharmacopœia (1890 and 1900 editions) says may be mixed

20—What is the appearance of the alkaloid strychnine?

21—What is the objection to making a decoction over a naked flame?

22—How can the objection referred to in the previous question, frequently be obviated?

23—Does one cubic centimeter of aromatic fluidextract of cascara sagrada represent one gram each of cascara sagrada and glycyrrhiza?

24—What is the difference in the action of nitric acid upon olive oil and upon cottonseed oil?

25—What occurs when soluble metallic salts are added in small quantities to an aqueous solution of caraphenol?

26—What is the taste of white oak bark? What constituent gives it this taste?

27—If tannic acid costs 70c. a lb. (avoir.) and glycerin 18c. a lb. (avoir.), what will be the cost of preparing 1000 gms. of glycerite of tannic acid, making no allowance for cost of fuel or remuneration of operator? Show work.

28—What is the official average dose of acetanilid, of bismuth subnitrate, of chloral hydrate and of extract of stramonium?

29—Why does yellow mercuric oxide act more energetically upon the system than red mercuric oxide?

30—What are antiperiodics?

31—The odor of oil of pimenta closely resembles that of what other official volatile oil?

32—What is the difference between the U.S.P. compound solution of iodine and caustic solution of iodine, N.F.?

33—What is the solubility of zinc sulphate and lithium salicylate respectively in water and in alcohol?

34—What part of capsicum is official, and what is the botanical name of the plant from which it is obtained?

35—What official tincture is intended to replace compound tincture of catechu?

36—What are some of the advantages claimed for wine as a menstruum?

37—What is the nature of the flocculent deposit sometimes seen in a solution of potassium carbonate, which has been exposed to air?

38—For the preparation of ointments why are ointment tiles made of glass preferable to those of porcelain ware?

39—In the manufacture of what U.S.P. preparations do the following reactions occur (a) $3Hg + 8HNO_3 = 3Hg(NO_3)_2 + 2NO + 4H_2O$; (b) $(C_2H_3O_2)_2 + PbO = Pb_2O(C_2H_3O_2)_2$?

40—What are four official inorganic chemical salts having marked poisonous properties, which when found in prescriptions, should be carefully scrutinized as to dosage?

41—How do you explain the fact that when several different volatile oils or perfumes have been separately and successively inhaled, the sense of smell becomes temporarily unable to distinguish the identity of the respective odors?

42—In the percolation of drugs, is it always necessary to remove all of the color in order to exhaust the drug?

43—How does creosote react with sulphuric acid?

44—If oil of pennyroyal is quoted at $2.40 a pound (avoir.), how many fluidounces of this oil can be purchased for $2? Show work.

45—What is the action of belladonna and of hyoscyamus upon the eyes?

46—In the Pharmacopœia, why is the name of the metric unit of weight spelled "gramme" instead of "gram?"

47—How does exposure to air affect lime?

48—Is volatile oil of mustard obtained from white or black mustard?

49—To what constituent does mezereum owe its medicinal virtues?

50—Briefly, what is the therapeutic action of senna?

Competitors, Please Notice.

The above list of questions is the complete series for August, and all who desire to compete for the prizes should see that their answers are received by the Quiz Master not later than September 15. Do not send your answers in parts, but mail them all at one time, and be sure to follow the instructions given at the head of this department.

The judges of the June contest of the Quiz Master's Department have awarded the prizes as follows:

First prize, $5, to C. M. Morse, Lawrence, Mass.

Second prize, $3, to Howard E. Gerberg, Harrisburg, Pa.

Third prize, $2, to W. R. Wiles, Braman, Okla.

Contestants wishing to know the grades which they have

made in the June contest may obtain this information on request by sending two cents for postage to the Quiz Master

The Quiz Master.

Questions and Answers, June Series, 1910.

1—At ordinary temperatures, is liquid petrolatum soluble in water; in alcohol?

At ordinary temperatures liquid petrolatum is insoluble in water; it is only slightly soluble in alcohol.

2—Why do crystals form in many extracts on standing?

Many extracts contain soluble mineral salts, such as potassium chloride, nitrate, or sulphate, which were present in the drugs, and crystals of these salts are formed as the extracts lose moisture.

3—What are the solubilities in water (25° C.) of the following: (a) codeine sulphate; (b) lithium citrate; (c) potassium citrate; (d) sodium salicylate?

(a) in about 30 parts; (b) in about 2 parts; (c) 0.5 parts; (d) 0.8 parts.

4—In the presence of water, what incompatibility exists between bismuth subnitrate and sodium bicarbonate?

In the presence of water bismuth subnitrate reacts with sodium bicarbonate forming bismuth subcarbonate and liberating some carbon dioxide. This reaction is sometimes slow in developing.

5—Why should ether never be mixed with hot fluids?

Ether is very volatile, and if mixed with hot fluids, would soon be evaporated.

6—Does quinine have a more bitter taste when in solution, or when suspended in a liquid?

A solution of quinine is much more bitter than a liquid containing quinine held in suspension.

7—What is the nature of a white powder frequently found as a coating upon commercial ginger?

The white powder frequently found as a coating upon commercial ginger may consist of calcium oxide, carbonate, or sulphate.

8—Should ginger which is coated with a white powder be used as a medicine or a condiment?

No, ginger so coated should not be used.

9—How many grains of strychnine sulphate must be dissolved in one pint of water in order to make a two percent solution? Show work.

149.026 + grains. Since 2 percent of the finished solution will be strychnine sulphate, then 98 percent will represent the weight of one pint of water or 7302.3 grains; one percent of the finished solution will weigh 74.513 + grains (7302.3 ÷ 98 = 74.513+) and 2 percent, or the amount of strychnine sulphate required, will weigh 149.026 + grains (74.513 × 2 = 149.026).

10—What is meant by a local anesthetic?

A local anesthetic is an anesthetic which applied locally will cause a temporary reduction of the functions of the sensory nerves, and thereby produces an absence of sensation in the organ or tissue so treated.

11—What are the ingredients in powder of ipecac and opium; ointment of potassium iodide?

The ingredients in powder of ipecac and opium are ipecac, powdered opium and sugar of milk; in ointment of potassium iodide are potassium iodide, potassium carbonate, water and benzoinated lard.

12—Why should a metallic percolator not be used in making tincture of nutgall?

The tannin contained in nutgall may attack a metallic percolator.

13—What is the appearance, odor and taste of boric acid?

Boric acid occurs in transparent, colorless scales of a somewhat pearly lustre, or six sided triclinic crystals, or a light, white, very fine powder slightly unctuous to the touch; odorless, having a faintly bitter taste, and permanent in the air.

14—What effect does cold water have upon gelatin?

Gelatin will not dissolve in cold water; when immersed in it however, the gelatin swells and softens and gradually absorbs 5 to 10 times its weight of water.

15—What is the source of expressed oil of almond?

It is a fixed oil expressed from bitter or sweet almond.

16—What is the official English name for (a) $C_{12}H_{22}O_{11}$; (b) $ZnSO_4 + 7\ H_2O$; (c) $Fe(PH_2O_2)_2$; (d) CS_2?

(a) sugar; (b) zinc sulphate (c) ferric hypophosphite; (d) carbon disulphide.

17—Why should sodium bicarbonate not be dissolved in boiling water?

Heat tends to decompose sodium bicarbonate into normal carbonate, water and carbon dioxide.

18—What is posology?

The study of doses is called posology.

19—How would you prepare pills of potassium iodide?

The potassium iodide may be rubbed into a smooth paste with a few drops of water, or be dissolved in a very small quantity of this liquid, and then be made into a mass, either with a little powdered tragacanth and kaolin or talc, or by adding a double weight of starch and massing with glucose.

20—What is the advantage in using graduates which have the same scale marked upon both sides, or which are encircled by the markings?

Liquids can be more accurately measured in graduates which have the same scale marked upon opposite sides, or which are encircled by the markings, because such marks assist in levelling the graduates preparatory to measuring the liquid.

21—What are two official drugs to which the name "Indian hemp" is applied?

Apocynum and Indian cannabis.

22—At a temperature of 25° C., what would be the volume (in fl. oz.) and weight (in avoir. lbs.) of a quantity of chloroform which could be put into a can which is just large enough to contain one pound (avoir.) of ether? Show work.

21.42 + fl. oz. of chloroform, weighing 2.061 + lb. (avoir.). The specific gravity of ether is .716 and the specific volume of ether is 1.3966; (1 ÷ .716 = 1.3966 +), therefore in one lb. (avoir.) of ether there are 21.42 + fl. oz. [15.338 (fl. oz. in 1 lb. water) × 1.3966 = 21.42 +] which is also the volume of the can. In 21.42 + fl. oz. of water there would be 9775.916 + grains [456.392(grains in 1 fl. oz. of water) × 21.42 = 9775.916 +] and in an equal volume of chloroform there would be 14429.252 + grains [9775.916 × 1.476 (sp.gr. of chloroform) = 14429.252 +]. In 14429.252 + grains there are 2.061 + lb. of chloroform [14429.252 ÷ 7000 (gr. in 1 lb. avoir.) = 2.061 +].

23—What U.S.P. liniments contain fluidextracts and what are the fluidextracts?

Only one U.S.P. liniment contains a fluidextract, namely belladonna liniment in which is fluidextract of belladonna root.

24—In liquid preparations and ointments, why is precipitated sulphur preferable to other forms of sulphur?

Precipitated sulphur is lighter than the other forms of sulphur and is therefore preferable in liquid preparations because it can more easily be suspended. Precipitated sulphur occurs in the form of an amorphous powder, and ointments containing it are smoother than ointments in which the coarser powdered and crystalline forms of sulphur are used.

25—What substance is contained in the present U.S.P. tincture of iodine, which was not in the tincture of iodine of the Pharmacopoeia of 1890?

Potassium iodide.

26—Upon exposure to the air, what change do aqueous solutions of salicylates tend to undergo?

Upon exposure to air, aqueous solutions of salicylates tend to assume a reddish brown color.

27—What effect does solution of chlorinated soda have upon red litmus paper?

Solution of chlorinated soda first colors red litmus paper blue, and then bleaches it.

28—What two official volatile oils, found in most drug stores and belonging to the same plant family, are obtained by expression.

Oil of orange peel and oil of lemon; both belong to the Rutaceae family.

29—In preparing lime water, is it proper to add water indefinitely to the undissolved powder in the bottle?

Lime is gradually converted into calcium carbonate due to the absorption of carbon dioxide, and therefore lime water of deficient strength may be produced if water is added indefinitely to the powder remaining in the bottom of the bottle.

30—For internal use, what kind of oil of turpentine should be dispensed?

For internal use, rectified oil of turpentine should always be dispensed.

31—Why is calomel or yellow mercuric oxide incompatible with ointment of rose water?

Calomel or yellow mercuric oxide is incompatible with ointment of rose water because the latter contains borax which tends to react with salts of mercury, thereby causing a dis-

coloration of the ointment?

32—Why is [illegible] and tincture of lavender sometimes called "red lavender"?

The name "red lavender" is sometimes applied to compound tincture of lavender because this preparation has a brilliant red color, due to the red sanders it contains.

33—What are emetics?

Emetics are substances which cause vomiting.

34—What is a good solvent for balsam of tolu when it is used as a coating for pills?

Ether.

35—What are some of the methods used in writing prescriptions for indicating large or unusual doses?

In writing prescriptions the quantities expressing large or unusual doses may be indicated in several ways as follows: they may be underlined; they may be written in both Roman and Arabic characters, or both in the English and Metric systems; they may be followed by an exclamation point or by the letters Q. R. *(quantum rectum)*.

36—In making preparations by maceration, what is one part of the process which should be given careful attention?

Preparations while macerating should be frequently shaken (from one to four times a day) in order to secure the complete extraction of the drugs.

37—What adulterants are sometimes added to absorbent cotton to increase the rate of absorption of water?

Some of the adulterants reported to have been added to absorbent cotton to increase the rate of absorption of water, are chlorides of calcium, magnesium and zinc, glycerin and glucose.

38—What is the action of salicylic acid when applied to the skin?

Applied to the skin, salicylic acid has the effect of softening the epidermis and also of diminishing perspiration.

39—When is alcohol said to be denatured or denaturized?

Denatured alcohol is alcohol rendered unfit for beverage or liquid medicinal uses by mixture with suitable denaturing materials.

40—Acetone is largely used in manufacturing what class of U.S.P. preparations?

In the preparations of oleoresins.

41—What is the objection to filling capsules by hand in warm weather?

In hot weather the moisture of the fingers may give the capsule a spoiled appearance, and may cause particles of the powder to adhere to the outside of the capsules, thereby imparting a taste to the capsules.

42—What are the chemical differences between aluminum, alumina and the official alum?

Aluminum is an almost silver-white metal having the chemical symbol Al, the official alum is a double sulphate of potassium and aluminum having the formula $KAl(SO_4)_2 + 12H_2O$, while alumina is an oxide of aluminum having the chemical formula Al_2O_3.

43—What containers are preferably best adapted for holding lard?

The most satisfactory containers for lard are probably well [illegible] tin cans.

44—How would you try to preserve the prescription number on a bottle, when the contents are destructive to the label?

In addition to the regular prescription label, place on the bottom of the bottle a small strong sticker bearing the number of the prescription and name of the druggist.

45—Why is borax frequently used in welding and soldering metals?

In the fused state, borax will dissolve many metallic oxides and it is used in welding and soldering metals, to remove such oxides, or rust, from the surfaces of metals to be united.

46—What is the retail price of a bottle of toilet water [illegible] and sold at a profit of 33⅓ percent? Show work.

[illegible]

47—[illegible]

48—What is meant by balsams, as applied to a class of U.S.P. drugs?

As applied to a class of U.S.P. drugs, balsams are liquid or soft products containing resin, an odorous principle, and benzoic or cinnamic acids, or both.

49—What is the purity rubric for silver nitrate; for sulphurous acid?

Silver nitrate should contain not less than 99.9 percent of pure silver nitrate. Sulphurous acid should contain not less than 6 percent, by weight of sulphur dioxide (SO_2) and about 94 percent of water.

50—How does iodine occur in nature?

Iodine occurs in nature as sodium iodate in Chili saltpetre; it is also found in kelp which is the ashes of seaweeds, and in some mineral waters combined with sodium and potassium.

The Era Course in Pharmacy.

The Era Course in Pharmacy is a home study course in pharmacy which is divided into ten parts with recitations and examinations by mail. Thorough instruction is given in General Chemistry, Theoretical and Practical Pharmacy, Botany and Materia Medica. The cost of the Course is $10.00, and students of average ability can usually complete the work in from ten months to a year. New classes are organized each month and now is an excellent time to enroll. A prospectus will be sent by the publishers of THE PHARMACEUTICAL ERA to any one who applies.

ERA COURSE IN PHARMACY.

Matriculation Number.	Graduates, to July 16, 1910.	*Examination Grade, P. Ct.*
6089.	J. Hiatt Baker, Ensley, Ala.	95
6173.	Roy G. Hunter, Lake City, Fla.	96
6224.	Ira R. Aber, Mound Valley, Kansas	98
6229.	Hughett K. McDaniel, New York City	95
6245.	Albert N. Roy, Collinsville, Conn.	96
6338.	Thomas J. Belew, Yuma, Tenn.	98

The above graduates will receive diplomas within a short time. A large and very handsomely engraved diploma, printed on artificial parchment, with the graduate's name engrossed, especially suited for framing, will be furnished to all those who request it for $2. Those who desire the latter should forward the necessary fee to THE PHARMACEUTICAL ERA.

Commencement of Rhode Island College of Pharmacy.

At the recent class day exercises of the Rhode Island College of Pharmacy, at Providence, the dean, Prof. Edwin E. Calder, officiated and diplomas were bestowed by the president, John O'Hare, Ph.C., on the following:

Graduate in Pharmacy, cum laude Miss Lillian Gertrude Garrett and John J. Pastille.

Graduate in Pharmacy, Owen Edson Barrett, Louis Joseph Cella, Lucien S. Chartier, Ernest Lobar Cudeiro, Benjamin N. Cohen, Arthur Milton Durling, Clarence Payne Peabody, Fred. erick Charles Gilbert, Charles Ernest Grieg, Owen Joseph Horowitz, Morris Max Horowitz, Wilbur Edwin Johnston, Arthur Benjamin Martel, Edward Wilson Messe, William George Morin, Jean Baptiste Hugo Savoie, Louis Albert Simoneau, Walter F. Smith, Earl Orford Swinnerton, Joseph Wesley Trombley and George H. Zoccoli.

Pharmaceutical Chemist, Albert Wilfred Cadik, Ph. B., Sc. M., Ph. D., Albert Humber Jackson, Ph. G., and Leroy Danforth Whitley.

Doctor of Pharmacy—William Leo Garrett, Ph. G., Ph. C.

University of Wisconsin Pharmacy Department.

MADISON, Wis., July 20—At the recent commencement exercises of the University of Wisconsin, degrees and diplomas were conferred upon the following:

[illegible]

Graduates in pharmacy, Walter Lawrence Bowers, Virginia; Walter Clayton Lueck, Ray Elwood Jeffries, Hurley; Guy Orson Hale, Madison; Otto Harold Lueck, Lodi; Medford Isaac Lueck, Stoughton; Arthur Scott Cronkrite, Louis Stephenson, Medford, and Grimm Stordock, Berlin.

Judge Bland Not a Candidate for Congress.

KANSAS CITY, July 20—Judge W. F. Bland, president of the McPike Drug Co. and the Commercial Club, is not a candidate for the Democratic nomination for Congress. "Business interests would absolutely and irretrievably prevent it," Judge Bland said to a committee which called and urged him to be a candidate.

The Soda Fountain and Candy Counter

Some Sample Specials Which are Dispensed at a Successful Louisville Fountain.

Reading from left to right: A. L. Kincheloe, R. N. Wells, head dispenser and R. J. Reynolds, second man.

"A VERY little bit added to what you got, makes just a little bit more," is the policy followed at the soda fountain of the T. P. Taylor Drug Co., Pharmacy Number Four, on the southeast corner of Fourth and Chestnut Sts., Louisville, Ky. But instead of applying to niggardliness on the part of the dispenser, with the customer getting just a little less than his money's worth, and the owner getting a little more profit, the motto applies with force to the practice of giving the customer just a little more than his money's worth, with added volume of business for the owner.

"We supply the finishing touch both in regard to quantity and quality that is seldom found," said C. B. Davis, manager of Pharmacy Number Four, "and we find this policy has swelled our trade until it is one of the largest and most fastidious trades that frequent any soda fountain in Louisville. You will notice that every soda or sundae served at our fountain is topped with whipped cream, and a seasonable fruit, if possible, while every lemonade contains the finishing touch of a scoopful of sherbet of a suitable flavor.

"We attribute our exceptional success in the soda business to the fact that we have adopted an exceedingly liberal policy in dealing with the people of Louisville and they have reciprocated in a very fitting manner."

The accommodations for the soda-drinking public at Pharmacy Number Four are perhaps the most commodious in the city, as they comprise a thirty-six foot fountain, together with ten tables at which trade may be served. The fountain is a big iceless, of marble throughout, with the space behind the counter beautifully finished in mahogany, with ornaments of brilliant mirrors and handsome marble pillars.

At one end of the counter there is a dumb waiter in a mahogany cabinet, which has been found to be a boon to the soda dispenser in that it obviates the necessity of dragging freezers, gas tank and other supplies through the room, creating dirt and turmoil. All supplies are quickly and easily hoisted by means of the dumb waiter from the cellar to the fountain.

A number of Tungsten lamps with colored shades produce a very attractive effect about the fountain with two large Tiffany glass electroliers adding to the general beauty of the scene. There are three skilled dispensers at this Taylor fountain, R. N. Wells, the head dispenser, who has been supplying Louisvillians with delicious and satisfying drinks for years; R. J. Reynolds, the first assistant, who is one of the best in the business, and A. L. Kincheloe, a very capable fizz artist.

Every drink known to the thirsty public may be had at the Taylor fountain, since a wide range of creams and ices enables them to deliver the goods with promptness and skill that satisfies the most exacting customer in the trade and sends him back for "another one of the same kind, in the same place."

Four creams are always on hand. They are strawberry, chocolate, peach and vanilla, with two sherbets, orange and pineapple, as the usual headliners, except when popular taste demands a particularly seasonable ice. Besides an almost endless array of regular drinks and cool eatables, two specials are put on daily by the force of dispensers, as it has been found that a special at a well-established fountain arouses a customer's curiosity as well as appeals to his gastric juices, and big trade always results.

Some of the latest and biggest hits that have been made with the Louisville public in the way of specials concocted at this fountain are:

Puffed Rice Frappe—This appeals especially to the present era of breakfast food lovers and has created quite a sensation in the soda circles of Louisville. It consists of a scoop of vanilla cream, with a scoop of pineapple ice, a handful of puffed rice, with a liberal portion of whipped cream, the whole

being well shaken and blended into one. Finishing touches of whipped cream and cherries are added.

Puffed Rice Sundae—A plain pineapple ice sundae, with additional features of vanilla cream and puffed rice mixed together.

Berry Sandwich—Into a large tall glass, place a scoop of vanilla cream at the bottom with strawberry fruit as the filling of the sandwich. The top cover of the sandwich consists of pineapple sherbet, with whipped cream and a Maraschino cherry to top off the whole.

Vendome Fizz—One-half ounce of grape juice, two ounces of pineapple fruit syrup, shaved ice in plenty, and carbonated water with a fine stream of soda. The decorations for this dainty consist of a slice of orange and a cherry.

Pineapple Bon Bon—In a sundae cup place a scoop of sherbet, pineapple flavor, with a scoop of vanilla cream on the side of the cup opposite the sherbet. Cover with pineapple syrup and fill in with whipped cream and cherries.

Coney Island Sundae—In a sundae dish place scoops of vanilla and chocolate cream on opposite sides of the dish, as in preparing the Bon Bon. Cover the whole with orange fruit and syrup, whipped cream and cherry.

Maraschino Freeze—Chop up a number of red and green Maraschino cherries, adding the juice from one quart of the fruit. Into the drink place one ounce of this mixture, with a scoop of vanilla cream and liberal quantities of whipped cream. Blend the whole thoroughly by steady beating and serve in cocktail glass.

Claret Fizz—One ounce of claret syrup, with the whites of two eggs well beaten. One-half scoop of vanilla cream, blended well into the claret and egg. In mixing, add a fine stream of soda from time to time, and, by tapping the glass gently on the counter from time to time, the drink will settle and foam two or three inches in thickness will rise above the edge of the glass, making a particularly attractive drink for hot weather purposes.

Angel's Dream—Into a sundae glass place a scoop of vanilla cream, with a small wafer or other form of pastry placed in a hollow in the center. Fill the hollow with orange fruit syrup, cover with whipped cream and decorate with slices of orange.

The syrups at Taylor Fountain Number Four are made fresh each day and every possible sanitary precaution is taken to protect the customer. Mr. Wells is one of the best-known soda dispensers in the country and he recognizes in Mr. Reynolds a hustling young aspirant for soda dispensing honors. Mr. Wells has been in charge of a great number of large fountains throughout the Southern States, while Mr. Reynolds is a breezy Western dispenser, having returned to his native State, Kentucky, after extensive operations at well-known fountains in Seattle, San Francisco, Portland, Denver, and Chicago.

Fountain Formulas.

Frou Frou.

On a fancy plate place a No. 10 disherful of chocolate ice cream. On each of two sides of the cream put a Frou Frou wafer and on the opposite sides put half of a peach previously sliced. Over the slices of peach put a spoonful of whipped cream and pour over all a generous quantity of chocolate syrup. Sells for 15 cents.

John D. Sundae.

[illegible] rich sundae and should bring 15 cents.

Honey Dew

Henderson's Tri-maple flavor, 1 ounce; best strained honey, 1 [illegible]

Seltzer Punch

[illegible]

Toss, serve in a tall straight 12-ounce glass, top off with a ladleful of shaved ice, a cherry and fresh mint leaves. Sells for 15 cents.

Egg Sherbet.

Into a 12-ounce glass break one egg, then add an ounce each of orange and pineapple syrups and a small scoopful of ice cream. Fill the glass ¾ full of milk, add a little cracked ice and shake. Strain and fill the glass with carbonated water (fine stream).

Frosted Fruit.

Into a 12-ounce glass (a straight lemonade glass is the best for the purpose), draw 1 ounce of pineapple syrup, add a spoonful of ice cream, beat them together, then draw the glass ⅔ full of carbonated water, coarse stream. Place a No. 16 disherful of ice cream on top after the contents of the glass have been well mixed, top off with a ladleful of fresh strawberries, and decorate with a whole fresh strawberry and a piece or two cubes of pineapple. A pretty drink and a "combination sundae and ice cream soda." Price, 15 cents.

Lime de Mint.

In an ordinary 12-ounce mixing glass put 4 or 5 sprigs of fresh mint, one teaspoonful of powdered sugar and a little shaved ice. Then with a bar muddler proceed to "muddle" the ingredients well together. When the operation is finished, add ½ ounce of pineapple syrup, ½ ounce of orange syrup, the juice and shell of ½ a lime and a scoopful of shaved ice. Shake well together and add enough carbonated water, coarse stream, to make 12 ounces. Then pour the mixture into a 12-ounce bell glass and decorate with a slice of pineapple, maraschino cherry and a sprig of mint, sprinkling over all a little powdered sugar. Serve with an oyster fork and have straws within reach.

Cubanola Sundae.

Take one-half of a fresh round cantaloupe and cut off the pointed end so that it will stand neatly on a small china plate. Place one or two nabisco wafers on each side; next in order toward the center of the cantaloupe put a few pineapple cubes, or some whole strawberries and on these sprinkle a few shreds of cocoanut; when this operation is completed fill the center space with vanilla ice cream, putting a layer of whipped cream over the top. On the center of the latter place a thin round slice of orange with a white or red whole cherry at the point of convergence. Easily and quickly made.

Marquise Sundae.

Take a decorated china saucer and on it place a disherful of ice cream. Then stand three nabisco wafers on end, pushing them down into the cream. Sprinkle on some freshly grated cocoanut and pour on a little grape juice. Top off with a ladleful of whipped cream, and a maraschino cherry. Sells for 15 cents.

Pineapple Whip Sundae.

Put a dipperful of vanilla ice cream on a saucer with frou frou wafers on the side. Add a ladleful of pineapple and nuts and a green cherry.

Comet Special.

On a decorated china plate (size 6 x 2½ inches preferred) put a disherful (No. 12) of orange ice; next to this put a disherful (No. 16) of vanilla cream and then a disherful (No. 20) of strawberry cream. On the first cone of cream put a ladleful of whipped cream and a red cherry, which will represent the head of the comet. Pour over the next cone of cream sliced bananas and over the third or last cone representing the tail of the comet top with a mixture of assorted fruits. Should sell for 25 cents.

Preserving Strawberries for Fountain Use.

[illegible]—Here is a process which has been described and recommended by a contemporary for preserving strawberries and suitable for other small fruits:

Select sound strawberries, and [illegible] of the same size, spread them out on a table or on a large piece of cloth, picking out all the bad and bruised ones, and fill them carefully in clean, dry preserving jars. Pour cold syrup over them, [illegible]

on the syrup gauge. Let cool, and when the syrup is cold pour it over the strawberries and evaporate or steam them as follows:

Take a large kettle or a large wash boiler, lay a wooden rack in the bottom of the pan, or else a thick layer of hay; then place the jars on the hay, but so that they do not touch each other; fill all the empty spaces between the jars with hay, also pack hay around the sides of the kettle; now fill the boiler up with cold water so it reaches up to the neck of the jar, set the pan on a moderate fire and slowly heat the water until boiling; continue boiling for twelve to fifteen minutes, according to the size of the jars; lift the pan off the fire and let cool. It is best to work with two boilers. When the water is cooled off, lift out the jars, set them on a table, but have doors and windows closed, so that no current of cold air can strike them. When cold, wash the jars off with a damp rag and store them in a dry but cool dark place. When put up carefully they will keep their natural flavor and color for a long time. All the other fruits and vegetables can be preserved in this manner; certainly some have to be blanched first, such as pineapples, apricots, etc., in order to get them soft. You may preserve fruits without syrup also: Fill the jars, screw on the lid and steam fifteen minutes for pint jars and a little longer for quart jars. Never use the rubbers more than once; they are so cheap that it is not worth while running the risk of spoiling your fruits.

Fall Fancies for the Fountain.

It is time to commence to think about the fall fountain business for one should not think of "shutting down for the winter." It is also time to think about stimulating the between-season business and to give it a stimulant that will be productive of returns through all the cold months.

Get Ready to Cool Off.

Get ready for the cool, but not the cold days. Of course, it is time to think of the way you will make and sell hot drinks that will be in demand within the next few months and, time to think of apparatus and supplies. But there is advertising to be done and many dollars to gather before the flakes fly.

First let us consider what we should advertise during the September and October days. So far as temperature is concerned, folks are going to feel about right. But the thirst and pleasures of taste will stay with them, and it is for you to throw out your leaders and keep the thoughts of your patrons attached to the fountain.

Bring Out the Food Features.

By bringing out the food features, we do not necessarily mean lunch features. In your advertising call attention to the deliciousness of fruit and nut sundaes, sundaes which have much of the chewable added to the cream, and tempered with the coldness of the ices. There is no better season to advertise and push "banana splits" and "macaroon" or "lady finger bisques," than from now on during the next three months. Evolve something new in the line of baked dainties, a little ice cream, and a liberal portion of plain or flavored and thickened whipped cream. Beaten eggs and sugar (cake frosting) is a needed fountain supply at this season of the year. It must be made daily, should be made twice a day, and with it you can make dishes that will answer to Charlotte russe marshmallow and many other names.

Advertising Seasonable Drinks.

Nothing will give you a better field for profitable advertising at this time than seasonable drinks. Now, more than at any other time the egg drinks should be pushed, especially the heavier ones of the "egg chocolate" class. Reduce the use of the fine stream and evolve something solid and sweet that can be topped with whipped cream or marshmallow. There is a seasonable and profitable advertising field to be had just now with a semi-sundae to be served in a bell glass. Something with a very little ice cream, plenty of "cake frosting," syrups, and small fruits or nuts. Your wife, if she be a good pastry baker may help you to open an unlimited and almost untilled field of fall and spring dainties.

Development of the Cone Idea.

A New England fountain man originated a number of fall dainties, using the ice cream cone as a base, and filling it with marshmallow, fruits, nuts and tiny confections. You can buy Charlotte russe baked capsules that may be used in a variety of ways.

We believe that the foregoing suggestions may be developed into profitable facts. Here is one that will answer for any of the dainty combinations containing baked goods:

"That's cake and cream to me"
said one who had partaken of a
SEPTEMBER SUNDAE
It is a dainty dish of Ice Cream, Fruit and Lady Fingers. Just cold enough, just heavy enough, just sweet enough for these delicious days.

For a general seasonable advertisement you might use something like this:

OUR FALL FANCIES.
are the dainty dishes and beverages which we have invented for the delightful autumn days. Not quite so cold, not quite so bubbly as the hot weather luxuries. A little less ice cream or carbonated water. A little more fruit and syrup, a little more whipped cream or marshmallow, and perhaps a dainty confection cake added.
TRY ANY ONE OF THESE.
(Name the drinks and dishes.)

For a semi-sundae, something like this might answer:

TRY OUR BELL BELLAIRE.
It's neither sundae nor soda. It's served in a bell glass. It's made of cold, but not of frozen, cream, fruit and syrup. Just the right dainty to satisfy both thirst and appetite, without being either hot or cold.
A FINE THING FOR THE FALL.

For egg and chocolate drinks something a little explanatory is needed. Thus:

EGG AND CHOCOLATE FOR AUTUMN.
In this neither hot nor cold season, your thirst for soda naturally creates an appetite for something a little "foody," something to satisfy both thirst and hunger, and something that is neither very cold nor hot. Our varied egg and chocolate mixes fill the Fall desires perfectly.

Other general seasonal ads.:

DO YOU THINK
it is Too Cool For Cold Drinks; Too Warm For Hot Ones? Then try any one of our several
SPECIAL FALL FAVORITES.
They are all delicious—Egg, Chocolate, Fruit, Cream (not ice cream) Nuts and Cake. Here is the list (follow with names and prices).

You know, or have learned by experience, that in the coldest weather there are many who desire the coldest dishes and beverages. In your Fall advertising, therefore, you should not neglect to push the regular sundaes and sodas, but in doing so you can call attention to something seasonable that will increase the value of the advertisement. Thus:

As the Days Grow Cool

people want a little more body to their beverages and other fountain delicacies. So, we are making our Fruit Sundaes to contain a little more of the Fruit; our Nut Sundaes with more Nuts, and to our beverages (when requested to do so) we are adding syrups or chocolate, and running the drinks a little more "solid." Our patrons want things so, and what our patrons want, we give. Of course, there is no advance in price.

? QUESTION BOX ?

THE OBJECT of this department is to furnish our subscribers and their clerks with practical and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc. Requests for information are not to be sent and ANONYMOUS COMMUNICATIONS WILL RECEIVE NO ATTENTION, neither do we answer questions by mail. Only such questions will be published in this department as may be of general interest.

In this department frequent reference is necessarily made to information published in previous issues of The Era, copies of which, if not out of print, may be obtained for 25 cents each.

Milk of Magnesia, N. F.

(C. H. H.)—"Milk of magnesia made according to the N.F. process forms a thick product which I am unable to pour into a wide mouth bottle. How can the preparation be liquefied without reducing the strength?"

In making milk of magnesia according to the N.F. process the aim is to produce a preparation which shall contain fresh precipitated magnesium hydroxide suspended in water in a finely divided condition. In preparing the magma, the water must be free from organic matter and also free from iron. Unless these particulars be observed a satisfactory preparation will not result, and as far as we know there is no process by which the precipitate once thickened can be liquefied.

Otto Raubenheimer of Brooklyn, N. Y., who has studied this preparation, described his method of manufacture (A.Ph.A. Proceedings, 1907, page 1500) as follows: Instead of filtering the two solutions through paper, filter them through cotton, as the alkali solution is destructive to filter paper. Before mixing the two solutions set them aside in a cool place. The colder and more dilute the solutions are the finer and bulkier is the precipitate. Instead of decanting the liquid and also washings from the magnesium hydrate, siphon them off, because they can be removed more completely and at the same time do not disturb the precipitate. The siphon should not be too large in diameter or it will create too much suction and carry along some of the $Mg(OH)_2$. The National Formulary orders the precipitate transferred to a muslin strainer, then drained and mixed with enough water to make 1000 cc. Mr. Raubenheimer states that this method has the disadvantage of allowing a loss of some of the $Mg(OH)_2$ by passage through the strainer, as well as being retained on it. Furthermore, the magma is liable to become full of dust and also to absorb carbonic dioxide from the air, which is not wanted in this preparation. Now, the more successful and easier method is to pour the precipitate after siphoning off the wash water—two washings will usually remove the saline taste—into a one-half gallon bottle with a mark at the 1000 cc. point. After the precipitate has entirely subsided, again siphon off all the wash water, fill the bottle with distilled water, shake and set aside. When the precipitate has fallen to the 1000 cc. mark siphon off the water to the 1000 cc. mark and the milk of magnesia is finished.

Mr. Raubenheimer adds that he uses distilled water for the last washing of the precipitate because distilled water has a more solvent action on salts and if there is any left in the precipitate the distilled water will take them up. The distilled water should also be free from carbon dioxide to prevent the formation of magnesium carbonate.

Cements for Celluloid, Metal and Glass.

(H. E.)—For the following

[illegible]

Take 2 parts [illegible] 20 parts. Allow [illegible] to remain the action of the [illegible] parts [illegible] and [illegible] shaking to [illegible] 10 parts [illegible] until [illegible] the mixing and use.

To use, [illegible] two pieces [illegible] that will not [illegible] two pieces [illegible] together [illegible] However, one of the strongest kinds of cement for uniting metals [illegible] is the following. Soak 4 parts of Russian isinglass in cold water for 12 hours, or until it has absorbed as much of the water as it will take up; then [illegible] in a strong piece of linen or towel will answer) and squeeze out all surplus water. Upon the thoroughness with which this is done depends, to a considerable extent, the quality of the finished product. Now put the isinglass in a capsule and melt on a water-bath. Have ready a solution of 2 parts of gum mastic and one part gum ammoniac, dissolved in 16 parts of 95 per cent alcohol. Remove the capsule from the bath, add the solution of gums to the glue and stir well together. When properly made this cement has a milky appearance and in hot weather is quite fluid. In cold weather it is solid and before using must be liquefied by placing it in warmer hot water. The pieces to be joined by the cement should be heated up to the temperature of the cement and firmly bound together after applying the cement.

Kidney and Liver Pills.

(W. T. M.)—Here are some typical formulas:

(1)

Powdered compound extract of colocynth	1½ ounces.
Powdered gamboge	2 drams.
Powdered rhubarb	2 drams.
Powdered soap	2 drams.
Powdered scammony	3 drams.
Powdered capsicum	1 dram.
Antimony and potassium tartrate	18 grains.
Mass of mercury	1½ drams.
Oil of caraway	½ dram.

Mix intimately and mass with proof spirit. Divide each 105 grains into 24 pills.

(2)

Extract of dandelion	60 grains.
Bloodroot	60 grains.
Podophyllin	10 grains.
Oil of spearmint	5 minims.

Make into 50 pills.

(3)

Methylene blue	20 grains.
Extract of dandelion	20 grains.
Oil of juniper berries	20 minims.
Powdered nutmeg	20 grains.

Make into 20 pills and enclose in capsules.

(4)

Methylene blue	20 grains.
Oleoresin of cubebs	2 fl. drams.
Extract of dandelion	30 grains.
Pancreatin	1 dram.

Put into 24 capsules. Two 2 hours before meals.

Fluidextract of Polemonium Reptans.

(A.A.B.)—Harrop ("Monograph on Fluid Extracts") gives the following formula for the preparation of fluidextract of polemonium reptans (abscess root, blue bell):

Polemonium reptans, No. 50 powder, 500 grams

Alcohol 2 parts; water, 1 part.

Take 500 grams of abscess root in No. 50 powder; moisten and pack in a percolator. Saturate with menstruum and macerate. Percolate, reserve successive portions and complete 500 cc. of fluidextract.

Reserve the first 400 cc. of the percolate, then reserve [illegible] a second portion of 90 cc., evaporate the remainder to a soft solid, dissolve in the second portion and mix with the first to make 500 cc. of finished fluidextract.

Coloring Kerosene Red.

(H. E. M.)—Alkanet may be used for coloring kerosene by simply tying up the root in a coarse cloth and suspending it in the oil. Oil-soluble aniline of the desired shade has also been recommended.

We are not familiar with the process of improving the brightness of kerosene by the addition of a "suitable" sub- [illegible] However, in 1900 a patent was granted to [illegible] Mathson [illegible] for giving greater brightness to the light from petroleum [illegible] volatile fractions and [illegible] consisting of [illegible] acetate 95 per cent, [illegible] 4 per cent, [illegible] 1 per cent.

Formula Wanted.

(A. H. S.)—A formula for cerveloa, a perfume if possible [illegible] to taste, one are used. Can some reader supply the information?

MOSTLY PERSONAL

C. A. Drefs, Successful Buffalo Pharmacist, Has Two Sons Who Have Taken High Honors at College.

BUFFALO, July 20.—The accompanying picture is that of Charles A. Drefs, a prominent druggist who has a store at 280-282 Broadway, this city. Mr. Drefs was one of the leading Buffalo delegates to the recent convention of the New York State Pharmaceutical Association at Saratoga. He has been in business for himself for almost thirty-five years. His success, as a business man, can best be judged by his record.

Starting as an errand boy, he gradually climbed the ladder of professional and business success until he has won recognition not only among the pharmacists of Buffalo, but those of the State of New York as well. He was requested to submit at the recent Saratoga convention a paper on what he believes is probably the most vital problem affecting pharmacy. The subject was "The evils resulting from the prescribing by physicians of proprietary preparations, and the best methods that the druggists can use in breaking up the habit. On account of the large volume and high character of Mr. Drefs' prescription business, he was considered peculiarly fitted to deal with the subject.

Mr. Drefs has given attention to many things besides his business. He has been actively interested in the affairs of St. John's Lutheran Church in Hickory street. As a citizen he has striven to advance the interests of Buffalo's East Side. He has taken an active part in the agitation for a convention hall in that part of the city. On numerous occasions he has used his influence in obtaining new school buildings and seeing that they were constructed according to the sound principles of public hygiene.

CHARLES A. DREFS,
of Buffalo, N. Y.

Mr. Drefs is the father of Arthur G. Drefs, who was graduated last year and Charles A., Jr., who graduated from the University of Pennsylvania this year. Both took an active part in scholarly activities at Pennsylvania and were awarded Sophomore honors for high scholarship. C. A. Drefs, Jr., materially aided in winning two unanimous victories for Pennsylvania's 'Varsity Debating Team. He was elected valedictorian of the Philomathean Society, which is the third oldest literary society in the United States. Because of his prominence in Pennsylvania's affairs and because of his skill in public speaking he was unanimously elected ivy orator and as such delivered the senior class oration during commencement week at the University of Pennsylvania.

EDWIN LEIGH NEWCOMB, instructor in botany and pharmacognosy at the Philadelphia College of Pharmacy, has accepted the chair of pharmaceutical botany and pharmacognosy in the department of pharmacy of the University of Minnesota and will enter upon his new duties September 1. His successor as assistant to Professor Henry Kraemer at the Philadelphia institution has not yet been named.

Although a young man, Mr. Newcomb for several years has been attracting widespread attention not only by his work at the college, but by special work in bacteriology and as a consulting and constructing engineer in the erection and operation of sewage plants and systems. Most of this work was done in and about Vineland, N. J., his birthplace. The son of Frank S. and Ida R. Newcomb, Mr. Newcomb early manifested a marked interest in the fruit and nursery business of his father, even as a boy, applying scientific principles to the business with marked success. Largely with a view to perfecting his knowledge of botany, he entered the Philadelphia College of Pharmacy where he was graduated in 1905.

EDWIN LEIGH NEWCOMB,
Philadelphia-Minneapolis.

At the beginning of his third year in college, he was selected as an instructor in botany and pharmacognosy, the first undergraduate to be given the position of instructor in the history of the institution. Since then in addition to his duties as a member of the faculty, he has devoted much attention to the cultivation of medicinal plants, particularly at his home in Vineland, and in the roof garden at the college, following up this work with physiological tests and chemical assay for the determination of the actual medicinal value of these plants.

It was the work along these lines which attracted the attention of the University of Minnesota and which partly prompted the authorities to honor the young Easterner with a tender of a professorship. In his new home in Minneapolis, Mr. Newcomb will be associated with many of the alumni of the Philadelphia institution, not a few of whom have been graduated since he was a member of the faculty.

—EDWARD MALLINCKRODT, president of the Mallinckrodt Chemical Works, St. Louis, was a recent visitor to the metropolis and spent several days at the New York office.

—HON. WILLIAM H. GOVE, of Lynn, a member of the governor's council of Massachusetts and the president of the Lydia Pinkham Co., is one of the financial backers of the new Boston & Eastern railroad, which is being projected from Boston to the north shore, including a tunnel under Boston harbor. It is said that the tributary population of the road is the highest in the world drawn on by the type of the proposed railroad.

—W. S. ELKIN, JR., former president of the National Association of Retail Druggists and president of the Elkin-Watson Drug Co., Atlanta, Ga., is confined to his home with a broken collarbone as the result of a peculiar accident. Mr. Elkin was standing on the sidewalk at the curb when a horse shied, hit Mr. Elkin, knocked him down and caused him to break his collarbone. As a result of his injury Mr. Elkin was compelled to cancel two dates he had to deliver addresses, one on July 13 before the Virginia Pharmaceutical Association and the other on July 19 before the Tennessee Pharmaceutical Association. His many friends will wish him a speedy recovery.

—BRENT GOOD, head of the Carter Medicine Co., New York, has gone to Europe for two months. He will spend a short time looking after the company's London office.

—J. K. LILLY, president of Eli Lilly & Co., spent the first two weeks of July at the Lilly cottage on Lake Wawasee in Northern Indiana.

—JOSEPH P. REMINGTON, dean of the Philadelphia College of Pharmacy, continues to be in great demand at pharmaceutical and medical meetings all over the country. He spent the month of June in attending the meeting of the American Medical Association at St. Louis, then proceeding to Fort Worth, Texas, where he participated in the an-

nual meeting of the Texas Pharmaceutical Association. At the annual meeting of the Minnesota Pharmaceutical Association last June was a prominent figure and from there motored to Buena Vista Springs, Pa., where the annual meeting of the Pennsylvania Pharmaceutical Association was held June 28-30. Here he entered upon a rest at his summer home at Longport, N. J., presumably to taking up his work as chairman of the Revision Committee of the United States Pharmacopœia.

—Alphonse Mayer, president of the Mayer Manufacturing Co., New York City, with his family, made an auto trip from city to Maine where they enjoyed the attractions at the Old House, Cape Elizabeth, a suburb of Portland. Mr. Mayer returned to New York, but will rejoin his family later in the season. He is suffering from nervous troubles, for which his physicians have recommended out door life and exercise. This he will take during the Summer by automobile making trips to nearby resorts and at the same giving his attention to advertising work and other business. The Catskills, the White Mountains and Long Island are on his itinerary, and on his journeys he tacks up card posters and distributes attractive enamel signs to druggists.

—Dr. F. E. Stewart, director of the scientific department of the H. K. Mulford Co., of Philadelphia, sailed for Europe on July 20, the guest of Judge James B. Dill, of New Jersey. He planned to spend six weeks in England and Scotland, and to attend the annual meeting of the British Medical Association in London. Dr. Stewart recently returned from the meeting of the Pennsylvania Pharmaceutical Association where his paper on "Patents and Trade-Marks," read at the 1909 meeting of that organization, was awarded first prize of $20 in gold for having been the best paper read at the meeting last year.

—Fullman P. Stroup, since 1899, assistant to Dr. Samuel P. Sadtler, professor of chemistry at the Philadelphia College of Pharmacy, has been made associate professor of chemistry. Professor Stroup was graduated from the institution in 1896 and in addition to his work at the college, has been a prominent figure in American Pharmaceutical Association circles, the Alumni Association of the college of which he was president in 1905-1906, and a well known writer and speaker on pharmaceutical subjects. His advancement is a most popular one with both alumni and the student body.

—Evan T. Ellis, formerly a member of the wholesale drug firm of Charles Ellis Son & Co., of Philadelphia spent July 10 with Joseph P. Remington at the latter's cottage at Longport, N. J. The latter embarked in the drug business in 1867 as an employe of this firm which was one of the first to carry on the wholesale business in drugs in Philadelphia. It relinquished business in 1875. Following an annual custom of long standing, Mr. Ellis twice a year visits Professor Remington at Longport to talk over old times.

—C. A. Faus, for several years buyer for the C. D. Smith Drug Co., St. Joseph, Mo., has been appointed manager of the Smith-Bailey Drug Co., a branch of the St. Joseph house, at Salt Lake City. He will succeed the local partner, Mr. Bailey, who will retire from active business. Mr. Faus has been connected with the St. Joseph house for nearly a dozen years. He will be succeeded in the latter position by C. J. Power, one of the house's traveling salesmen.

—Richard K. Wise has purchased the store of Sidney C. Yeomans at 34th and State streets, Chicago. Mr. Wise was previously clerk in the store for the past four years. Mr. Yeomans will take an extended vacation, visiting his mining interests at Kirkland, Ariz., Los Angeles, San Francisco, Portland, and Western Canadian points, and will also participate in a long canoe trip on the river which flows through [illegible]

—[illegible] Officer of the Legion of Honor) in recognition of the merits [illegible] Exposition, [illegible] Mr. [illegible] Mayer [illegible] Mayer [illegible]

—Dr. Max Herz, of Philadelphia, [illegible] Atlantic City and [illegible] Mayer. Mr. Herz's [illegible] Kantrowitz from St. Petersburg, Russia, that he "has already seen much that is interesting here that is beautiful and much that is less beautiful" in that great country. He also adds, "Dear old New York will stand comparison with any place in the world." Mr. Schleussner sends his felicitations to [illegible]

—William A. Robinson, of the Robinson-Pettet Drug Co., wholesale druggists of Louisville, has been elected a delegate to the general convention of the Episcopal church, which will be held in Cincinnati, in October. The election of delegates was very close, as each nominee received from four to twelve ballots, and the friends of Mr. Robinson are highly elated over the signal honor conferred upon him.

—President E. G. Eberle, of the A.Ph.A., was recently presented by H. L. Carleton, Austin, charter member of the Texas Ph.A., and R. H. Walker, Gonzales, president of the same organization, with a beautiful jewel of a knight commander of the Court of Honor. The gift was made in consideration of their long friendship and intimate pharmaceutical association with the recipient.

—Thomas V. Wooten, former secretary of the N.A.R.D., has resigned his position with the Northwestern University School of Pharmacy, and will soon leave for California where he has purchased a ranch and connected himself with a big land concern, of which he has been elected vice-president and general manager. Mr. and Mrs. Wooten will make their home in Sacramento.

—Ex-Postmaster and Mrs. C. W. Carr, parents of Charles M. Carr, of the N.A.R.D., recently celebrated their golden wedding in Chicago. The celebration of the event was held at the Press Club of Chicago, their five children, their grandchildren and other relatives making up the party. The guests of honor were presented with purses of gold.

—Brig. S. Young, former professor of chemistry at Ohio Northern University, Ada, Ohio, and at one time State chemist, is being boomed as a candidate for dairy and food commissioner. The argument is advanced that a chemist is required in the office, whereas the present commissioner, Renick W. Dunlap, seeking a renomination, is a farmer.

—Miss Florence Yaple, assistant to Henry Kraemer, professor of botany and pharmacognosy at the Philadelphia College of Pharmacy and an active member of the Alumni Association of that institution, has returned from a vacation of three weeks, one of which was spent at Atlantic City and the other in the Pocono Mountains at Cresco, Pa.

—S. C. Dobbs, sales manager of the Coca-Cola Co., Atlanta, Ga., was re-elected president of the associated advertising clubs at the sixth annual convention of that organization recently held in Omaha. In his presidential address Mr. Dobbs urged every advertising and newspaper man to work for clean and honest advertising.

—Cyrus L. Schlabach, surviving member of the firm of C. LaWall's Son & Co., Easton, Pa., has been elected a director of the Northampton National Bank to fill the vacancy caused by the death of his partner, the late Walter S. La Wall. Mr. Schlabach has been identified with the drug business since boyhood.

—W. E. Connell, president of the Kanawha Drug Co., of Charleston, West Virginia, spent a few days in Indianapolis the last week of June as the guest of Eli Lilly & Co. Mr. Connell was accompanied by M. M. Merritt, of Charleston, who is one of the Red Lilly West Virginia sales force.

R. C. Lowell, proprietor of the West End drug store at Appleton, Wis., is planning to take an extensive trip through the west during the next few weeks. Joseph Maurer, formerly with the Berg Brothers' drug store at South Milwaukee, has been engaged as an additional clerk at the Lowell store.

Mr. and Mrs. William E. Lee and Mr. and Mrs. Otto W. Osterlund, represented the retail drug interests of Philadelphia at the Cape May meeting of the New Jersey Ph.A., and were delighted with their reception and the program.

Dr. H. C. Wood, Jr., of Philadelphia, a member of the new Revision Committee, U.S.P., at a lecture in that city recently, denounced patent medicines containing dangerous [illegible]

Frank Honsik, 3235 Twenty-sixth street, Chicago, after a ten months' trip through Europe, has returned to his home [illegible] Mr. Honsik's Arms [illegible] an extensive [illegible] Hilbert Hoeck, a druggist at Lac Du Flambeau, Wis., was recently arrested on an information charging him with violating [illegible]

with a local physician. A ditch filled with weeds deceived the driver and the car was completely demolished.

—EDWARD K. COPE, a well known Philadelphia pharmacist has his family at Sellersville, Pa., for the summer. Both Mr. and Mrs. Cope were prominent figures at the recent meeting of the Pennsylvania Pharmaceutical Association, Mrs. Cope in particular distinguishing herself by carrying off several handsome prizes for her athletic skill at the picnic at Lake Royer.

—GEORGE S. CONKEY, for 27 years proprietor of a popular pharmacy in Canton, N. Y., has sold his interest to E. M. Kirkland, who has been a clerk in the store for 14 years. Mr. Conkey will devote his entire time in the future to his duties as treasurer of St. Lawrence University.

—F. W. THIEMAN, a well known druggist of Sheboygan, Wis., accompanied by his wife and daughter, will leave on September for a six months' sojourn in Europe. During a portion of this time Mr. Thieman will take the baths at Carlsbad in hopes of benefiting his health.

—H. H. WHYTE, general sales manager for the H. K. Mulford Co., of Philadelphia, sailed recently from New York on an extended tour of Great Britain and the continent. In the course of his journey, he will spend some time with his parents in Scotland.

—ROBERT ZAEGEL, of Sheboygan, Wis., captured both prizes offered at the recent convention at Elkhart Lake for aquatic events. This is the second time that he has been successful in carrying off the honors in this branch of the games.

—F. P. STROUP, a member of the faculty of the Philadelphia College of Pharmacy, accompanied by his sister, spent several days in seeing the sights of Washington, following the annual meeting of the Pennsylvania Pharmaceutical Association.

—FRED H. ELSNER, of the Dr. Miles Medical Co., accompanied by his wife, has returned from Elkhart Lake, Wis., where he attended the Wisconsin Ph.A. meeting. The couple also enjoyed a season of fishing and boating.

—W. H. CURTIS, well-known Mississippi representative of the Allen Pfeiffer Chemical Co., St. Louis, is en route on an extended trip through Europe. He is booked for the Oberammergau and will remain abroad until September.

—J. W. JOHNSON, president of Johnson & Johnson, is enjoying his annual trip to Labrador in search of the gamey salmon. He is accompanied by his nephew, Robert Wood Johnson, the son of the late R. W. Johnson.

—EDGAR F. HEFFNER, of Lock Haven, Pa., secretary of the Pennsylvania Pharmaceutical Association is being congratulated by his many friends upon the arrival of James Heffner, weight eight pounds, in the family.

—GEORGE A. GORGAS, a leading spirit in retail drug circles in Harrisburg, Pa., greeted old friends at the Drug Club of Philadelphia, of which he has long been a member, in the course of visit to that city recently.

—MR. AND MRS. MONROE LIND, of Philadelphia, have returned from an extended automobile trip through New England. Mr. Lind is a member of the firm of Schandein & Lind, manufacturing perfumers.

—WAYNE B. EVANS, superintendent of the store of his brother, George B. Evans, 1106 Chestnut street, Philadelphia, is convalescent after a severe illness. George B. Evans is spending the summer abroad.

—MAURICE HANNAN, who for the past year has been employed in the Collyer Pharmacy at Madison, Wis., has resigned to accept a position as traveling salesman for a Kalamazoo, Mich., drug house.

—CHARLES M. PHELPS, who recently resigned his position as department manager of the Horlick's Malted Milk Co., at Racine, Wis., was entertained at a banquet, recently, by the Somerset club of that city.

—DR. C. C. HASKELL, of the scientific department of Eli Lilly & Co., is spending eight weeks, July 15 to September 15, in the special study of infants' diseases at the Seaside Hospital, New York City.

—BERNARD O'CONNOR who for several years was the popular manager of one of the LaDow drug stores in Oak Lane, Philadelphia, has concluded to try his fortune in the West and has started for Seattle.

—W. E. KENYON, sales manager for the Hollister Drug Co., Madison, Wis., recently opened a branch office in Chicago, with Mrs. A. L. Wagner of 3953 Michigan avenue in charge.

—C. W. BROWN, general correspondent for the H. K. Mulford Co., of Philadelphia is spending two weeks with his family and a party of friends, camping along Darby Creek, near Newtown Square, Pa.

WELCOMED HOME UNDER BOWER OF FLOWERS.

Walter V. Smith, former vice-president of the National Wholesale Druggists' Association, president of the wholesale drug firm of Valentine H. Smith & Co., of Philadelphia, and one of the best known representatives of the trade in that city, was greatly surprised on the occasion of his recent return from an extended European tour to find his desk a veritable bower of flowers and the employes of the company drawn up in line to welcome him home. In the accompanying picture, Mr. Smith is shown sitting at his desk and getting in touch with affairs again in the course of a conversation with his brother, Howard E. Smith, secretary of the company. Mr. Smith's trip abroad was in the nature of a much-needed rest and it did him a world of good.

—WEAVER H. SHEARER, one of the best known druggists in Reading, Pa., was a Philadelphia visitor recently and was the guest of his old friend, Edward Weaver, at a luncheon at the Drug Club.

—P. J. LOVE, who for the past fifteen years has been manager of the City Drug store at Peshtigo, Wis., has resigned and after an extended rest, will engage in business for himself.

—W. D. JONES, the East Bay street druggist, of Jacksonville, was one of six prominent men who recently submitted to the first anti-typhoid vaccinations performed in the State of Florida.

—FRANKLIN M. APPLE, represented Pennsylvania at the annual meeting of the Maryland Ph.A., at Baltimore. He declared that it was a treat he would greatly regretted having missed.

—JOHN MCCULLOUGH, of the Philadelphia sales force of Eli Lilly & Co., bids fair to become the champion swimmer of Pitman, N. J., where he has taken a cottage for the summer.

—L. A. DERSE, formerly employed in the Mieding Pharmacy at Milwaukee, has been engaged to accept a position in Wiechmann's Scott street pharmacy at Wausau, Wis.

—WALTER P. MILLER, a member of the board of governors of the Drug Club of Philadelphia, is spending the summer at Chelsea, Atlantic City, where he has taken a cottage.

—F. W. BEAVER, a well known Philadelphia druggist, accompanied by his wife, was a welcome visitor to his old home at Lewisburg, Pa., where his parents reside.

—L. F. W. SEIFERT of City Island, N. Y., is the author of a very interesting illustrated article on "Hunting Moose," which appears in a recent issue of *Rod and Gun*.

—CHARLES W. GRAHAM, veteran druggist of Wheeling, W. Va., was recently reported dying. His son, Pierce L. Graham, of Zanesville, O., was at his bedside.

—J. T. ROACH, of the retail drug firm of Herr & Roach, Philadelphia, has returned from an extended pleasure trip to New Orleans and other southern cities.

—B. A. C. HOLTZE, the Chicago druggist who was re-

[illegible] injured in an automobile accident, has sufficiently recovered to be able to be out of bed.

—F. B. KUEMMER of Johnson & Johnson, New Brunswick, N. J., will sail for Europe early in August to spend a month or two in travel and recreation.

—G. A. GEBERTS, a well known druggist of Columbus, Wis., has just received his new Overland automobile which he ordered some time ago.

—STEWART F. VOSS, a well known pharmacist of Chicago, South Side, has returned from a visit to Assumption, Ill., where his parents reside.

—WM. MCGIBBON, manager of the Chicago branch of Eli Lilly & Co., has returned from a few days' visit to the home office, Indianapolis.

—MR. and MRS. CHARLES REHFUSS, of Philadelphia were the guests of a medical friend on an automobile trip recently to Atlantic City.

—W. C. SIMPSON, of Vienna, Ill., where he enjoys the triple role of farmer, druggist and politician, was a recent Chicago visitor.

—O. L. BIEBINGER, secretary of the Mallinckrodt Chemical Works of St. Louis, visited the trade in Philadelphia and this city, recently.

—MILTON CAMPBELL, of the H. K. Mulford Co., Philadelphia, is rusticating at his country seat "The Anchorage," near Easton, Md.

—L. J. PELIKAN of Pelikan Bros., druggists, Chicago, is spending his summer vacation fishing in Northern Michigan.

—EMIL RASMUSSEN, proprietor of one of the Racine, Wis., drug stores visited his parents at Marshfield, Wis., recently.

—H. K. MULFORD, of the H. K. Mulford Co., Philadelphia, is spending the summer with his family in the Berkshires.

LEONARD ELLIS of Manitowoc, Wis., has accepted a position with the Mooney Pharmacy at Ladysmith, Wis.

—C. G. A. LODER, a Philadelphia pharmacist is enjoying the summer with the aid of a big touring car.

GERMAN APOTHECARIES MAKE MERRY.

With Record-Breaking Attendance Members and Visitors Participate in Bowling and Other Games.

The annual summer outing of the German Apothecaries' Society, held at Witzel's Pavilion, College Point, Long Island, will go down in history as one of the best attended and most enjoyable affairs of the kind that enterprising organization has ever attempted. While the official departure of the members was scheduled for 3 o'clock it was not until later that the last got away and as a result the programme of games was delayed until the participants could arrive. The greatest interest was taken in the bowling contest for gentlemen, all of the 400 tickets being sold. The contest lasted for three hours and was in charge of Geo. T. Riedlin, assisted by Fred H. Plump and Herman Weller. The winners were W. G. Conklyn, Wm. Raebe and Geo. Bruns, all three making a score of 59 out of a possible 60, and being obliged to roll off for the first three prizes.

There were sixty-six entries in the bowling contest for ladies, the first three prize winners being Mrs. Wm. F. Brandt, Mrs. Sutliff and Mrs. S. V. B. Swann. Besides the prizes awarded by the committee in charge many valuable [illegible] Sharp & Dohme, Wm. R. Warner & Co. and the United States Department of Hard Knocks.

The programme also included games and dancing for the young folks, Lederhaus' Orchestra providing the music. At 7 o'clock in the evening the members of the society, their [illegible] repaired to the Hotel Kensington. After dining the prizes won during the afternoon were awarded by Chairman Otto P. Gilbert and then came dancing, S. V. B. Swann acting as floor manager and leading off with the [illegible]

New Chain of Cut Rate Stores in Chicago.

[illegible] Dec. 30. The Consumers Drug Co., a [illegible] has already rented a corner store in the Keebler Building, at [illegible] and [illegible] for the term from May 1, 1911, at a rental of $27,000 for the term. E. F. Keebler [illegible] charge of the [illegible]

MANUFACTURERS POLICY CRITICISED.

Concerns Which Send Advertising Matter Through the Mails Should Pay Their Own Postage.

PHILADELPHIA, July 20.—Unstinted criticism of the policy of a certain manufacturing concern which to all appearances is systematically bringing suit against retail druggists of this city on the charge of substituting its product at the soda fountain was expressed at this month's meeting of the Philadelphia Association of Retail Druggists at the Philadelphia College of Pharmacy. The issue was brought up when a prominent proprietor announced that he had been served with notice of suit on this charge. He claimed that he not only did not handle the product but had always explained when it was called for that he did not sell it. He said he had instructed his clerks to do the same. When he declared that he could not see how evidence could be gathered against him under these circumstances, it was explained that certain men were employed to secure this evidence and, as had already been shown in the case of another member of the association, they insisted before the court that they had been furnished with a substitute no matter what the druggist had to say about never handling the product in question or never substituting something else when it was called for.

When it was declared by some to be a means of driving every proprietor of a soda fountain into using the product of this house, marked exception was taken to the methods of the house and a committee was appointed to visit the management and express their disapproval of the policies being employed.

Another interesting incident of the meeting was a suggestion that the P.A.R.D., renew its affiliation with the N.A.R.D., and be represented at the annual convention of the latter in Pittsburg this fall. But this suggestion was promptly met with by an explanation from President W. T. Burke that this issue had been finally disposed of for the present year and could not be taken up again before the expiration of that time. There was no discussion on the matter.

Interesting reports were received from Messrs. W. E. Lee, F. M. Apple, Charles Leedom and Charles Rehfuss on the recent meeting of the Pennsylvania Pharmaceutical Association. The course of a manufacturing concern in the western part of the State was roundly criticised when it was shown that nearly every druggist in the room had received from it advertising matter through the mails which was short the requisite postage which the druggist was obliged to pay. Secretary N. A. Cozens was requested to write this concern, calling attention to such unbusinesslike methods. A proposed change in the by-laws which will lay over until the next meeting for final action will make it possible for the association in the future to expel immediately any member found guilty of the illegal sale of morphine or cocaine.

Five new members were elected and another cause for congratulation was the turning over by Frank W. Fluck for the retiring Entertainment Committee of a check for $281.18 as a part of the year's proceeds from various functions held under the auspices of this committee. The business was quickly disposed of for it was shown that some of the most active members were away from the city with their families for their summer vacations.

Little Alligators Also Invade Philadelphia.

Samuel B. Davis and Charles Bullock, prominent Philadelphia pharmacists, with their families and friends, are greatly interested in two little alligators which arrived at their homes recently, the gifts of E. Berger, of Tampa, secretary and treasurer of the Florida Board of Pharmacy. All three druggists were fellow members of the Diastas Club, which included all the good fellows at the recent Richmond meeting of the A.Ph.A. The alligator is the club symbol, but its fondness for water, the club members admit, is not indicative of the organization's policies.

Drug Store Floor Submerged by Cloud Burst.

[illegible] July 20. A [illegible] of rain, closely [illegible] a cloudburst, practically submerged the drug store of E. J. Pfeiffer at Twenty-second street and Oakdale avenue. The water was six inches deep on the floor and Mr. Pfeiffer [illegible] goods from shelves or boxes. Ice and other [illegible] floated about the store in chaotic disorder.

Getting Ready for Pittsburg Convention of National Retailers.

President Huhn Declares N.A.R.D. has had Most Prosperous Year—Tells of Stewardship and Forecasts Recommendations—"Lifting" Campaign Proves a Success.

MINNEAPOLIS, Minn., July 20.—Charles H. Huhn, the president of the N.A.R.D., has for several days had his thinking cap on and pulled low down over his brows. He has been formulating the annual address which he is to deliver at the Pittsburg convention; not actually writing it, but cogitating upon the various topics which he is to bring up and just how he shall treat them.

"Here are a few of the subjects which I shall bring before the national body," Mr. Huhn informed the ERA man. "I shall consider several things in the way of federal legislation, including the parcels post bill, which I shall oppose. I shall discuss the status of pharmacists in the army and navy, where they rank low at present. We want for them every recognition that professional men of whatever character should receive. I shall favor interstate narcotic legislation; revision of the patent laws; uniform drug laws by State legislatures, and urge that the national pure food and drug law be adopted by the various States.

"I shall take the ground that dispensing physicians should be amenable to the same laws that pharmacists or any other class of people who handle medicines must obey. I shall favor a model drug-vending bill, like the one now pending in the Montana legislature. The Minnesota legislature at its latest session passed a bill of this kind, but the late Gov. Johnson vetoed it. This legislation is favored strongly by the N.A.R.D., and various commercial bodies are favoring it and opposing existing itinerant vendors' laws.

Druggists Should Not Deal in Liquors.

"I shall bring the question of liquor selling by retail druggists to the attention of the national association and take the ground that liquor has no place in a drug store except where necessary for prescriptions which are not to be refilled.

"These are some of the principal themes to which my address will devote attention. I shall also discuss the matter of telephones in drug stores; the relations with the pharmaceutical press; Sunday closing and better hours for both proprietors and clerks. A number of other minor matters will also be brought to the attention of the association."

Mr. Huhn declares that the results of the past year's efforts on the part of the N.A.R.D., are important and satisfactory to the trade. Speaking in a general way, as well as in particular, of the work accomplished during his presidency, Mr. Huhn said:

"The past year has been one of the most successful in the history of the organization. Soon after assuming the presidency, I issued a call for a thousand 'lifters,' the term being suggested by Ella Wheeler Wilcox's poem on 'those who lift and those who lean.' I got the thousand all right, and considerably more, too. Unfortunately, my time has been too much taken up with unavoidable side issues. For the past three months or so, however, I have 'cut out' these and addressed myself to affairs of the greatest importance to the N.A.R.D.

Great Work Done by the Cncinnati "Lifters."

"It gives me pleasure to say that the 'lifters' of Cincinnati have performed a wonderful piece of work for the organization. They have even invaded Kentucky, and all through their territory have secured a large number of new members and collected a big amount of back dues. For the next six weeks I shall put forth special effort in the way of arousing keener interest in South Dakota, California and a few other localities. At present we are working Montana strongly, and our organizer there sends in glowing reports of his success. The Wisconsin State Association at its recent meeting decided to continue affiliation with the national body and adopted strong resolutions commending the work of the latter. This is only one of many encouraging proofs we have received of the growing success and prosperity of the N.A.R.D.

"I shall urge that all members of the association take more interest in state as well as national legislation. I feel that the time has come when the retail druggist must fight his own battles, without fear or favor; that we as an organization have a power which, if wielded diplomatically, will bring to the retail druggist more favorable conditions than have ever surrounded him heretofore. I feel that every retailer in the trade ought to recognize the fact that however little he may add to the progress of organization, it is required, and that we must have a united body of men to accomplish the vital things for which the national organization was formed.

"It is with infinite satisfaction that I note that the strong efforts which have been made in certain quarters during the past year to destroy the influence of the N.A.R.D. have been combatted so effectually and successfully that we know that this organization is a permanent fixture in the pharmaceutical world; that more enthusiastic members are being enrolled from month to month than ever before, and those who have been lukewarm in the past have become strong advocates of the N.A.R.D. principles.

Collection Bureau Proves an Important Feature.

"One of the important features added to the work of the association the past year is the collection bureau. This was a signal success from the start. Many old and given-up debts have been collected through the bureau, and members have come to realize how little a thing it is to put $5 in such a concern when the benefits resulting are so considerable. This bureau has of itself more than paid for the organization. A series of three letters is sent by our legal department to men owing long-standing accounts, and this generally does the business.

"One afternoon myself and three other Minneapolis pharmacists went out on a 'raid' in our automobiles, and as a result we gained seven new members for the N.A.R.D. and collected $285 in dues. The same afternoon a similar 'stunt' was 'pulled off' in St. Paul with results equally gratifying.

"Retail druggists are more anxious than ever before to get into our national organization, due largely to the fact that we have—it has been demonstrated unjustly—been charged with promoting the sales of nostrums.

U.S.P. and N.F. Propaganda Work is Increasing.

"In spite of our exclusion from representation in the U.S.P. convention, the efforts of the N.A.R.D. toward exploiting the U.S.P. and N.F. propaganda work have not been affected, or if affected at all, we are doing more in this line than ever before. The denial of representation made us a great many more friends than enemies.

"While my work has been perhaps more arduous than that of some of my predecessors, it has nevertheless been pleasant and earnest. I have at all times tried to keep the organization out of side issues and favored a straight, progressive course with a view to bringing to the association everything possible that would be good for it."

SMOKY CITY TO ENTERTAIN N.A.R.D.

Local Reception Committee at Work Announces Programme for Convention Week.

PITTSBURG, July 20.—Already arrangements are under way to entertain visiting delegates and their families who will be in attendance at the forthcoming annual meetings of the N.A.R.D., and the W.O.N.A.R.D., to be held in this city in September. The general plan has been determined and the details are in the hands of the various committees to work out.

Of course, Pittsburg has long been known as one of the greatest industrial centers in the world but the entertainment committee propose to show visitors that it is also a city beautiful and possesses many fine residences. Under the joint chairmanship of R. C. Culhane and Mrs. Louis Emanuel the members of the reception committee will endeavor to greet every individual delegate and visitor on arrival and escort him or her to a hotel. To facilitate this part of the work Secretary Pritchard asks delegates to notify the reception committee, 1211 Bessemer Bldg., this city, in advance of the time of their arrival so that arrangements can be made to meet them. A bureau of information will also be installed by F. W. McCulloch in his pharmacy in the corridor of the Union Station. This will be in charge of Mrs.

L. H. Reppert, assistant secretary of the W. D. R. D. A.

The entertainment programme for convention week, as far as outlined, includes an informal reception at Fort Pitt Hotel on Monday evening, September 12, by Mrs. Lester P. Lenel, president of the Pittsburg Women's Pharmaceutical Association, and Mrs. Louis Lemmon, chairman of the Ladies' Reception Committee, assisted by the members of the organization. On Tuesday afternoon the ladies will be given an auto ride about the city. In the evening the convention hall will be open as an adjunct of Fort Pitt Hotel. On Wednesday there will be a theatre party and a visit to the Western Pennsylvania Exposition. On Thursday, September 15, the ladies will be the guests of the H. J. Heinz Co. at luncheon. In the evening they will be entertained at a card party while the gentlemen participate in a smoker and luncheon. Ample opportunity will be given delegates to visit the Carnegie Technical Schools, Phipps Conservatory and other notable attractions of Pittsburg. In the evening a steamboat trip will be made up the Monongahela river as far as McKeesport, returning after dark, giving the visitors an opportunity to see the immense mills and furnaces for which the region is celebrated.

The committee announces a registration fee of $1 which will entitle the registrant to an official badge, a book of coupons covering all the entertainment features, official programme, etc. The Pittsburg druggists are holding out the glad hand and they want every member of the drug trade in the United States to enjoy their hospitality.

Excursion Proceeds to Defray Expenses of Delegates.

CHICAGO, July 20.—The semi-annual meeting of the Chicago Retail Druggists' Association, held on July 12 in the Northwestern University Building, was well attended, the invasion of the new telephone company, to be called the Chicago Subway Automatic Telephone Company, coming up for much discussion. A bitter war is being waged against the newcomers by certain drug journals, in the belief that the one company now in the field is sufficient, and that two companies will kill the telephone business for the druggist. Competition in the telephone service, it is argued, will not offer a choice of benefits, but compels a choice of evils—either half service or half price. Resolutions were passed at the meeting condemning the cigar coupon scheme.

On July 21 the association chartered the excursion steamer "South Haven" for a day's outing on Lake Michigan, including a trip to South Haven, Mich. A thorough and unique canvass of drugdom and its friends had been made and as a result the big steamer was full from "stem to stern." The proceeds will be devoted toward defraying the expenses of the C. R. D. A. delegates to the Pittsburg convention of the N.A.R.D. in September.

Conscience Stricken Over a 5-Cent Theft.

RACINE, Wis., July 20.—"Dear Sir: Enclosed you will find a nickel which I have taken from you in goods, and will now return it in cash." The note was found by T. W. Thiesen, proprietor of the Red Cross drug stores, when he opened his mail recently. It was unsigned and there was nothing to indicate the identity of the sender. The nickel is being kept by Mr. Thiesen as a souvenir.

Federal Insecticide Law to be Promulgated.

WASHINGTON, July 20.—The law passed at the last session of Congress, providing for preventing the manufacture, sale or transportation of adulterated or misbranded paris green, lead arsenates and other insecticides and fungicides, goes into effect January 1, 1911, and the officials are preparing such regulations as may be necessary for enforcing the act.

Attachment for Elizabethtown Drug Firm.

LOUISVILLE, July 20.—The report comes from Elizabethtown, Ky., that the well known drug firm of Miller & Turner, of that city, has gone to the wall, having been closed by an attachment issued by the First National Bank, who held notes against the firm for some $2,000. The firm was composed of J. T. Miller and D. J. Turner.

Practically a New Pharmacy for Mr. Albers.

R. C. Albers, proprietor of the North Side Drug Store at Sandusky, Ohio, has completed improvements to the interior and exterior, costing $1,000.

U. S. PHARMACOPOEIAL TRUSTEES CONVENE.

Arrange Details for Revision Committee's Work and Then Go on Sailing Trip.

ATLANTIC CITY, N. J., July 16.—Contracts for approximately ten tons of stationery were directed to be let at the meeting now concluded of the Board of Trustees of the United State Pharmacopœia. This material is designed for the use of the Committee of Revision which has already forwarded to the members of that committee, 175 pieces of circular matter while many times that number is expected to be prepared and sent out in the course of the next three years at the end of which time, it is expected the Ninth Revision will be ready for distribution.

The headquarters of the board were the Hotel Dennis and those who were present were, Chairman J. H. Beal, Scio, O.; F. W. Meissner, LaPorte, Ind.; George H. Simmons, Chicago; Dr. Harvey W. Wiley, Washington; Dr. Henry M. Whelpley, St. Louis, and Joseph P. Remington, Philadelphia. The only absentee was Dr. William Jay Schieffelin of New York who was unavoidably detained.

The summer home of the Revision Committee, adjoining the cottage of Professor Remington at Longport, near here, was today visited by the trustees to whom was explained by Professor Remington and his assistant, Prof. E. Fullerton Cook, the character of the committee's work which is now in progress. Later the party was the guest of Chairman Remington on a sailing trip of several hours' duration. Some of the visitors will delay their departure for several days.

The announcement that the Republic of Costa Rica had adopted as its official standard, the United States Pharmacopœia was a matter of interest which was received with expressions of approval at the meeting.

CANADIAN WHOLESALE DRUG ASSOCIATION.

Feature of Annual Meeting is Presentation of $500 Cabinet of Silver to the Retiring Secretary.

OTTAWA, July 20.—The annual meeting of the Canadian Wholesale Drug Assc. last month was attended by wholesale men from Halifax, St. John, Montreal, Ottawa, Toronto, Kingston, Hamilton, London and Winnipeg. Several of them were accompanied by their wives. There was a general discussion on trade conditions, reports concerning which were very optimistic. Malcolm Macpherson, of the National Drug Co. here, had charge of the local arrangements, and came in for compliments upon the manner in which the programme was carried out.

A feature was a presentation of a cabinet of silver costing $500 to Mr. Mattinson, the retiring secretary. Mrs. Malcolm Macpherson was presented by the ladies of the party with a handsome cut glass water pitcher. The officers elected were as follows:

Honorary presidents, H. H. Lymans, Montreal, and D. W. Boyde, Winnipeg; president, James Mattinson, Montreal; vice-presidents, C. McD. Hay, Toronto, and I. J. Mylius, Halifax; secretary, W. S. Elliott, Montreal; treasurer, W. C. Nibbett, Hamilton.

Druggist Rescues Mother and Child From Fire.

PITTSBURG, June 20.—But for the timely arrival of L. W. Liebert, a druggist, of the Southside, Mrs. Mary Caraccio and Tony, her seven-year-old son, would probably have been burned to death recently when her home caught fire. Mrs. Caraccio, who was just recovering from a long illness, was unconscious when taken from the burning building. The fire, which was of unknown origin, was discovered by Mr. Liebert, who rushed into the building and carried both mother and son out.

Italian Pharmaceutical Association.

The Italian Pharmaceutical Association has elected the following officers for the year 1910: President, John D'Anna; secretary, M. DeMersico; treasurer, V. Calcagno. Communications should be sent to the president, Mr. D'Anna, at 108 Bleecker street, New York.

Bankruptcy For a Louisville Druggist.

LOUISVILLE, Ky., July 20.—Joseph Millmeier, druggist of Crescent Hill suburb, has filed a voluntary petition of bankruptcy.

BOARD EXAMINATIONS

Pennsylvania.

WILLIAMSPORT, Pa., July 10.—Results of the examinations held by the Pennsylvania Pharmaceutical Examining Board in Philadelphia and Pittsburg, on May 19 and 20, have been announced by Lucius L. Walton, secretary of the board. The report shows that 224 persons applied for registration as qualified assistant pharmacists, of whom 199 were successful and 25 failed. There were 245 persons examined for registration as pharmacists; 155 passed and 90 failed. The names of the successful applicants follow:

Registered Pharmacists: from Pittsburg.—Harry A. Bearl, Arnold J. Burkett, Louis Boreman, William G. Downing, Fred E. Silveus, Bernard E. Gloekler, Howard I. Miller, Jacob I. Mendelson, Floyd L. Schweitzer, Wm. B. Vollbrecht, John H. Wurdack.

From Philadelphia: Max Baum, Morris W. Brenner, Jennie Block, S. H. Bartholomew, Joseph Blumberg, Stephen D. Bolton, Peter Amsterdam, Henry H. DeHaven, Wm. Egiof, Norman E. Eberly, Louis Freedman, Harry Farber, Anna Feinstein, Earl V. Godfrey, Hymen Greenberg, Matthew L. Ginsburg, Meyer Goldberg, Alex S. Hall, Philip Hanopolski, Edson B. C. Holland, Charles August Herting, W. F. Longendyke, E. H. VanLeer, Albert A. Light, Albert C. Leininger, George B. Levan, Albert E. Lounds, Sister Bertha Mueller, Mary E. Morgan, Robert Metzler, John F. McAnulty, Jr., Rae V. Nicholas, Morris R. Oast, Henry W. Press, Edw. W. Raines, Wm. H. Siemon, Wm. Silverman, Wm. Scargle, Philip S. Willinglyre, John C. Walton, David S. Zelnanoff.

James F. Brantlinger, Norman A. Garver and E. Spencer Moser, Altoona; Grover C. Hendricks, William H. C. Shelly and Edward B. Workman, Allentown; Harold B. Guenther and Fred Griesemer, Reading; J. Stanley Breen and Albert B. Willman, Williamsport; Luke T. Butt and Walter W. Turner, Lebanon; E. D. Jenkins and C. C. Meyer, Scranton; Evan R. Owens and Ellsworth R. James, Edwardsville; E. C. Kehr, Otto Strock and Claude C. Wolfe, New York; William A. Bentz and Merle S. Bringman, of Waynesboro; E. B. Blair and Norbert H. Grove, of Chambersburg; Maurice H. Eby and Amos S. Rutt, of Gap; H. M. Schabacher, Boyerstown; Z. H. Rodes, of Wormleysburg; John H. Wilson, Ashland; William H. Krauser, Milton; Daniel B. Stevens, Kingston; M. E. Trout, McConnelsburg; Albert J. Storm, Cresson; Corbin C. Hutchinson, East Downingtown; Raymond W. Thomas, Kane; Lee H. Lukens, Jenkintown; J. A. Leingang, Hazelton; John J. Shovlin, Freeland; Percy H. Schultz, Danville; Leo N. Reynolds, Nicholson; Charles L. Scheibley, J. A. Simpson, Mill Creek; Joseph H. Bickert, Huntingdon; Lewis E. Wilson, Chester; Earl M. Loveless, Pleasantville; William R. Borneman, Mahanoy City; Edward Paul Gibney, Coatesville; Harry J. Pettyjohn, Milford, Del.; John A. McGonigal, Conshohocken; John M. Emlet, Hanover; Charles C. Hoenner, Manheim; C. E. Harris, West Chester; J. D. Beck and J. W. Lafferty, Sharon; Frank L. Ziegler, Steelton; J. E. Ziegler, Nazareth; George F. Chapman, Mechanicsburg; J. V. Henkel, Lancaster; Charles Bose, Harrisburg; D. A. McMillen, Barnesboro; Charles B. Rotheberger, Leesport; William H. Roof, Johnsonburg; Edward M. Korb, Honesdale; E. W. Kniley, Lykens; A. C. Henri, Millville; Lester C. Connelly, Carlisle; Robert J. Watson, Woodbine; Thomas E. Marshall, West Grove; Ray W. McCarty, Dushore; M. W. Porter and Roy H. Heiser, Washington; Harriett A. Barber and Lawrence J. Roe, Oil City; Michael L. McNally, Chicora; Charles T. Moore, Sharpsville; E. H. Willets, New Kensington; C. A. Stauffer and Mrs. Cecil R. Bloom, Curwensville; J. A. Morgan, Warren; W. C. Arnold, Houtzdale; R. K. Norman, Creighton; J. A. Martin, Emsworth; John L. Jordon, Derry; A. W. Gatt, Verona; H. E. Swallen, Parnassus; Charles R. McLaughlin, Wilkinsburg; Arthur S. Williams, Tyrone; C. R. Maldoon, Ronora; E. H. Mocklem, Rochester; G. B. House, Braddock; Harry L. White, Claysville; George Baird, McKeesport; Theodore F. White, Connelsville; F. I. Sharpnack, Gastonville; A. P. Blayney, Swissvale; F. A. Reeves, Avalon; F. C. Hutchinson, Mt. Holly, N. J.; J. W. Brooks, Middleport, N. Y.; E. Harrison Metcalf, Rockville, Conn.; W. Webb, Anderson, S. C.; Clyde E. Griener, McComb, O.; Joseph F. Wiesher, Neillsville, Wis.; Robert Archibald, Wheeling, W. Va.

These are the assistant pharmacists:

From Pittsburg.—Lorenzo Alvinino, Ernest E. Alvino, Samuel Berman, Albert A. Brackmann, William A. Beighley, Jr., Harry S. Brinkhoff, Charles Bogoreitz, Louis Bender, Jr., James J. Conway, James A. Davis, Richard J. Day, James B. George, Richard Hill, Shiras K. Holmes, Gustave Hirsch, George W. Heer, Samuel R. Kister, Philip Kannin, Peter A. Kuenzig, Abraham Lefkowitz, William T. Phillips, James Neeson, Lewis C. Spaiding, Walter W. Welsh, Edgar G. Woodward.

From Philadelphia.—John J. Armstrong, Walter M. Anderson, William P. Brisgol, J. B. Bonham, Frank E. Boston, Meyer Bloomfield, W. R. Boyer, Jennie Bellitz, John D. Brady, W. W. Clark, Edgar K. Collings, William F. Camp, W. J. Clary, Edward J. Campbell, George W. Carey, George A. Diblin, Jr., David W. Elsman, William Eppstein, Edwin H. Eppler, Arthur E. Bischback, Frank Elikofsky, Louis Feldman, Joseph H. Goodfriend, Beulah R. Given, V. A. Gibney, Theodore I. Goldblum, David H. Gordon, William L. Graeff, Frank H. Hedges, James B. Hewitt, Thomas D. Heginbotham, Frank P. Vanimivegen, George H. Ischler, Clarence S. Jones. Harry A. Kline, C. F. Kahler, J. F. Kratz, E. W. Lynn, Harry Lashinsky, Samuel Lowenberg, Francesco Megaro, Victor Michelotti, Jr., R. H. Machesney, Israel Rosenberg, Fred Rosin, George P. Shepherdson, Samuel Stein, Edward Seides, Gustav Samet, Isador P. Salin, M. L. Snyderman, Abraham Weiner, Harry Woorman, Raiford H. Winchester, H. J. Woolsay, Leon Wolchek, W. Scott Walb.

Herbert J. Brown, George H. Kabler, T. R. Keppler, Elmer G. Keene, H. M. Evans, of Johnstown; Harry C. Yockey, James C. McBride, Matthews S. Clark, Thomas F. Diefenderfer, J. C. Martin, of Butler; E. E. Dierken, Charles G. Campbell, Jacob O. Myers, of Chicora; D. W. Ryall, H. A. Eicher, P. L. Thomas, of Greensburg; Marmaduke Mamaux, D. A. Daugherty, L. G. Fumian, Wilkinsburg, Charles M. Kuhn and Homer R. Rumbaugh of Mt. Pleasant; Carl M. Spragg and Hobert P. Mosca, of Waynesburg; R. K. Pickard and E. W. Lowe, of Scottdale; Russell St. Clair, New Florence; Thomas E. Brown, Carnegie; Venola B. Salisbury, Tyrone; Timothy J. Crowley, Allegheny; Paul J. Downey, Corry; E. J. Kiefer, Charleroi; William P. Caldwell, Saxonburg; Charles H. Blazier, McKee's Rocks; James E. Parks and Lee A. Ruth, of Johnstown; Walter E. Shiffler, Lancaster; William A. Burt, Tamaqua; M. L. Smith, Buckingham; John P. Smith, Bellefonte; John C. Foust, Shippensburg; Allen K. Hartman, Akron; Dora G. Lieberman, Clifton Heights; Clara L. Timm and Edward M. Meehan, of Mahanoy City; J. Leroy Valentine, Mifflintown; Wilmer M. Heberlig, Carlisle; George H. Shearer, York; W. D. Hartman, Pittsburg; Albert W. Pettit, Moorestown, N. J.; Charles E. Roessler, Beverly, N. J.; F. A. Venner, New Brunswick, N. J.; Carl F. Keener, Hagerstown, Md.; Alfred R. Marth, Neillsville, Wis.; Adolph E. Bindel, Brooklyn, N. Y.; Llewellyn J. Watkins, Camden, N. J.

Illinois.

SPRINGFIELD, July 1.—At the last two examinations of the Illinoise Board of Pharmacy the following passed:

Registered Pharmacists.—Hugo F. Beyermann; Chas. R. Crain; Carl F. Ekstam; Edw. G. Fingl; H. F. Isted; Louis P. Jodar; Wm. P. Know; Edwin L. Kadlac; Thos. R. Maloney; Roy H. McVay; Wm. A. Perkins; Rose P. Schmid; T. C. Stiles; Wm. A. Schoen; W. N. Skourup; Abraham Victor, and Benj. C. Waterman, all of Chicago and Francis T. Curtis, San Jose; Jos. D. Ernest, Joliet; Dwight H. Ellison, Iowa City, Ia.; Frank M. Keeley, Elgin; John J. Michalak, Hawthorne; Wm. R. Medlin, Valparaiso, Ind.; Earl E. Sweet, Chicago Heights; Guy E. Sisson, Mattoon; Walter C. Seibert, Tamaroa; Fred E. Schinz, Rockford.

Victor A. Kremer, Joseph Krupicka, John D. Leviton, Solomon Loseff, Joseph E. Maulella, David Quateman, Adolph Rudin and John W. Weihn, Chicago; Thos. L. Cantrall, Athens; H. B. Denton, Beardstown; Robert A. Detrich, Malden, Mo.; Joseph E. Hankey, El Paso; Carl W. Holz, Springfield; Jacob M. Keller, Willisville; F. D. Quinn, LaGrange; S. P. Roush, Danville; Jacob L. Sanford, DuQuoin; Elmer A. Watson, Clayton; Emil F. Woller, Champaign; Arthur P. Zimmer, Monmouth and Miss Cora Miller, Pana.

Assistant Pharmacists.—Luba Arnopol; Edgardo Bellezza; Conrad A. Bickhaus; Gustav Bazner; Samuel Biegel; Isador

POPULAR PENN.PH.A. MEMBER NOW A MAJOR.

Promotion for H. C. Byers Follows 26 Years of Active Service in Pennsylvania National Guard.

Many friends in retail drug circles will be interested to know that H. C. Byers of Pottstown, Pa., formerly commissary in the Sixth Regiment, National Guard of Pennsylvania, with the rank of captain, has been promoted to commissary of the Fourth Brigade, N.G.P., with the rank of major and is now a member of the staff of Brigadier General James B. Coryell. The promotion follows nearly 26 years of service which has been marked with frequent promotions in which his pharmaceutical training has been one of the principal stepping stones to his present enviable position.

H. C. BYERS.

Major Byers was graduated from the Philadelphia College of Pharmacy in 1882 and after spending some years in business, he took up the selling end of the business and is now the Eastern Pennsylvania representative of Hance Bros. & White. He is particularly well known to the pharmacists of Pennsylvania as a member of the famous "Busy Bee" Entertainment Committee of the Pennsylvania Pharmaceutical Association for the past 13 years. At the recent annual meeting, Mr. Byers and the chairman of the committee, D. E. Bransome, of Philadelphia, were reappointed by the new president Charles H. LaWall, after a petition had been circulated among the ladies in attendance, asking them to reconsider their determinations to delegate to others the rather onerous duties attending membership on the committee.

Cloz, Theodore M. Ewing, Roy L. Fesler, Edward D. Griffin, Lorenzo F. Gutekunst, Otto L. Hockstadt, Clarence M. Hood, Lincoln Morris, A. Knapp, Jacob Korff, Hector O. Lefebvre, O. J. Lemmon, Earl Moore, Theodore A. Neuner, Lucius E. Pickett, Edgar Sagebiel, Edward H. Terry, Edward L. Van Vleck, Harry A. Wilbur, Joseph J. Wilfert, Nathan Woodle, and Victor E. Zarp, of Chicago; and Geo. S. Carmichael, Quincy, Illinois; Ben A. Isaacs, Edward W. Gunther, LaSalle, Ill.; D. Mars and Harry L. A. Hesse, Quincy.

Assistant Pharmacists.—Albert C. Barnes, Leon A. Marks, Henry S. Mesirow and David H. Wessel, all of Chicago; Wm. F. Broderick, Quincy; Arthur S. Cain, Fred W. Kelly, Lewis R. Knowlton, Harrison L. Kriegshauser, A. L. Muenchefering, East St. Louis; Dora Hight, Peoria; and A. J. Sweazy, Sabina.

Local Registered Pharmacists.—Allen G. Bates, Versailles; Frank B. Meade, Sheridan; Fred F. Patterson, Franklin; Thos. E. Aiken, Earlington; J. Edward Best, Morrisonville and Wm. L. Roberts, Pleasant Plains.

Indiana.

INDIANAPOLIS, July 1. Secretary T. E. Otto, of the Indiana State Pharmacy Board, has granted certificates to the following who passed the last examinations:

Registered Pharmacists.—Henry V. Alexander, Chicago; Louis S. Bowers, Brownstown; Russell L. Bennett, Indianapolis; Curtis L. Brown, Decatur; Harold Crooks, Bridgetown; James J. Cogswell, Cora Heath, James J. Cogswell, Indianapolis; Boyd H. Cook, Lapaton; Frederick W. Daederich, Indianapolis; Edward M. Depp, Osgood; John R. Gantz, Oden; Clarence R. Gantz, Silverlake; Mathias J. Kolo, Hammond; Grover Cleveland Marley, Bedford; Solomon Mayerson, Chicago; Clark T. McCutchen, Chester, W. Va.; Henry C. Miller, Ft. Wayne; Harry W. Miller, Cross Plains; Albert N. Neurberg, Indianapolis; Charles H. Nicholas, Russiaville; Edgar A. Ridgely, Geary; Samuel P. Rough, Danville, Ill.; James A. Rumbly, Indianapolis; Eugene A. Schott, Ft. Wayne; Ernest Fay Sherry, Newcastle; Clyde R. Shirk, Indianapolis; John D. Shutleworth, Terre Haute; James L. Stamps, Greencastle; Omar E. Stout, Bluffton; Clarence L. Smith, Elkhart; William B. Swazee, Indianapolis; Carl R. Templeton, Morocco; Charles E. Trees, Frankfort; Ray L. Troth, Orleans; Henry O. Weihe, Ft. Wayne; Claude A. Welch, Hackleman; O. W. Weir Wood, Angola; Edward M. Leakman, Farmington, Mo.

Assistant Pharmacists.—Harry I. Beckenholdt, Lawrenceburg; Fred R. Berger, Indianapolis; Frank M. Collender, Logansport; Dee Carr, Fairmont; Theodore G. Cressler, Plymouth; George E. Franke, Terre Haute; Joseph Glatt, Indianapolis; William R. Gross, Scipio; Emil H. Grimm, New Albany; Wm. Ira Fuller Hanaway, Frederick H. Haywood, Indianapolis; Ray Harms, Columbus; Mrs. Kate S. Hopkins, Seymour; Glen W. Irwin, Ronchdale; Conrad E. Langfeld, Indianapolis; Harry W. Ledbetter, Connersville; J. Frank Lowe, Columbus; Victor W. McCord, Auburn; Glen L. Phillips, Lafayette; Carl Reinhold, Seymour; Herman Riebling, Indianapolis; Lyman B. Ritter, Chesterton; Henry J. Shilling, Lafayette; Shelton G. Silverberg, Muncie; Othor H. Stone, Clinton; Walter D. Tinsley, Indianapolis; Hubert J. Turner, Danville, Ill.; Emil C. Wolfram, Indianapolis; Arthur S. Wright, Clinton.

North Dakota.

LISBON, July 20. Secretary W. S. Parker, of the North Dakota Board of Pharmacy, announces that the next meeting will be held in Fargo, Oct. 18. At the June examinations the following were successful:

Registered Pharmacists.—Arnold A. Aal, Rugby; Albert M. Anderson, Fargo; D. L. Burdick, Rochester, Minn.; Guy C. Bugbee, Souris; R. F. Butterfield, Minneapolis, Minn.; Geo. C. Benno, Harvey; Frank Chastek, Grafton; N. W. Cutler, Park River; Max W. Dreyfus, Fargo; B. O. Greenfield, Adams; William Humphrey, Moorhead, Minn.; C. A. Hagberg, Wishek; Miss Grace M. Hearth, Denbigh; A. F. Kurth, Conway; Otto J. Korbel, Crosby; Nelfrid Lalliberte, Fargo; Frank McGurren, Hannaford; A. L. McBride, Rugby; D. B. McDonald, Edmore; O. A. Otteson, Fargo; W. L. Rinehart, Dazey; W. L. Sackett, Turtle Lake; Clyde A. Spellman, Carrington; Tollef Solverud, Deering; Nels Vasaden, Fertile, Minn.

Assistant Pharmacists.—Nesper Mesrobe, St. Paul, Minn.; Wm. L. Playfair, Fargo; Alexander Torkelson, Henning, Minn.; Sidney R. Tout, Valley City; Sister M. Conchessa, Fargo; L. [illegible], Minn.; A. [illegible], Fargo; Chas. Stelner, Mankato, Minn.; G. W. Smart, Fargo; Chas. A. Abbott, Minot; Chas. P. Herbst, Towner; Leo. H. Jekel, Glendive, Minn.; Theo. Orvich, Lakota; Arthur F. Sievert, Great Bend; A. L. [illegible], Minot.

New Jersey.

TRENTON, N. J., July 1. Secretary Henry A. Jordan, of the New Jersey State Board of Pharmacy, announces the following list of successful candidates at the June examinations:

Registered Pharmacists.—[illegible]

Assistant Pharmacists.—[illegible]

Registered Assistants.—[illegible]

Registered Pharmacists.—Frank A. Blen, Newark; Minton D. Bross, Rahway; Ralph J. Davenport, Princeton; Anna Goldberg, Newark; James L. Hamilton, Somerville; Fulton C. Hutchinson, Mount Holly; John Henry Kamerling, Paterson; Ernest E. Kipp, Milford, Pa.; Richard Linehan, Bloomfield; Raymond S. Matthews, Bayonne; William R. McLaughlin, Trenton; Rudolph R. Meyer, Hackensack; Niels Nielsen, Plainfield; Wilberforce S. Sigler, Newark; George E. Stevens, Somerville.

Massachusetts.

BOSTON, July 20. Just 180 candidates took the examinations for registered pharmacists during May and June, and of this number 51 were successful, a trifle over 25 per cent. There were 11 different classes, ranging from 17 to 21, and the successful candidates in each class numbered from 1 to 13. Following is the list of successful candidates:

Registered Pharmacists.—William A. Bowers, of Westfield; Jacob Chertkower, of Boston; William P. Curley, of East Bridgewater; John J. Morrissey, of Lawrence; William F. Waldner, of Brookline; Richard M. Altman, of Dorchester; Henry J. Chenette, of Lynn; James H. Farrell, of Brookline; Aaron Feldman, of Boston; Winslow C. Garrett, of North Cambridge; Ernest G. Lundberg, of Camvello; Robert P. McKeough, of Boston; John J. Murphy, of Holyoke; Clarence J. Norton, of Boston; Julian W. Pollard, of Boston; Winthrop M. Quinlan, of Needham Heights; Julius Simon, of Millis; Joseph V. Smith, of Boston, Charles W. Brown, of New Bedford; Lawrence J. Dugan, of Webster; George H. Freeman, of Waltham; William H. French, of North Adams; Camille J. Godin, of Holyoke; Bartholomew B. Kivlin, of Readville; Gustaf Peterson, of Fitchburg; Charles A. Hall, of Roxbury; John E. Sullivan, of Rockland; Roy S. Bence, of Pittsfield; G. Berardinelli, of Boston; Clarence H. Cougle, of East Boston; Thomas F. Cuddy of Lawrence; Edward T. Arnold, of Rockland; Romeo A. Bouin, of Woonsocket; Ernest O. Cook, of Lynn; Charles W. Freeman, of Somerville; Harold H. Golding, of Stoneham; John Hillery, Jr., of Somerville; Saul Michelson, of Chelsea; Miss Nancy L. Reilly, of New Bedford; Miss Carrie L. Sears, of Newton; S. S. Berardinelli, of Worcester; Joseph Cohen, of Boston; Frederick E. Bell, of Saxonville; Joseph E. Gorman, of Beverly; James E. Joyce, of Boston; Carl Krotki, of Boston; William M. McLaughlin, of Woburn; Joseph Tarr, of Boston; Harry D. Foley, of Westfield; Alfonso Baeta, of Boston; Robert Grimes, of Boston.

Assistant Pharmacists.—Fred L. Burt, of Springfield; John J. Curran, of Haverhill; H. A. Howland, of Cambridge; John Oszajca, of Chicopee; Peter G. Ryan, of Roxbury; Kazimir Sidlauskas, of South Boston; James F. Totten, of Lynn; John J Barry, of Lynn; Henry J. Duffy, of Fall River; Amos C. Goodell, of Boston; Albert E. Lynch, of Cambridge; Joseph E. Mutty, of Melrose; Edward H. Wiggin, of Peabody; Ralph K. Howland, of Boston; Arthur H. Johnson, of Woburn; Chas. I. McCarthy, of Pittsfield; William J. Danforth, of Boston; Fred W. Knudson, of Boston; John F. Mullowney, of Somerville; Darwin D. Patterson, of Waltham; Louis P. Boud, of Chelsea; Albert D. Wilson, of West Newton; John F. Davidson, of Atlantic; Francois X. Demers, of Lawrence; William J. Gilcrease, of Lowell; George R. Maigs, of Newton; William Meisner, of Springfield; John F. Moore, of Dorchester; George F. Rumpont, of Boston; Arthur O. Batson, of Cambridge; H. N. Bourgette, of Boston; Arthur C. Gibbs, of Boston; Archie J. Pratt, of North Adams; Charles P. Webber, of Danvers; Charles A. Wilmarth, of Boston; Edward A. Woodside, of Woburn; Miss Mary D. Lang, of Lowell; Miss Louisa E. C. Lambeth, of Boston; Joseph H. Lamoth, of Boston; Pio Barone, of Boston; Michael J. Callahan, of New Bedford; F. Morton Case, of Melrose; James F. Dorris, of Lowell; Howard F. Gilbride, of Brookline; Fred Toohey, of Lawrence; Edward C. Richard, of Chelsea; Harry L. Bruce, of Groton; William H. McGrath, of Amherst; Leo C. Meehan, of Boston; Eugene J. Murphy, of Fitchburg; John F. O'Brien, of Malden; Lorenzo I. Sousa, of New Bedford; Chester N. Bowman, of Hyannis; Quirino Cichetti, of Boston; Michael F. Crawford, of Boston; James E. Long, of Malden; John M. O'Brien, of Boston; Manuel C. Pontes, of New Bedford; Edwin J. Marsh, of Boston; Frank B. Sullivan, of Lawrence.

Examinations have been suspended for the summer and will be resumed in September.

Missouri.

ST. LOUIS, July 20. The next examinations of the Missouri Board of Pharmacy will be held at Cape Girardeau on August [illegible] following were successful at the June examinations held at Moberly:

Registered Pharmacists.—[illegible]

Assistant Pharmacists.—[illegible]

R. M. Harrington, St. Joseph, Charles Jacobus, St. Louis; W. C. Todd.

Assistant Pharmacists.—A. W. Schuman, St. Louis; L. D. Freeman, Fairview; V. S. Irvin, Blackwater; J. A. Kline, Monroe.

North Carolina.

OXFORD, N. C., July 20.—F. W. Hancock, secretary of the North Carolina Board of Pharmacy, announces that the next meeting will be held in Raleigh, Nov. 15. Out of 79 the following have received licenses to practice pharmacy as a result of the last examinations, held in Charlotte:

Lee C. Ashcraft, Mount Airy; Madison W. Brooks, Asheville; William D. Bost, Matthews; Thomas J. Brown, (col.) Charlotte; Jesse Carter, Jr., Aberdeen; William P. Coleman, (col) Raleigh; Grover C. Emerson, Winston-Salem; Hugh L. Gwyn, Mount Airy; Braxton C. Griffin, Concord; Joseph House, Scotland Neck; Robert L. Hart, Henderson; Fabius J. Hunnicutt, Raleigh; James A. Hutchins, Chapel Hill; James B. Hunter, Charlotte; George A. Iseley, Burlington; William L. Johnson, Greensboro; Lloyd M. Jarrett, Asheville; Howell R. Kyser, Rocky Mount; Elbert McLean Matlocks, New Bern; Daniel C. McDonald, Durham; Michael A. Nicholson, Graham; William R. Nowell, Wendell; John B. Perry, Macon; Grier C. Propst, Concord; John B. Polk, Charlotte; Robert L. Reinhardt, Forest City; Elbert G. Robertson, Raleigh; James H. Townsend, Red Springs; Aaron T. Salling, Wilmington; Clarence E. Shaw, (col.) Charlotte; Joseph L. Wilkerson, Durham; George W. Waters, Jr., Goldsboro; Walter R. White, Warrenton; Connie H. Wilson, Greensboro; Richard K. Webb, Charlotte.

New York—Western Branch.

BUFFALO, July 20.—Secretary George Reimann announces that the following were successful at the June examinations of the Western Branch of the New York Board of Pharmacy:

Pharmacists.—Guy W. Alberty, Buffalo; Arthur H. Ayrault, Rochester; Charles W. Balcerkiewicz, Buffalo; Max W. Barker, Buffalo; William Baumbach, Syracuse; Francis F. Carroll, Buffalo; Leslie D. Condie, Niagara Falls; Paul H. Drown, Buffalo; Darius Eshoo, Buffalo; William W. Farnum, Avon; Elmer J. Freischlag, Buffalo; Charles E. Fuller, North Tonawanda; John S. Hart, Hornell; Harold P. Hawks, Buffalo; Clayton S. Helm, Buffalo; Amson F. Hendrickson, Watkins; Harry W. Hubbard, Buffalo; Arvid W. Johnson, Buffalo; Charles R. Kingsbury, Waverly; B. C. Leemhaus, Jamestown; Chester MacLaren, Buffalo; Joseph W. McElroy, Syracuse; Hugh S. Mosher, Buffalo; Ivan H. Rider, Batavia; Floyd G. Rounds, Buffalo; Charles F. Weed, Niagara Falls; Burt M. White, Buffalo; Joseph J. Williams, Buffalo.

Druggists.—Francis H. Coonan, Buffalo; Florence B. Hamburg, Rochester; Mary B. Oberfill, Buffalo: Arthur Payne, Salamanca, and Alphonse B. Weigel of Buffalo.

Georgia.

ATHENS, July 10.—Below are given the results of the last examinations held by the Georgia Board of Pharmacy:

Druggists.—G. J. Austin, of Monticello; J. K. Atwood, of Milledgeville; J. H. Campbell, of Commerce; J. A. Clements, of Macon; E. K. DeLoach, of Daisy; L. D. Fain, of Faceville; C. B. Goldthwaite, of Troy, Ala.; L. S. James, of Decatur, Miss.; P. B. Knox, of Social Circle; James A. Leggett, of Shubertha, Miss.; Malcolm J. Long, of Mount Pleasant, Tenn.; Rufus G. Minick, of Batesburg, S. C.; J. F. Meeks, of Macon; H. B. Montcastle, of Cedartown; A. C. Moore, of Cedartown; L. W. Nelson, of Baxley; J. K. Patrick, of Athens; Percy C. Rossee, of Eatonton; R. H. Sardling, of Atlanta, and L. T. Waters, of Brooklet.

Apothecaries.—E. L. Bridges, of Tennille; R. C. Davis, of La Grange; F. W. Haines, of Atlanta; F. M. King, of Macon; J. R. King, of Shady Dale, and Wallace Parnell, of Bainbridge.

Virginia.

RICHMOND, July 20.—As a result of the last examinations of the Virginia Board of Pharmacy, licenses have been issued to the following persons:

Registered Pharmacists.—H. L. Burrows, Fairfax; Sm. G. Willis, Lynchburg; W. T. Beck, Danville; R. C. Howard, Norfolk; R. C. Brown, Richmond; John C. Parish, Smithfield; S. M. Burch, Richmond; Wade H. Foy, Richmond; N. C. Foscue, Richmond; Wm. H. Baskerville, Richmond; S. S. Bowman, Staunton; M. M. Moore, Richmond· J. A. Thompson, Jr., Abingdon; Jno. T. Doggett, Danville; M. L. Eggleston, Port Norfolk.

Registered Assistant Pharmacists.—Ernest G. Johann, Richmond; E. B. Moncure, Orange; R. M. Thompson, Purceville; L. H. Botts, Richmond; R. L. Mason, Norfolk; L. S. Hollowell, Selwin, N. C.; Miss Louisa M. Shield, Richmond; Jas. M. Long, Lynchburg; Jas. H. Patterson, Jr., Washington, D. C.; H. B. Grigg, Greensboro, N. C.; Robert L. Clanton, Danville.

Next examinations will be held in Richmond, on Oct. 3.

Texas.

GONZALES, July 1.—Secretary R. H. Walker announces that the following candidates passed the Waco examinations of the Texas State Board of Pharmacy:

Elbert F. Beall, Rusk; Alfred M. Burns, Tenaha; Ewing R. Cock, Marshall; Marshall R. Collins, Arlington; Clifford Davison, Rosenberg; Fred D. Glover, Chillicothe; R. C. Grananberry, Waco; Wm. H. Grothaus, San Antonio; Daniel G. Guy, Denton; Herman E. Hielscher, Giddings; R. E. Johnson, Giddings; Geo. M. Kearney, Ballinger; H. W. Landrum, Bertram; Henry B. Littlepage, Ft. Worth; Wm. T. Matlage, Rosenberg; T. B. McClary, Bronson; J. D. McMahon, Center; Alden M. Moon, San Antonio; E. C. Moore, Brownwood; Isaac Mintz, Nacogdoches; Marion F. McKinney, Malone; Ferd. P. Olson, Dallas; Geo. H. Schwab, Jonesboro, La.; M. S. Seely, Wortham; C. R. Stone, Jasper; Otto F. Weise, Giddings; Lucion I. White, Coleman; Edgar I. Wood, Brady; Harris Zeve, Nacogdoches; M. C. Hodges, Georgetown; Frank Paxton, North Ft. Worth; C. F. Watts, Gainesville; C. Richard Hill, Decatur; J. Ben Harris, Talpa; A. R. Carroll, Ft. Worth.

These officers were elected: Tom J. Snell, president, Cooper; W. F. Robertson, treasurer, Gonzales; R. H. Walker, secretary, Gonzales. The board will meet again at Galveston, Sept. 20.

Manitoba.

ST. PAUL, Minn., July 20.—The examiners of the Pharmaceutical Association of Manitoba, E. Nesbitt and C. W. Campbell of Winnipeg and M. Westaway of Miama, have thus reported on recent major examinations:

Passed with Honors in Order of Merit.—H. E. Thompson, C. B. Nichol, C. L. Copeland, W. Harrison.

Pass List Alphabetically Arranged.—H. Armetaige, W. A. H. Anderson, B. H. Bartlett, J. C. Bright, G. N. Crawford, W. S. Dunlop, C. L. Dutton, R. J. Dawson, A. S. Doherty, Roy Duff, N. G. Gray, W. Hutchings, C. W. Lyttle, F. A. Masterman, G. R. Corquodale, W. H. Ringer, E. R. Simpson, A. M. Sanders.

Supplementals Allowed.—W. J. Hogge and J. Shoin in theoretical chemistry and theoretical pharmacy.

Minnesota.

ST. PAUL, July 1.—Secretary Charles T. Heller, of the Minnesota State Board of Pharmacy, announces that the following have passed the Board's examinations:

Registered Pharmacists.—Delbert E. Bersing, August H. Boehm, Chester E. Harding, Edward L. Hoffman, Frederick J. McCann, Claude M. Stanley.

Assistant Pharmacists.—Oscar E. Baer, Burt B. Bosen, Wyatt A. Cable, Joseph E. Dahl, Wm. H. Ebeltoft, Anthony V. Engel, Carl A. Erickson, Silas W. Graben, John B. Grones, Wm. F. Hoppe, Arthur W. Neujahr, Victor R. Noer, Carl A. Ringdahl, Cyrus P. Wesley, Wm. J. Appel, Naomi F. Holden, Richard C. Johnson, Thomas T. Klovstad, Charles J. McWold, Irving L. Smith, Nels Vasenden, Arthur J. Yackel.

Kansas.

ELLSWORTH, July 20.—Secretary W. E. Sherriff, of the Kansas State Board of Pharmacy, announces that the next examinations will be held at Beloit, August 24. At the Salina examinations of 40 applicants only these 15 passed:

S. C. Arnold, Hudson; Ina F. Bechard, Clyde; Raymond Davis, Howard; Harley S. Martin, Clay Center; A. T. Meyers, Leavenworth; Frank Rowland, Mulvane; William Shellhaas, Abilene; R. H. Wigner, Gridley; J. E. Balling, Wichita; E. E. Berglund, Salina; Chester A. Evans, Marion; Will H. Musil, Ellinwood; Blaine Miller, Clay Center; Cleve Satterfield, Emporia; J. G. Thew, Conway Springs.

Colorado.

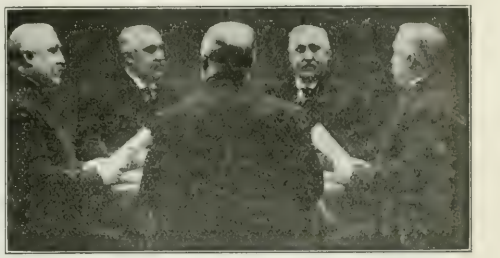
DENVER, July 20.—At the last examinations of the Colorado Board of Pharmacy the following were successful:

Registered Pharmacists.—Earl B. Barnaby, Greeley; Ralph H. Crawford, Denver; E. P. Halloway, Littleton; H. Clay Kienzle, Denver; Thomas H. McCabe, Denver; Harry W. Smith, Denver; T. F. Shuler, Colorado Springs; Arval Sarles, Denver; Mattie M. Wilson, Boulder; Harry Spiceley, Denver; Frank A. Wittenberg, Colorado Springs; Harry Dent, Denver.

Wisconsin.

MADISON, July 20.—Edward Williams, secretary of the Wisconsin State Board of Pharmacy has established an office in his drug store at West Main street and Monona avenue, this city. It has been decided by the board that in the future all examinations for certificates as pharmacists will be held in Madison.

DO YOU RECOGNIZE THE MEN IN THIS PICTURE?



No? Well they are really only one man, William F. McConnell, the genial, faithful and efficient secretary of the Drug Trade Section of the New York Board of Trade and Transportation, recently re-elected, after long service. The illustration typifies Mr. McConnell's ubiquitousness, for he is credited with being able to do the work of almost any five men in his particular line of usefulness.

THE DRUG MARKETS

MARKET SEASONABLY QUIET.

Opium Inactive and Prices Lower—Angostura Tonka Beans and Long and Short Buchu Higher.

CHANGES SINCE LAST REPORT.

A—Acid, Citric (Keg, lb. .41)	lb.	.45	— .49
A—Asafetida, extra, selected	lb.	1.30	— 1.40
Powdered	lb.	1.60	— 1.70
D—Buchu Leaves	lb.	.70	— .80
A—Beans, Tonka, Angostura	lb.	3.00	— 3.25
A—Buchu leaves, Long	lb.	1.25	— 1.30
Powdered	lb.	1.35	1.40
Short	lb.	1.25	— 1.30
Powdered	lb.	1.35	— 1.40
D—Buds, Cassia	lb.	.30	— .35
A—Gentian, Resin	lb.	.28	— .38
Powdered	lb.	.42	— .50
D—Lactucarium	lb.	5.80	— 6.00
D—Morphine Acetate, ¼ oz. v	oz.	3.55	— 3.70
D—Morphine Hydrochloride, ¼ oz. v	oz.	3.55	— 3.70
D—Morphine Sulphate, 1 oz. vials	oz.	3.45	— 3.50
¼ oz. vials	oz.	3.65	— 3.70
D—Oil Aniseed, Star	lb.	1.35	— 1.45
D—Oil Citronella	lb.	.40	— .70
D—Oil, Haarlem, Dutch	gross	4.00	— 4.25
D—Opium, Natural	lb.	5.80	— 6.00
Granulated	lb.	7.10	— 7.30
U.S.P. Powdered	lb.	7.10	— 7.30

NOTE: A, *advanced*; D, *declined*; C, *correction*; N, *New*.

See page 840 and following pages for Prices Current.

NEW YORK, July 24.—Dealers in drugs and chemicals continue to report the general market quiet with the movement into consuming channels only moderate and the demand chiefly for jobbing quantities. Seasonable conditions prevail, however, and the undertone continues fairly steady. There have been a number of changes during the month, but none of them of a spectacular nature. Opium is inactive and easy at the reduced quotations. Quinine is quiet but steady. Angostura tonka beans are scarce and much higher. Spanish saffron is firmer with most holders quoting a further advance in values. Quotations on morphine have been reduced while balsam of peru, true, is quiet, although prices are well maintained. Both varieties of buchu leaves are higher and the spot market has been cleaned up of all supplies. Asafetida is selling at full prices and cassia buds are firmer both [illegible].

OPIUM.—Remains dull and the market has a decided inactive appearance, with the undertone easy, jobbers asking [illegible] and $4.10 @ $4.30 per pound for both granulated and U.S.P. powdered. Advices under date of June 11 state that arrivals in Smyrna this year [illegible] against [illegible] at the corresponding date last year. The stock in Smyrna is about [illegible]. There has been considerable [illegible] of the weather and the excessive rains have tended to lower the quality of the opium.

QUININE.—Continues to move slowly and chiefly in a routine jobbing way, with manufacturers' prices unchanged [illegible] tins. At the regular monthly bark auction in London on July 19 the unit value was 5½d, which is the same as that [illegible]

MORPHINE.—Is [illegible] with business [illegible] and manufacturers have made [illegible] prices. For the [illegible] jobbers are asking $3.45 @ $3.50 [illegible] ½ ounce vials, per ounce, $3.65 @ $3.70 [illegible].

ASAFETIDA.—Shows increasing firmness and prices of grades testing 50 percent. have been materially advanced. For extra [illegible] $1.30 @ 1.40 per pound; powdered, $1.60 @ $1.70.

COD LIVER OIL.—Cable advices received from Norway last month report the official final catch for the season as follows: 55,750,000 fish yielding 35,360 barrels of oil against 56,500,000 fish and 43,500 barrels of oil for the corresponding date of last year, showing that the total catch this year is 8140 barrels less than last year. The price of oil is somewhat firmer owing to the good demand, the inquiry being chiefly for 5 and 10 barrel lots and quotations for desirable brands are firmly maintained at $32 @ $34 per barrel as to brand and quantity.

TONKA BEANS.—Angostura are again higher owing to steadily diminishing supplies and for the small stock available, quotations have been advanced to $3 @ $3.25 per pound and only small quantities are offered.

BALSAM PERU.—Continues extremely scarce and quotations for true are firmly maintained at the recent advance to $2.15 @ $2.25 per pound. For inferior descriptions the figures can be considerably shaded.

BUCHU LEAVES.—Short variety is attracting increased attention and reports of dealers are conflicting. The demand is reported good, however, with sales at $1.25 @ $1.30 per pound.

CASSIA BUDS.—Are cabled higher abroad and local dealers have advanced quotations to 30c. @ 35c. per pound.

OIL STAR ANISE.—Nothwithstanding star anise seed is again cabled higher in producing markets, a revision of quotations on the oil shows a lower range, jobbers now asking $1.35 @ $1.45 per pound.

HAARLEM OIL.—Dutch has an easy tone and in most quarters jobbers are asking $4 @ $4.25 per gross. Stocks however are not large and importers are still having some trouble in getting through their goods.

GUAIAC.—Resin is firmer under the influence of cable advices of much higher markets abroad, and the quotation for select U.S.P. has been advanced to 28c @ 38c. per pound. Powdered, 42c. @ 50c. per pound. The spot stock is reported light and closely concentrated.

LYCOPODIUM.—Is again firmer, owing to stronger markets abroad and reports that the crop will not be an average one. Quotations remain as in our last report, viz. 50c @ 60c. per pound.

SAFFRON, SPANISH.—Is higher in producing markets and would be higher here in sympathy, except for competition among local dealers.

GLYCERIN.—Refined is again higher under the influence of continued strong primary markets for crude abroad and manufacturer's price show an advance of 1½c. per pound.

CELERY SEED.—Is firm under an increased consuming demand and the trend of values continues upward.

New $90,000 Home for Philadelphia Co-operative Co.

PHILADELPHIA, July 20.—One of the most important recent transactions in drug circles in this city was the purchase by the Philadelphia Wholesale Drug Co. of the building of Thomas Potter Sons & Co., 522 Arch street. The building will be remodeled and about January 1, 1911, the company will move into it. The company's new home is four-stories in height, is of brick, 30 x 200 feet and is particularly well fitted to meet the demands of the new owners. The price paid was $90,000. The significant part of the deal is the steady development of the company, which is composed of nearly 300 retail druggists. Sixteen years ago the company leased the first floor and basement of 610 Arch street and since then they have acquired the remaining floors as well as the building next door. But even these accommodations proved inadequate. Frank R. Rohrman, the president and general manager, as well as the other officers and directors, are being complimented upon the progress made.

MR. Tafel Honored by the A.S.T.A.

LOUISVILLE, July 20.—At the tenth annual convention of the American Surgical Trade Association at St. Louis, Theo[illegible], of this city, was elected first vice-president. He [illegible] and is one of the most widely known surgical instrument men in the country.

It Costs Us $150,000

TO TELL THE WOMEN THAT *YOU* SELL

DIAMOND DYES

Every year we spend $150,000, and more, in advertising Diamond Dyes through the medium of the great women's publications.

These magazines, carrying our advertisements, reach every nook and corner of the country. Women read them and are influenced by the sound convincing arguments, and beautiful style pictures in color.

To the women in *your* immediate vicinity we tell an intimate story of the countless superiorities, the many uses and the wonderful economy of

DIAMOND DYES

So you see this $150,000 in advertising greatly increases your sales.

Now in order not to disappoint customers it is necessary to keep a complete assortment of colors always on hand.

If you do not already carry Diamond Dyes be sure to write at once. Don't miss the handsome profits from the best selling 10 cent article in your store.

Diamond Dyes are and always have been the "Standard of the World" because they are perfect in formula, positive in action, certain in result.

A FEW VALUABLE HINTS

When a lady asks for Diamond Dyes first tell her you have Diamond Dyes for wool and Diamond Dyes for cotton. That no dye in the world works successfully with all kinds of materials.

Explain that wool, silk, alpaca and camel's hair are animal fibres that take up the dye very slowly, so it is necessary for her to use Diamond Dyes for wool.

And that cotton, linen and mixed goods are vegetable fibres that absorb the dyes quickly, so it is necessary for her to use Diamond Dyes for cotton.

Therefore, if she gets the right dye for the material, there is absolutely no chance of failure.

The Diamond Dye direction book will furnish every detail of information and the Diamond Dye Annual will give her the latest styles and many testimonials of the success of others.

There are many convincing arguments in favor of home dyeing and we are presenting them to the women of the country in a clear and forcible manner.

WELLS & RICHARDSON CO.

BURLINGTON, VERMONT

LEGITIMATE SHIPMENT OF COCAINE LAWFUL.

Manufacturers and Lawful Dealers Can Send It by Mail to Physicians, Pharmacists and Dentists.

WASHINGTON, July 20.—Recently published statements that just before adjourning Congress passed a bill concerning the shipment by mail of cocaine and other habit forming drugs are incorrect. In January, 1910, as an amendment to the Criminal Code, Congress passed the following:

"All kinds of poison and all articles or compositions containing poison are hereby declared to be non-mailable matter —*but* the Postmaster-General may permit the transmission in the mails under such rules and regulations as he shall prescribe as to the preparation and packing of any articles hereinbefore described which are not outwardly or of their own force dangerous to life, health or property."

In connection with the above the Postmaster-General prescribed the following regulation:

"Medicines composed in part or wholly of poison or poisons, and anaesthetic agents which are not outwardly or of their own force dangerous to life, health, or property, and not in themselves unmailable, may be admitted to the mails for transmission in the domestic mails *from the manufacturer thereof or dealer therein to licensed physicians, surgeons, pharmacists and dentists and not otherwise* when inclosed in packages as prescribed in section 496 (That is, so that the contents may be readily examined while in transit in the mails) "Provided, that the package bears the label or superscription of the manufacturer or dealer in the article mailed."

Thus it will be seen that the law as it is at present prohibits the mailing of cocaine, etc., *except* by a manufacturer or legitimate dealers, to a physician, pharmacist or dentist.

Paint, Oil and Varnish Association Meets Earlier.

The board of control of the National Paint, Oil and Varnish Association has authorized a change of date for the association's annual convention from October 11, 12 and 13, to September 27, 28 and 29. The railroads refuse to accord special rates after October 1 and by meeting earlier about $3000 may be saved to the members.

Your **Profits**

of 100%—consider that on an article retailing for $1.00 a bottle.

Your **Name** a part of every advertisement of the goods in your home paper. Built to make it *your* advertisement. Contracted for by the year.

The **Remedy** a repeater—an article of sterling merit that actually performs the cures.

Your **Treatment**—broad, liberal—better than you're used to—no better than you deserve. That's what you get behind you when you

Take the Agency for

ZEMO

The clean treatment for Eczema, Pimples, Dandruff and all diseases of the skin and scalp. Come—get in line for the most satisfactory account you ever handled—we back you up.

E. W. ROSE MEDICINE CO., St. Louis, Mo.

ATTRACTIVE WINDOWS IN LOUISVILLE STORE.

Woman's Figure Centers Elaborate Display Suitable for Going Away Season—Prizes for Decorator.

LOUISVILLE, July 20.—A novel window scheme was recently displayed at Pharmacy No. 3, of T. P. Taylor & Co. The south window was used for the sole purpose of making a big display of all articles for use during the summer trip to the seaside or to the mountains. The main figure was that of a woman, garbed in true get-away-day style, carrying a suitcase adorned with labels of foreign hotels and express companies. In her other hand she carried a sign, reading, "How many of these articles will you need when you go away this summer?" and the remainder of the display consisted of articles conducive to the comfort of the summer traveler.

Thermos bottles, talcum powder, bath sponges of all sorts, manicure sets, traveling medicine chests and brushes in every possible style were distributed over the floor of the window. The sides were attractively decorated with fancy washrag bags and bath mats. Catchy windows, such as the above, have proved a very paying proposition in advertising for T. P. Taylor & Co., and it has been noticed by the Louisville public that this firm is right up to the minute in decorating their windows in a manner appropriate to whatever season or holidy approaches.

C. B. Hutsengiller, who is one of the most expert window dressers in druggists' lines in this section of the country, has been engaged for some time by the company, and has delivered the goods on several occasions, having won two or three prizes that were offered by various papers and clubs in Louisville for attractive windows.

Fraud Order Stands Against Cora B. Miller Co.

KOKOMO, Ind., July 20.—The Cora B. Miller Medicine Co., against which a fraud order was recently issued by the post-office department, will be reorganized and resume business under a different name. The government held that Cora B. Miller is not a physician and had no active part in the conduct of the company's affairs, and that the company advertised that it had remedies that would cure cancer and other maladies commonly considered incurable. The concern will do business, it is understood, under the name of the Miller Medicine Co., and will eliminate from its advertising all statements objected to by the postal authorities in the investigation recently made.

New Quarters for United Cigar Stores Co.

The entire stock of the United Cigar Stores Co. has been moved from the headquarters of the corporation at 44 West 18th street, Manhattan, to one of the model loft buildings of the Bush Terminal Co., South Brooklyn. The 225 Manhattan and the 28 Brooklyn stores, as well as a large number located out of town are now supplied with stock from the new quarters, and nearly all the manufactured goods carried are now shipped direct from the various factories of the American Tobacco Co., to the Bush lofts, which are situated within a stone's throw of a series of steamship piers and a union freight station.

Balcony Used For Optical Goods and Prescriptions.

LOUISVILLE, July 20.—One of the most up-to-date prescription departments in this city may be found at Pharmacy No. 2, of T. P. Taylor & Co., in Fourth avenue. Some new ideas have been incorporated in this department at its removal to larger and newer quarters in the store last August. The department occupies considerable floor space on a balcony in the rear, the front part being devoted to the optical department. The first advantage of the balcony location is that this affords the prescription clerks opportunity to work without being discommoded by any passing to and fro, and they are above the noise and bustle of the store.

Employees Make Merry at Glen Island.

On July 12 the employees of the Hoffmann La Roche Chemical Works, 65 Fulton St., New York, held their first annual outing as guests of the house, spending the day at Glen Island. The amusement programme included a clam bake, baseball, various games for both ladies and gentlemen, winding up with dancing.

MARCHAND'S
MEDICINAL PREPARATIONS

If you, Mr. Pharmacist, had devoted over *a quarter of a century* to the manufacture of five high grade preparations with only one standard of purity and uniformity, wouldn't you feel they were better than those made by a newcomer?

Then, is it any wonder we are proud of *our* preparations?

We were the first to manufacture Peroxide of Hydrogen (Marchand's) for medicinal purposes—that was thirty-one years ago—we are the PIONEERS.

PHYSICIANS KNOW

That MARCHAND'S PEROXIDE OF HYDROGEN (medicinal, 15 Vol.) is superior, because it is 50% *stronger* than the ordinary U.S.P., 10 Vol., and because it contains *NO ACETANILID*, and is absolutely free from any impurities.

That HYDROZONE (30 Vol.) is *THREE TIMES AS STRONG* as the ordinary preparations, and that it is the *most powerful of all germicidal agents*, yet is *absolutely non-poisonous*.

That GLYCOZONE ($C_3H_6O_4+C_8H_8O_3$), because of its remarkable properties is of signal value when applied to inflamed mucous membranes or other tissues. It is especially serviceable in acute and chronic forms of gastritis, intestinal catarrh, gastric ulcer, etc.

HYDROZONE AND MARCHAND'S PEROXIDE OF HYDROGEN (Medicinal) are put up in the best quality of flint glass bottles, for the reason that flint glass is not so brittle as amber glass. This, in connection with Marchand's improved process of manufacture, reduces the risk of breakage to a minimum.

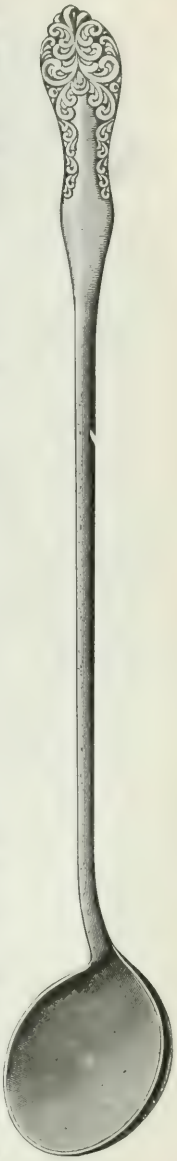
When a prescription or a request comes to you for MARCHAND'S PEROXIDE OF HYDROGEN (Medicinal), HYDROZONE, GLYCOZONE, MARCHAND'S EYE BALSAM or the DREVET MFG. CO.'S U.S.P. H_2O_2 Official, see that it is dispensed and no attempt made to urge anything else upon the customer.

Your profit is LARGER than it would be if you urged the sale of an inferior article.

DREVET MFG. COMPANY
MANUFACTURING CHEMISTS
SOLE PROPRIETORS OF
CHAS. MARCHAND'S MEDICINAL PREPARATIONS
57-59 PRINCE ST., NEW YORK

NOTICE
To Druggists

Three Dozen Long-Handled
Silver Soda Spoons FREE
"W. R." Brand, made by Rogers



In order to thoroughly introduce **REX BITTERS** to the **Drug Trade**, we will send FREE with each case of **REX BITTERS** ordered during the month of June, 3 dozen long-handled Soda Spoons.

These spoons are Wm. A. Rogers, Ltd. "W. R." Brand; guaranteed Heavily Silver Plated on German Silver Base. Size and style of spoon same as illustration.

These Spoons ordinarily sell for $2.50 per dozen.

You will find **REX BITTERS a ready seller**, as it is staple and is well advertised to consumers.

REX BITTERS is recognized by the United States Government as a medicine, and no tax is required to sell it. Guaranteed to give satisfaction or your money refunded.

Price of Rex Bitters to the trade, $8.00 per case.

Retails for 50 cents and $1.00 per bottle.

Each case contains 12 large or 24 small bottles.

For $8.00 you receive one case of **REX BITTERS** which retails at....	$12.00
Three doz. Rogers Silver Spoons worth..	7.50
	$19.50
Total cost to you.	8.00
Your profit	$11.50

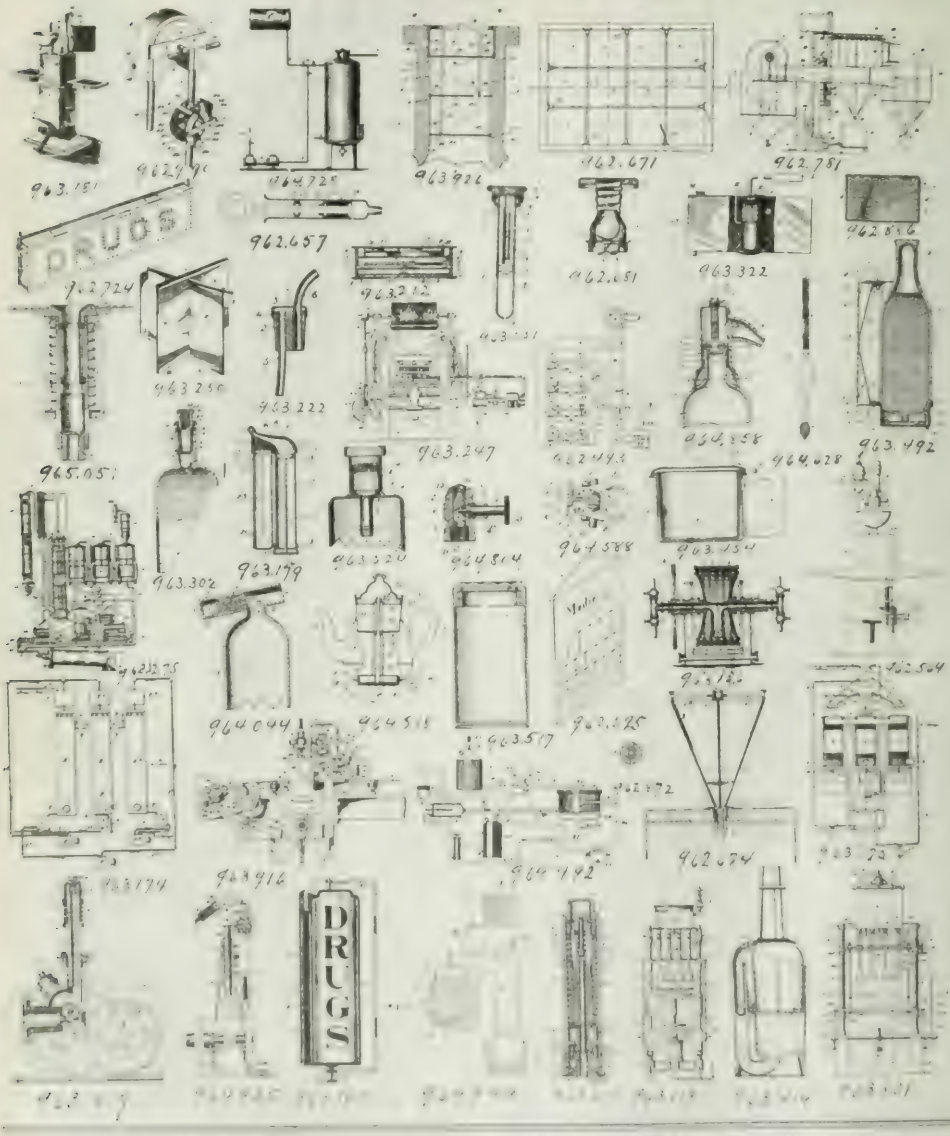
Watch this space each month for other valuable premium offers.

REX BITTERS CO., 1742 Michigan Ave., Chicago:
Please send me..... cases REX BITTERS at $8.00 per case 50 cent size..... $1.00 size..... Also 3 doz. Wm. A. Rogers, Ltd. Silver Plated Soda Spoons free with each case of REX BITTERS ordered.

Name.....

Address.....

PATENTS, TRADE MARKS, ETC.—(See Page 832)



PATENTS.

(Continued on Page 834)

Major's Cement

You don't only make a friend by selling reliable goods, but a customer as well. If you sell a person an inferior cement, to earn a better profit, and it does not give satisfaction to the purchaser, he or she in all probability will condemn all cements and never buy another bottle of any kind—thus you lose in the end any way.

If you always sell the best even at a lesser profit you will gain the good-will of the buyer and consequently sell more. Thus the increase in sales will more than make up for the difference in profit and you will be further ahead than if you sold the less reliable goods, both in reputation and financially.

The above is true with the majority of goods but more so with cement as it is an article that is not a necessity and the demand for it can easily be killed. We do not avoid expense in manufacturing the best article of its kind and give you the best that can be had on the market.

MAJOR MANUFACTURING COMPANY
461 Pearl Street, NEW YORK CITY

THE NEW PACKAGES—CAPSULES 5 GRAINS

New packages thoroughly advertised to physicians only—in strict accordance with medical ethics.

Sealed containers. Contents perfect in all seasons—in all climates.

Usual prescription is 30 capsules 5 grs. 30's size bottle fills prescription promptly and attractively (*druggist removing our label*).

All wholesalers carry these packages.

N. B.—The Powder Packages are still supplied.

RESOR-BISNOL CHEMICAL CO.
BALTIMORE, MD.

BISMUTH SUBNITRATE

¶ This is the season of the year when Bismuth Subnitrate should be in large demand and we take occasion to draw attention to the excellence of our product. The advantages of *unusual bulkiness* and other desirable qualities can only be appreciated by giving our article a trial in the dispensing department. Supplied in 1 and 5-pound boxes by wholesale druggists throughout the United States. *Insist upon receiving our original packages.*

Specify "M.C.W."

MALLINCKRODT CHEMICAL WORKS
ST. LOUIS NEW YORK

PATENTS.

(Continued from Page 830.)

962,724—J. C. Smith, Kalamazoo, Mich., assignor to American Stay Co. Stay.

962,7[illegible]—Ernest Fischer and Peter Bergell, Berlin, Germany. Process of making a neutral sodium salt of lactobutinic.

962,781—Wm. S. Osborne, Hyde Park, Mass., assignor to American Dispensing Co. Method of dispensing fluid substances.

962,[illegible]—W. Whitlock, Brooklyn, assignor to Raines & Co., New York. Soluble perfume tablet.

962,[illegible]—Fred Hendricks and Carl S. Dyas, Chicago. Animal-trapping device.

962,[illegible]—A. L. Lewis, Devall Bluff, Ark. Portable fountain-syringe.

962,[illegible]—Joseph W. Wittemann, New York, assignor to Wittemann Bros. Bottle-capping machine.

Granted July 5, 1910.

963,[illegible]—L. A. Kocher, Fort Worth, Tex. Ointment-applier.

963,[illegible]—Joseph H. Conlon, Cleveland. Bottle-machine.

963,[illegible]—Emil Hartwich and Ernest Schmitz, Frankfort-on-the-Main, Germany, assignors to Farbwerke vorm. Meister Lucius & Brüning, Hoechst-on-the-Main. Anthracenylglycocoll.

963,156—E. F. Kern, Knoxville, Tenn., assignor of one-half to P. S. Brown, New York. Method of making aluminum fluosilicate.

963,180—Jos. Meyers, Denver. Wind-operated revolving sign.

963,[illegible]—Otto Proelss, Kansas City. Process of making chemically pure sulphuric acid.

963,[illegible]—Lloyd F. Richards, Los Angeles. Pocket-atomizer.

963,181—Lars Rod and Arthur F. Atwood, Attleboro, Mass. Guard appliance for bottle-capping machines.

963,186—Edward N. Trump, Syracuse, assignor to Solvay Process Co., Solvay, N. Y. Filtering and drying apparatus.

963,210—Paul Conrad, Chicago, assignor to Chas. P. Monash. Mechanism for sealing bottles.

963,212—Samuel Davis, New York, assignor to Cleopatra Vanity Box Co. Toilet or vanity box.

963,222—John Hedlund, Kansas City. Bottle-stopper.

963,247—Leroy S. Pfouts, Canton, O., assignor to Miller Pasteurizing Machine Co. Machine for treating bottles.

963,250—Elmer C. Rose, Defiance, O. Partition-strip for bottle-crates.

963,254—George L. Schaefer, Brooklyn. Phenol sulphonate of opium alkaloids.

963,275—Harry O. Chute, New York. Manufacture of alcohol and by-products and apparatus therefor.

963,302—Frank B. Locke, Sharpsville, Pa., assignor of one-third to Harry E. Locke. Non-refillable bottle.

963,322—Frederick Purdy, Kenosha, Wis., assignor to executors of T. B. Jeffery, deceased. Apparatus for mixing and containing liquids.

963,414—George W. Banta, Jersey City, and Elbert E. Wicks, Hudson Heights, N. J. Container for liquids.

963,454—Christian W. Meinecke, Jersey City, assignor to Whitall Tatum Co., New York. Sputum-cup and holder.

963,492—Joseph Williams, William H. Williams, and Edward R. Williams, Sharpsburg, Pa. Disinfector or deodorizer.

963,517—Chas. T. Coll, Pittsburg. Jar-closure.

963,524—Harry N. Cupp, Pittsburg. Antirefillable bottle.

Granted July 12, 1910.

963,901—Joseph Nader, Waukesha, Wis. Bottle-filling machine.

963,916—Frederick A. Meier, Norfolk Downs, Mass., assignor to National Wafer Company. Lozenge-making machine.

963,926—Henry C. Nelderee, Kerhonkson, N. Y. Non-refillable bottle.

964,004—Frederick McCarron, Fort Hancock, N. J. Bottle.

964,164—Heinrich Kayser, Darmstadt, Germany. Composition of matter to be used for making acid-proof cement.

964,[illegible]—Peter Carlsson, Landskrona, Sweden, [illegible] consisting of said Carl Peter Carlsson, deceased, assignor of one-half to Joseph H. Wallace & Co., New York. Soda-lye evaporator.

964,415—Adolph Frank, Charlottenburg, Germany. Method of producing hydrogen from water-gas.

Granted July 19, 1910.

964,[illegible]—[illegible] Calvert, New York. Oxygen generator.

964,518—Julian R. Holley, Bristol, Conn. Percolator.

964,588—Edwin Walker, Erie, Pa. Bottle-holder for cork-pullers [illegible].

964,[illegible]—[illegible], assignment N. J. Hydrometer.

964,[illegible]—[illegible], Yazoo City, Miss. Apparatus for extracting [illegible] from [illegible].

964,[illegible]—[illegible] Porter, Meriden, Conn., assignment to Edward [illegible], Meriden, Conn. Gas Regulator for burners.

964,858—Paul Fuzy, Pittsburg. Antirefillable bottle.

964,[illegible]—[illegible] Marshall and Lloyd Schlegel, New York, assignors to Henry W. Aylward, Brooklyn. Bottle-capping head.

964,[illegible]—[illegible], Munich, Germany. Extracting oil [illegible].

964,[illegible]—[illegible] Yonkers, New York. Mouthpiece for [illegible].

Copy of any TRADE-MARK or PATENT, with 64 page Booklet on LEGAL TRADE MARKS, PROTECTIVE PATENTS and FOOD and DRUGS ACT, sent for 25 cents. G. H. DAVIS, Attorney, 908 G St., N.W., Washington, D.C.

TRADE MARKS.

Published June 28, 1910.

47,148—Norvell-Shapleigh Hardware Co., St. Louis. Talcum powder and toilet water.

47,756 and 47,757—Thomas Holloway, London, Eng. Ointment.

47,758—Thomas Holloway. Pills.

47,913—Sherman D. Clegg, Wheeling, W. Va. Remedy for catarrh, hay-fever, asthma, cold in head, etc.

48,058—Michael H. Navin, Boston. Pills.

48,359—Taylor Instrument Companies, Rochester. Thermometers, hydrometers, barometers, urinometers, flash-test apparatus, etc.

48,887—Ferdinand Freund, New York. Medicinal lotion.

49,259 and 49,260—Baldwin Perfumery Co., Chicago. Perfumery, toilet water, sachet-powders, face creams, etc.

49,305—Wm. S. Laughorne, Jr., Norfolk, Va. Gonorrhea and gleet remedy.

49,542—Anglo-American Pharmaceutical Co., Ltd., London, England. Tablets prepared from lactic-acid bacilli of Bulgarian milk.

49,828—Cosmus C. Slothower, Harrisburg, Pa. Liniment and cough-syrup.

49,940—Oakland Chemical Co., New York. Preparation of hydrogen dioxide used as an antiseptic and disinfectant.

50,170—John West, Santa Anna, Tex. Remedy for diseases of cattle.

Published July 5, 1910.

42,[illegible]—[illegible] Hahn, Berlin, Germany. Shaving-cream.

42,838—Alberic de la Teyssonniere, Pau, France. Remedies for diseases of dogs.

46,739—Edward G. Brown, Tampico, Mexico. Pills.

48,232—K. K. Landespriv. Milly-Kerzen-, Seifen-und Glycerin-Fabrik von F. A. Sarg's Sohn & Cie., Vienna, Austria. Perfumery and preparations for cleansing and preserving teeth, mouth, skin and hair.

49,783—Hiram L. True, McConnelsville, O. Remedies for headache, liver complaint, costiveness, dyspepsia, etc.

50,005—Meyers Manufacturing Co., Watertown, N. Y. Suspensories, trusses and bandages.

50,099—J. H. Zeilin & Co., Inc., Philadelphia. Menthol, glycerin, and gum-Arabic tablets for coughs, colds, hoarseness.

50,100—J. H. Zeilin & Co., Inc. Medicine for disease of stomach and liver, constipation, indigestion, malaria.

50,139—J. & E. Atkinson, Ltd., London, Eng. Perfume, toilet powder, hair-lotion, and toilet water.

Published July 12, 1910.

35,359—Giuseppe S. Ficini, Chicago. Remedies for malaria.

46,218—The Trio Medicine Company, Point, Tex. Remedy for fits and nervous troubles.

48,835—William V. Slaker, Chicago. Foot remedy in tablet form.

48,858—Evaristo Rodriguez Isern, Granja de Escarpe and Castellvell y Vilar, Spain. Remedy for seasickness.

48,861—The Home Treatment Remedy Co., Sault Ste. Marie, Mich. Medicinal suppositories and medicated supporters.

48,878—The Synvita Medicine Co., Lima, Ohio. Remedies in block or tablet form.

49,135—Warner Remedy Company, Chicago. Veterinary remedy.

49,196—C. E. Simmons Medicine Company, Inc., St. Louis. Remedy for fever and chills.

49,497—J. H. Zeilin & Co., Inc., Philadelphia. Remedy for fever and ague, dropsy, jaundice, etc.

49,817—Fred I. Friend, Providence. Remedy for diseases of the eye.

Published July 19, 1910.

35,840—Finlay, Dicks & Co. Ltd., New Orleans. Handkerchief perfume, toilet water, etc.

36,931—Pierre Famel, Paris, France. Medicine for treating colds, bronchitis, etc.

41,370—Haefner Remedy Co., St. Louis. Foot-powder.

42,167—Guy L. Widup, Oakland, Cal. An antiseptic.

44,700—Frederick F. Ingram Co., Detroit. Toilet preparations.

48,088—Paul C. Gill, Los Angeles. Scalp-lotions, foot-lotions, and hair-dressing.

48,628—Edward Burnham, Chicago. Face-creams, Toilet powders, perfumes, etc.

48,745—John P. Holliway, St. Joseph, Mo. Medicines for piles.

48,819—Booth's Distillery Limited, London, England. Orange-bitters.

49,374—William F. Hill, Richmond, Ind. Remedy for diseases of the blood.

49,878—The Zymole Company, New York. Antiseptic and astringent mouth-wash.

50,007—Skiddoo Remedy Company, Seattle. Remedy for chills, fever and ague.

50,060—The Hoffmann-La Roche Chemical Works, New York. Remedy against pneumonia and [illegible] affections, etc.

50,193—Royal Health Medicine Co., Middleboro, Ky. Remedies for [illegible], rheumatism, etc.

50,563—Charles S. Hollander, St. Louis. Acid pyrogallic crystals.

50,[illegible]—American Drug Co., Baltimore. Preparation for the toilet for water used in the bath.

Miss Dow Buys Large Warehouse.

CINCINNATI, July 20.—Miss Cora Dow has purchased from R. F. Balke the big Sextons warehouse and office building at Ninth and Broadways for $60,000. Miss Dow will use it for general offices and warehouse. The purchase is subject to a ground rent of $2100 for 20 years. At the end of this period, Miss Dow may purchase the real estate.

NEW AND ATTRACTIVE

Advertising signs and novelties will be cheerfully supplied on receipt of a line from you, with your card or label, that we may be certain to get your name and address correct. If you write to us we will send you customers, not only for our remedy, but for all you sell. Your customers will be pleased, your business will be enlarged and your profits thereby increased to our mutual advantage as a result of our outlay and enterprise and your co-operation.

PLEASE REMEMBER *the VERY LIBERAL DISCOUNT OF* **EIGHT PER CENT**

which all wholesale druggists allow on our remedy on one gross lots or over from the list price of $48.00 per gross, and of five per cent on half gross lots and over, and send in your orders direct to your wholesaler, but write to us for the advertising matter. It pays to sell SYRUP OF FIGS AND ELIXIR OF SENNA, and we wish to increase your sales. Thanking you most cordially, we are, yours very truly,

CALIFORNIA FIG SYRUP CO.

Louisville, Ky. SAN FRANCISCO, CAL. New York, N. Y.

WRITE FOR **Catalog**

Real Razor Strops

THAT ARE

EDGE MAKERS

AND

PROFIT GETTERS

Our Strops sell because they are made of the Correct Material, and the Prices are Right

Let us send you a small sample line for your approval

Koken Barbers' Supply Co.

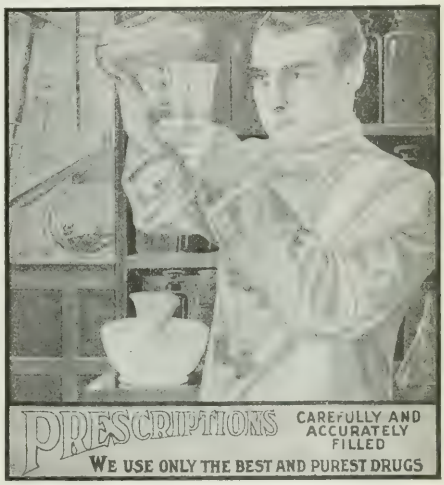
STROPMAKERS

ST. LOUIS

Keep Your Name and Location Before the Public

With our beautiful new eight-sheet, five-color Lithographed Poster, 7x9 ft. Cost of printing and posting will average about 5c. per day. Cheapest and best advertising. One order only sold each town. First come first served. Write us for particulars.

We also have same sized poster for Soda Fountain.



GREAT WESTERN PRINTING CO.

513-17 ELM STREET, ST. LOUIS, MO.

A BIG $2 WORTH

One Copy Dispenser Soda Water Guide
One Copy Money Making Hints
The Soda Fountain for One Year

D. O. Haynes & Co., Publishers, 82 Fulton St., N. Y.

Wall Display Cases
Partitions
Workboards
Fluid Extract Cases

"Good Fixtures"

W. B. McLEAN MFG. CO.

1038-1056 HERRON AVE., PITTSBURGH, PA.

We make a specialty of Planning and Building Drug Store Fixtures

Show Tables
Chairs and Stools
Counters
Special Work

BUSINESS NOTICES

Two Courses in Pharmacy Offered at Illinois.

On another page the University of Illinois School of Pharmacy, Chicago College of Pharmacy, announces that its fifty-first annual course of instruction will begin on Tuesday, September 20. The shorter course, leading to the degree of Graduate in Pharmacy, will continue for thirty-one weeks, closing Thursday, April 27, 1911, and the longer course, leading to the degree of Pharmaceutical Chemist, which also begins on the date first mentioned, but does not close until June 9, 1911, the course comprising two annual sessions of thirty-seven weeks each, with instruction on five days each week, and amounting to about thirty-three hours weekly or a total of 2300 hours in the entire course.

The Illinois University School of Pharmacy is thoroughly equipped with all the necessary means of imparting to young men and young women the technical training necessary for the successful practice of pharmacy. Owing to the increased requirements for the practice of pharmacy throughout the country it is necessary that the young man or young woman should be properly qualified and it is the aim of those in charge of this school to supply this information. The well-equipped laboratories afford the best of opportunity for acquiring the technical skill employed in identifying, preparing, testing and dispensing drugs and medicines.

The course leading to the degree of Graduate in Pharmacy is so arranged as to require the attendance of each student on three days of each week and from twenty to twenty-one hours weekly during two annual sessions of thirty weeks each. This arrangement is advantageous to drug clerks who desire to spend a part of their time in drug stores while attending school, thereby adding to their practical experience and at the same time earning a part or all of their living expenses. Send for an announcement of the Illinois University School of Pharmacy and learn what it has to offer.

Druggists Now Carry Salvar in Stock.

The Salvar Medicine Co., St. Louis, Mo., in an advertisement in this issue of the ERA call attention to the merits of Salvar, a proprietary specialty which they say is recognized by the public and profession as a permanent remedy for blood-poison acquired or hereditary, such as rheumatism, paralysis, locomotor ataxia, necrosis, catarrh, malaria and all worst forms of blood disease. The manufacturers also state that Salvar is carried by the better class of druggists in every state and territory, and the trade need have no hesitancy in pushing this preparation which pays a good profit and that with little trouble. The Salvar Medicine Co., supply signs and novelty advertising to dealers. Write for full information to the Salvar Medicine Co.

Practical Tests for Mothersill's Seasick Remedy.

As most of the ERA's readers know Mothersill's Seasick Remedy has been recently tested by a series of demonstrations in the English channel, Irish and Baltic Seas with great [illegible] In the London Daily Express and the press of Great Britain and Scandinavia generally. To further add to these commendatory testimonials of the effectiveness of this remedy the manufacturers inform us that the Hamburg-American Line, after thorough tests by their doctors, have [illegible] Read the [illegible] in the ERA and write for [illegible]

NEW INCORPORATIONS

[illegible]

Medicine Co. Capital, $100,000. Incorporators: Ferdinand Stehlgens, Ernst Arnold, N. J. William R. Hoole and H. L. Moore, New Brunswick, N. J.

Atmospheric Gas Co., Boston, Mass. To deal in cork wood. Capital, $20,000. Incorporators: President Clarence W. Bowditch, treasurer and clerk Elmer G. Foster, all of Boston.

General Drug Co., Osceola, Ark. Capital, $5,000. Incorporators: W. J. Lange, J. L. Williams, J. C. White, S. L. Gladish, B. F. Taylor, Clyde Robinson, J. W. Rhodes, R. B. Nolen, R. N. Hall, H. H. Coe, H. Westberg, C. L. Moore, Jr.

Red Cross Pharmacy Co., Colorado Springs, Colo. Capital, $25,000. Incorporators: W. J. Musick, M. L. Musick and Grace L. Musick. Corporation has purchased and will take over the business of the Owl Drug Co.

Arabian Hygienic Co., New York, to manufacture and deal in medicines, hygienic and pharmaceutical supplies. Capital, $50,000. Incorporators: J. A. Price, J. Lichtenstein, J. M. Gottlieb.

General Drug Co., New York, to manufacture and deal in medicines, drugs, chemicals, etc. Capital, $50,000. Incorporators: Arthur A. Alexander, Martin B. Cohn.

W. H. Smith Chemical Co., Muskogee, Okla. Capital, $5000. Incorporators: W. H. Smith, Perthonia Steadman, E. W. Walker.

Firemen's Pharmacy Co., Newark, N. J.; druggists, chemists, etc. Capital, $50,000. Incorporators: Gustave W. Gabin, Joseph G. Spatz, Newell J. Ward and E. Percy Ward.

Schroeder Candy Co., Queens, N. Y. Capital, $15,000. Directors: Anton Schroeder and Christian Gerbels, of Elmhurst, and George J. Schneck, Corona.

The Druggists' Supply Co., Cleveland, Ohio. Capital, $10,000. Incorporators: F. E. Hottel, W. S. Schwetzer, John L. Dowling, P. J. Brady and H. V. Farrell.

Hardigg Drug Co., Uniontown, Ky. Capital, $2000. Incorporators: O. C. Hardigg, Gobson Chapman, William M. Morgan.

Waverly Drug & Chemical Co., Waverly, Tenn. Capital, $50,000. Incorporators: W. M. Jordan, J. H. Baird, P. D. Houston, E. T. Sweeny, T. O. Morris, Jr., and H. B. Cain.

Pharmacal Products Co., Chicago, Ill.; to manufacture drugs and chemicals. Capital, $24,000. Incorporators: Anson H. Brown, Emma Jung and Hesen Jung.

Sanitary Drinking Fountain Co., Wilmington, Del.; to manufacture and deal in drinking cups, patent drinking fountains, etc. Capital, $200,000. Incorporators: J. S. Kauffman, L. D. Birmingham and John H. Lowe, all of Pittsburg.

Sirolin Co., New York; drugs, chemicals, physicians' supplies, etc. Capital, $100,000. Incorporators: W. Janvier, S. Moffitt, O. V. Schenck.

Peck's Hall of Pharmacy, Mineola, N. Y. drugs, chemicals, oils and colors. Capital, $10,500. Incorporators: Francis A. Lowe, Joseph E. Wood and Harry G. Goodale.

Colman Specialty Co., Boston, Mass.; drugs and groceries. Capital, $25,000. Incorporators: President, Juliette J. Colman, Revere; treasurer, Isaac V. Marston, Stoughton; clerk, James McDowell, Danvers; attorney, Charles S. Baxter, Boston.

A. C. Harrison Drug Co., Alto, Texas. Capital, $5000. Incorporators: A. C. Harrison, Sam Harrison and [illegible]

Katzenbach & Bullock Co., Trenton, N. J.; to manufacture acids, alkalies and chemicals of all kinds. Capital, $25,000. Incorporators: Henry W. Hartman, Ralph Robinson, John R. Phillips.

Mebs Drug Co., Columbus, O. Capital, $10,000. Incorporators: Charles L. Link, Fred J. Mebs, D. Mitchell, George D. Harris, George E. Okey.

Higginson Drug Co., Wichita, Kan. Capital, $10,000. Incorporators: Frank Garrety, H. S. Hickok, Frank Porter, Sylvia Garrety, Frances Porter.

Auto High Rail Co., Atlanta, Ga.; to manufacture and sell soft drinks. Capital, $100,000. Incorporators: J. H. Walton, Love Culbreth, S. H. Fuller.

Rankin-Fogle-Francy Drug Co., Muskogee, Okla. Capital, $100,000. Incorporators: V. A. Rankin, B. J. Fogle, R. M. Francy.

Hall & Reynolds Drug Co., Lakeview, Ore. Capital, $10,000. Incorporators: T. V. Hall, Pearl Hall, Fred Reynolds.

Voelker Drug Co., Rockville Center, N. Y. Capital, $8500. Incorporators: John C. Voelker, Edward P. Voelker, John P. Voelker.

[illegible] Perfumes, New York; manufacture and deal in soap, perfumeries, etc. Capital, $250,000. Incorporators: Henry Dalton, Leonard M. Daltos, E. Newton Curpenter.

Lewisburg Drug Co., Lewisburg, Ky. Capital, $4000. Incorporators: R. E. Glenn, Jr., E. W. Duncan and R. E. Glenn.

[illegible] Co., Baltimore, Md. Capital, $5000. Incorporators: William J. Luers, E. P. Govan, Jr., F. N. Burke.

Harry Spriggs, Inc., New York City; to manufacture and deal in drugs, medicines, toilet articles, etc. Capital, $5000. Incorporators: [illegible] Spriggs, Julia Maria Bushnell, Gonzalo [illegible]

Abbeyville Drug Co., Abbeyville, S. C. Capital, $4000. President, J. C. Hill; vice-president, J. R. Nickels; secretary and treasurer, M. D. Parker.

Slater Drug Co., Virginia, Neb. Capital, $5000. Incorporators: [illegible]

Morgan Drug Co., Fordyce, Ark. Capital, $20,000. Incorporators: S. R. Morgan, A. B. Banks, E. L. Pye, Dr. W. J. Pinson, J. H. Alphin.

Dr. G. B. Abbott Co., Chicago, Ill.; to manufacture, compound [illegible] Capital, $5000. Incorporators: George J. [illegible] D. Katz, C. L. Pascal.

[illegible] Co., Los Angeles, Cal.; to manufacture and deal in toilet articles, [illegible] Capital, $25,000. Incorporators: E. S. [illegible] L. H. Pelz, C. L. Andrews.

[illegible] Co., Brooklyn, New York; to manufacture and sell [illegible] Capital, $5000. Incorporators: [illegible] Edward W. Dieckmann and [illegible] Capital, $5000. Incorporators: [illegible]

U. S. AND BARKEEPERS' FRIEND
METAL POLISH
Used and Endorsed by the Leading Druggists
SOLD ALL OVER THE WORLD
HIGHEST AWARD—Chicago World's Fair, 1893; Louisiana Purchase Exposition, St. Louis, Mo., 1904.
GEO. WM. HOFFMAN
296 E. WASHINGTON ST. INDIANAPOLIS, IND.

Wholesale Drugs, Chemicals and Sundries
GUARANTEED FOOD AND DRUGS ACT
WRITE FOR PRICE LIST
BAKST BROTHERS
439 GRAND STREET NEW YORK CITY

1820 GRAY'S OINTMENT 1910
FOR BOILS AND SORES OF ALL KINDS.
Price, $1.75 per Doz.
Gray's Celebrated Pile Ointment.....$3.00 per doz.
Gray's Carbolic Salve ..... 1.50 per doz.
House's Liver and Rheumatic Pills.... 1.50 per doz.
W. F. GRAY & CO., Nashville, Tenn.

Make a note of the brand—Y & S—on our Pepsin Gum. This brand—Y & S—has been used by us and our antecedents for forty years on the best known stick licorice in this country.

It means just as high quality when used on our chewing gum.

Four flavors: LICORICE, PEPPERMINT, WINTERGREEN, SPEARMINT. Each piece wrapped singly, 5 pieces to package, 20 packages to box. Order a trial box, assorted if required, from your jobber.

NATIONAL LICORICE CO.
BROOKLYN, N. Y.

SCHOOL SUPPLIES
Druggists' and Stationers' Sundries, Camels' Hair Brushes, Fancy Goods, Novelties, Musical Instruments, Harmonicas, Etc.
WRITE FOR PRICES
EUGENE B. BAEHR, Mfrs. Agent
684 Broadway, New York

100 per cent PROFIT by handling
OXY Preparations

OXY Peroxide Cream, 2 oz. Jars	$1.75 per doz.
OXY Peroxide Tooth Powder	1.50 per doz.
OXY Peroxide Talcum Powder	1.50 per doz.
OXY Peroxide Soap	1.50 per doz.

All the above are scientific preparations in attractive packages
Quick Sellers and Repeaters at 100 per cent Profit
Bell Chemical Co., 58 E. 116th St., New York
Geo. Borgfeldt & Co., Wholesale Distributers

IN TIN BOXES (24 Powders)
BULK BOXES (Green Label, Yellow)
ASK YOUR JOBBER
Or write direct for Prices
FULL WEIGHT
SEIDLITZ POWDERS
Guaranteed under the Food & Drug Act, June 30, 1906. Serial No. 1009
CHARLES R. DOANE
MANUFACTURER
1189 Atlantic Av.
BROOKLYN N.Y.

WHEN YOU ARE BUYING LOCAL VIEW CARDS

Why not buy them from the house that makes most of the BEST ones seen in the Central and Western States?

¶Prices better than Germany can offer and SUPREME QUALITY at the Price. Samples cheerfully sent anywhere.

E. C. KROPP CO. DEPARTMENT E Milwaukee, Wis.
LOCAL VIEW EXPERTS ESTABLISHED 1898

BUSINESS NOTICES

Bensonhurst Pharmacy Changes Hands.

The Bensonhurst Pharmacy, shown in the above illustration, is located in Brooklyn, N. Y., and has the name of being one of the busiest drug stores on Long Island. It was formerly owned by Julius F. Schirott, but has just been purchased by Wilmot E. Fanning, N.Y.C.P. '91, Herman Henry Breuer, N.Y.C.P. '92, being the broker who brought about the sale. Mr. Schirott will travel in Europe. Mr. Fanning, the new owner, is also well known in Metropolitan drug circles as proprietor of the store at the corner of Seventh avenue and Union street, Brooklyn. The gentlemen shown in the picture are (left to right) Herman H. Breuer, Harry Miller, August Eberhardt and Wilmot E. Fanning. Commendatory of his part in the transaction and of his Affidavit System of selling drug stores Mr. Breuer received a written testimonial from both Mr. Schirott and Mr. Fanning.

Lithographed Posters for Billboard Advertising.

The Great Western Printing Co. of St. Louis, is placing before up-to-date, wide awake druggists a new and practical method of advertising, in a new four-color Lithographed Poster, 7x9 feet, to be posted in good prominent locations by the local billposter of each city. But one order of these posters will be sold to a town.

There is no better nor cheaper method of publicity than the billboards for keeping your name and location before the public. The cost is about 5c. a day for printing and displaying an advertisement that should interest the progressive druggist of each city. The Great Western Printing Co. furnish the posters in quantities as desired, with name, location, etc., printed and nicely displayed in the panel of the poster, occupying about one quarter of the design which is shown in their "ad" on another page of this issue of the ERA. Write them for particulars.

Some Advantages of the "All at Once."

The "All at Once" Ice Cream Machines, manufactured by the Stover Manufacturing Co., Marietta, Ga., and advertised on page 843 of this issue of the ERA, have many features which will commend them to manufacturers of ice cream. From one to three cans of cream can be frozen at once in the two gallon freezers, and from one to six cans can be frozen at once in the five gallon freezers, as best suits the user. In place of anyone or all of the freezers can be put a shaving machine, meat chopper, Stover coffee mill, egg beater, cream whip, coffee mill or any machine of the nature, thus having all your cooking and kitchen machines at one time by the same power. It is also claimed that the steady, easy motion of the "All at Once" gives a far superior cream or ice than by the old way of hand turning each freezer. For the dealer who has to prepare several flavors of cream or ice this freezer is just the machine. Its use means a great economy in time and a great saving in ice, and salt. So confident are the manufacturers of the merits of the "All at Once" Ice Cream Freezer that they offer you fifteen days' free use of the machine with the understanding that if you do not find it satisfactory and will so notify them you will be under no obligation to keep it. Read the advertisement of the manufacturers on page 843 and write for particulars.

Exploiting Anesthone Cream to Physicians.

Reference was made in these pages last month to the new preparation for hay fever which is being marketed by Parke, Davis & Co., the suggestion being offered at that time that pharmacists carry at least a limited supply of the product in anticipation of a probable demand upon the advent of the hay fever season. That the advice was timely is now apparent. So highly does the company regard the new preparation, with respect to both its therapeutic and commercial possibilities, that a campaign is now in progress the manifest purpose of which is to make Anesthone Cream known to physicians from one end of the country to the other. The promotion plans in this instance are in line with those usually adopted by the company when it desires to exploit a new and meritorious preparation, embracing extensive medical journal advertising, circularizing, and systematic "detail" work by traveling representatives.

Anesthone Cream, it may be mentioned incidentally, is the formula of Dr. J. E. Alberts, The Hague, Holland, and contains 1:20,000 of adrenalin chloride and ten per cent of para-amidoethyl-benzoate, in a bland oleaginous base. In the treatment of hay fever it is applied to the nares three or four times a day, a piece the size of a pea being snuffed well into the nostrils. It is said to afford immediate relief in a great majority of cases, producing a prolonged anesthetic effect. It is marketed in a collapsible tube with an elongated nozzle to facilitate its application.

Yale Special Automatic Clock Sales Machine.

On another page will be found the advertisement of the Loheide Mfg. Co., St. Louis, Mo., manufacturers of the Yale Special Automatic Clock Sales Machine. This device is an automatic Eight-Day Mantel Clock to which is attached in the back of the case a patented coin operating check delivering device. The clock is automatically arranged to make sales on the basis of a trifle less than six for a quarter or 6 checks for 25 cents. As a booster for selling cigars, chewing gum and similar goods it beats almost any salesman. It is not a gambling device as there are no blanks and every nickel deposited in the clock delivers a check. See Loheide Mfg. Co.'s advertisement on page 805 and write for particulars.

Headquarters for Homeopathic Vials and Glass Tubing.

The Chesapeake Glass Co., 424-426 Conway St., Baltimore, Md., are well known in the trade as manufacturers and jobbers of Homeopathic Vials, Bottles, Corks, Druggists' Sundries and many miscellaneous articles sold in the drug trade. They can supply all goods of this character at the lowest prices. Read their advertisement on another page and write for samples and quotations. Please mention the ERA when you write.

New Paracamph Co. Elects Officers.

LOUISVILLE, Ky., July 20.—Directors of the new Paracamph Manufacturing Co., recently met in Jeffersonville, Ind., and elected these officers: Walter McCullough, president; Capt. Henry O. Hoffman, vice-president; Thomas B. Bohon, secretary; Willacy J. Schwaninger, treasurer and general manager. The capitalization is $35,000. The company will do business in Louisville.

Base Ball Team and Glee Club Visit N. Y. Drug Club.

The members of the 24 Karat Club base ball team of New York City, and the University of California Glee Club, Berkeley, Cal., were recent visitors at the New York Drug and Chemical Club.

$30.00 FREE!

Our Annual Perfume Offer for 1910 is one of the best and most profitable we have ever offered the Drug Trade. ALLAN'S HIGH GRADE PERFUMES are sold by the largest retail drug stores in the United States and are guaranteed to give satisfaction.

FOR 1910 WE OFFER YOU THE FOLLOWING:

1 pint	Allan's	White Rose Quadruple	$4.00
1 "	"	Crab Apple Quadruple	4.00
1 "	"	Carnation Quadruple	4.00
1 "	"	Locust Flower Quadruple	4.00
1 "	"	Princess Violet Quadruple	4.00
1 "	"	Heliotrope Quadruple	4.00
1 "	"	Janice	8.00
1 doz.	"	25c. Box Perfumes, assorted	2.00
½ "	"	50c. Box Perfumes, assorted	2.00
		Total amount of order	$36.00
		Retails for	$70.00

With this we give you $30.00 worth of goods FREE as follows:

1 doz.	Allan's	Eczema Salve (new pkge.) retails for	$6.00
1 "	"	Kidney Pills (new pkge.) retails for	6.00
3 "	"	Liver Pills retails for	9.00
3 "	"	Laxative Cold Tablets retails for	9.00
			$30.00
		Total retail value of order and free goods	$100.00

All of the above are ready sellers and the perfumes can easily be sold during the holidays, so you are getting $100.00 on a $36.00 investment; besides we will give you an opportunity to sell the goods before you have to pay. We will ship the above offer immediately upon receipt of your order and give you until January 1st, 1911, to pay the bill, or you can deduct 3% for cash and pay the bill on November 1st, 1910.

REMEMBER YOU DON'T HAVE TO PAY UNTIL JANUARY 1st, 1911.

REMEMBER YOU GET $100.00 WORTH OF GOODS FOR $36.00 and you will make a mistake if you don't send us your order today—a postal will do.

ALLAN-PFEIFFER CHEMICAL CO., St. Louis, Missouri

There is Much in Knowing How to Adjust a Fire Loss

Absolute fairness and honesty, first.

A correct knowledge of the property insured, second.

WE HAVE THE FIRST ALSO THE SECOND

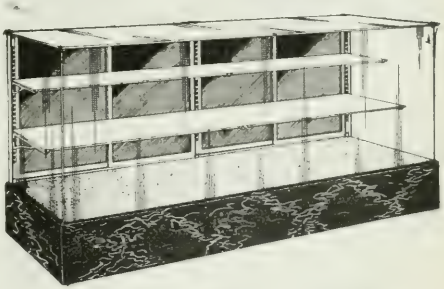
Over a Quarter Million dollar Surplus is in back of every policy. Our premium rate is right.

The American Druggists' Fire Ins. Co.

1215-1216 Mercantile Library Building

CINCINNATI, OHIO

Have You an "American Beauty" IN YOUR STORE?



IF YOU ONLY KNEW

—How beautiful these cases would make your store.

—How greatly they would increase your sales.

—How superior they are to all other cases you would write now and investigate.

The "American Beauty" is the acme of Show Case Construction. Last a lifetime.

Write for catalog B.

Grand Rapids Show Case Co., GRAND RAPIDS MICHIGAN

Branch Factory: Lutke Mfg. Co., Portland, Ore.

Offices and Exhibit: New York, 724 Broadway; St. Louis, 1329-31 Wash. Ave.; Boston, 51 Bedford St.

Under one own Management

Largest Manufacturers of Store Fixtures in the World

BUSINESS NOTICES

High Grade Show Cases and Store Furniture.

The John Hoffman Co., 302-8 South Washington Square, N. Y. City, are issued their new catalogue illustrating the Hoffman High Grade Show Cases and Store Furniture, and the manufacturers and the necessity for protection of goods and Hoffman High Grade Wardrobes, copies of which every person who desires to advertise his store should obtain. The special merits of this company in show cases, store hydraulic and interiors are fully illustrated and the designs are characteristic of grace, elegance and usefulness, and built with a full knowledge of the different businesses for which store furniture is wanted. As a druggist you will be interested in these store fixtures and it will pay you to look over the designs of Prescription Counters, Druggists' Wall Cases and various Store Fittings offered by the John Hoffman Co. Read their advertisement on another page and send for catalogues.

Zemo, the Story of a Successful Proprietary.

A new advertisement on page 828 of this issue of the ERA is that of Zemo, manufactured by the E. W. Rose Medicine Co., of St. Louis, Mo. This remedy has had a phenomenal growth in popularity and its constantly increasing sale has been the subject of much favorable comment among proprietary manufacturers and retail druggists. The originator of Zemo, Mr. E. W. Rose, a pharmacist and graduate of the Chicago College of Pharmacy, early realized that there was a public need for a truly efficient, reliable and clean eczema remedy and set about to evolve such a preparation. In this work he had the assistance of his uncle, Dr. J. H. Rose, a medical man and highly esteemed physician of Harrisburg. The results of their investigations were most satisfactory and in 1904 a corporation to manufacture the remedy was organized with a capital of $125,000, the business being located at St. Louis. Since that time there has been a steadily increased demand for Zemo throughout the country, a demand that from the very first has been energetically furthered by vigorous advertising, the advertisements of Zemo today being run in over 2000 carefully selected newspapers. This campaign of publicity is sure to create a still further demand for Zemo and druggists will do well to carefully read the advertisement of the E. W. Rose Co.

Besides being a remedy for eczema and other skin diseases the preparation has a wide range of usefulness as an antiseptic and germicide and is also recommended in the treatment of prickly heat, rash, hives, cuts, bites, sores, etc., as well as for general toilet purposes. Zemo, with Zemotone and Zemo Soap, are claimed by the manufacturers to constitute perfect treatment for all affections of the skin and scalp. The agency for the sale of these proprietaries is held by leading druggists throughout the country, and you can make no mistake in looking into a proposition that will net you 100 per cent on your investment.

University of Maryland School of Pharmacy

(The Maryland College of Pharmacy, 1841-1904)

The Sixty-seventh Annual Session will begin September 27, 1910. Catalogue giving full information in regard to requirements for admission, courses of instruction, expenses, etc., will be mailed upon application. Address,

CHARLES CASPARI, Jr., Dean
University of Maryland BALTIMORE, MD.

PHILADELPHIA COLLEGE of PHARMACY

The oldest, largest and best College of Pharmacy in the United States.

The College that educated Diehl, Ebert, Coblentz, Hallberg, Eberle, Ryan and others equally prominent, and numbers among its present faculty, Remington, Sadtler, Kraemer, Moerk, LaWall, well-known authors and teachers.

COURSES OFFERED

PHARMACY. A very complete course leading to the degree of P. D. (Doctor in Pharmacy) or P. C. (Pharmaceutical Chemist).

MATERIA MEDICA, BOTANY, PRACTICAL BOTANY AND PHARMACOGNOSY

CHEMISTRY. Analytical, Pharmaceutical and Industrial, preparing the student for a professional career either as an Analyst or Teacher, or, as a Manufacturing Chemist.

Bacteriological and Microscopical instruction which can be taken with the above courses will fit the student for all lines of Industrial Chemistry.

COMMERCIAL TRAINING. A course of special value to the Pharmacist.

PHYSICAL CULTURE. A new course for 1910-1911 under the direction of a Physician and a Physical Director.

Store employment with College privileges easily secured. P. C. I. assistants being always in demand.

For full information regarding entrance requirements, tuition, etc., address

J. S. BEETEM, Registrar
1128 N. TENTH STREET PHILADELPHIA, PA.

TEMPLE UNIVERSITY Philadelphia

Department of Pharmacy

A Co-Educational, Non-Sectarian Institution with 3500 Students in actual attendance

The only University offering Day and Night Courses in Pharmacy.

Day course extends over a period of two years of eight months each, and leads to a degree of Pharmaceutical Graduate (Ph.G.).

Night course extends over a period of three years of eight months each, and leads to a degree of Pharmaceutical Graduate (Ph.G.).

One additional year of eight months is required to obtain the degree of Doctor of Pharmacy (Phar.D.).

Special courses in the various departments of Pharmacy are offered to those who desire them.

For those who wish to specialize in CHEMISTRY, MANUFACTURING, WHOLESALE PURSUITS and preparation for the GOVERNMENT PURE FOOD and DRUG SERVICE, the Temple Day courses offer courses not elsewhere presented by us.

The University Year Begins Thursday, September 15, 1910

For announcement and special information address

DEAN OF DEPARTMENT OF PHARMACY
PROFESSIONAL BUILDING
18th and Buttonwood Streets, Philadelphia

ONTARIO
COLLEGE OF PHARMACY
14 GERRARD ST.
TORONTO.

MASSACHUSETTS COLLEGE OF PHARMACY, Cor. St. Botolph and Garrison Sts., Boston

The year begins the last week in September and ends the third in May.

Offers courses of instruction covering two and three years, and confers the degrees of Doctor of Pharmacy (Pharm.D.), and Pharmaceutical Chemist (Ph.C.).

A certificate covering the equivalent of one year in a high school is accepted for entrance. Special students admitted. Open to both sexes. All courses have compulsory laboratory work connected.

The demand for graduates of this school is in excess of the supply. For further information and catalogue write to

J. W. BAIRD, A.M., Ph. C., M.D., Dean

NINETEENTH YEAR

NEW JERSEY COLLEGE OF PHARMACY

509-511 HIGH STREET, NEWARK, N. J.

SCHOOL YEAR BEGINS SEPTEMBER 12, 1910

Address all communications—E. B. PATTEN, 370 Plane St., Newark, N. J.

UNIVERSITY OF ILLINOIS SCHOOL OF PHARMACY

(CHICAGO COLLEGE OF PHARMACY)

Fifty-first annual session begins September 20th, 1910.

The course for the degree of Graduate in Pharmacy comprises two years of seven months each, with instruction three days each week. Opportunities for employment.

The course for the degree of Pharmaceutical Chemist comprises two years of thirty-six weeks each, with instruction five days each week. For announcement and further particulars, address

W. B. DAY, Actuary, 76 East 12th St., corner Michigan Blvd., Chicago, Ill.

The Brooklyn College of Pharmacy, 265-271 NOSTRAND AVE. BROOKLYN, N. Y.

FALL TERM BEGINS SEPT., 1910 Lecture Fees for Junior, Senior and Post Graduate Course, $90

The Chemical, Pharmaceutical, Dispensing and Pharmacognosy Laboratories are thoroughly equipped for practical work. Library and Herbarium for use of the students.

POST GRADUATE COURSE—Open to all graduates of recognized schools of pharmacy, leading to the degree Doctor of Pharmacy.

For Prospectus and Particulars address WILLIAM HARLOE, Clerk of College, Brooklyn, N. Y.

VANDERBILT UNIVERSITY DEPARTMENT of PHARMACY

Thorough course of study. Well-equipped laboratories. Delightful surroundings. "The requirements for admission are high!" So much the better for those who graduate. They are recognized everywhere not only as pharmacists but men of education. *For catalogue write to*

E. A. RUDDIMAN, Sec. -:- Nashville, Tenn.

COLUMBIA UNIVERSITY

COLLEGE OF PHARMACY of the CITY OF NEW YORK

THE EIGHTY-FIRST ANNUAL COURSE OF INSTRUCTION

of this College will begin on September 26th next, and continue through the academic year.

The College offers a course of two years, consisting of three days instruction weekly, open to those possessing the Pharmacy Student Certificate of the New York State Education Department, based on fifteen Regents' counts or one year's work in an accredited high school, and leading to the degree of Graduate in Pharmacy.

To graduates of this and of other courses properly qualifying for advanced work, a Graduate Course of one year in the microscopical and chemical analysis of foods and drugs is open.

As a department of Columbia University, the College also offers a course of two years, of four days instruction weekly, open to those presenting the Academic Equivalent Certificate of the State Education Department, based on 60 Regents' counts or four years' work in an accredited high school and leading to the degree of Pharmaceutical Chemist. This course prepares students for admission, without examination, to the College of Physicians and Surgeons.

To graduates of this and other courses of equal grade, our regular Graduate Course of one year is open, leading to the degree of Doctor of Pharmacy.

A Summer Preparatory Course of twelve weeks prepares students in special directions for the regular work of the term.

Those intending to take either course will please communicate with

THOMAS F. MAIN, Secretary, 115-119 West 68th Street, New York City

Prices Current *of* Drugs *and* Chemicals

TO SUBSCRIBERS—In comparing your invoice with the prices in this Price Current, remember that the prices here given are those ruling in the New York market, and are the average prices charged to retail druggists. For larger quantities and orginal packages lower prices should be secured. Quality should always be taken into consideration.

Acacia, select white	lb.	.40	— .45
1st select powdered	lb.	.45	— .50
Fine granulated 1st	lb.	.45	— .50
Sorts	lb.	.22	— .27
Sorts, sifted	lb.	.25	— .30
Acetanilid (bbls. or cases)	lb.	.25	— .26
	lb.	.33	— .39
Acetphenetidine, U.S.P.	lb.	1.05	— 1.07
Acetone, pure C.P., Med.	lb.		— .77
Acid, Acetic, No. 8 (sp. gr., 1.040)	lb.	.08	— .10
U.S.P., 36 p. c.	lb.	.09	— .10
C. P., Glacial, 99½ p. c.	lb.	.27	— .28
Benzoic, Eng., true	oz.	.13	— .17
German	lb.	.45	— .50
Boracic, cryst.	lb.	.11	— .13
Powdered	lb.	.12	— .15
Impalp.	lb.	.17	— .22
Butyric, 100 p. c.	oz.		— .27
Carbolic, cryst., bulk	lb.	.10	— .14
10 and 5 lb. cans	lb.	.12½	— .14
Crystals, 1 lb. bottles	lb.	.15	— .19
Crude, 10-95 p. c.	gal.	.20	— .60
Chloroacetic, 1 oz. v.	oz.	.25	— .17
Chromic, 1 oz. v.	oz.	.07	— .11
C. P.	oz.		— .32
Chrysophanic, true, vials	oz.	.35	— .40
Cinnamic, synthetic, v.	oz.	.28	— .32
Natural, 1 oz. v.	oz.		— .40
Citric, cryst. (keg)	lb.		— .41
	lb.	.45	— .48
Granulated	lb.	.40	— .47
Powdered	lb.	.40	— .47
Formic, Conc. 1 lb. bot.	lb.	1.00	— 1.10
	oz.		— .19
Gallic	lb.	.63	— .65
¼s, ½s, 1 lb. cartons	lb.	.65	— .71
Glycerinophosphoric	oz.		— .40
Hippuric	oz.	.65	— .75
Hydriodic, sp. gr. 1.50	oz.	.40	— .42
Sealed Tube	oz.	.50	— .52
Hydrobromic, conc., incl.	oz.		— .17
Dil., U.S.P., 1 oz. v. incl	oz.		— .09
Acid, Hydrocyanic, 1 oz. v., U.S.P.	oz.	.10	— .12
Hypophosphorous, sol., 30 per cent	oz.		— .10
U.S.P., 10 p. c.	oz.		— .11
Lactic, conc., 1 oz. v.	oz.		— .12
	lb.	.68	— .70
Dilute	oz.		— .08
Molybdic, C. P.	lb.		— 5.50
1 oz. vials	oz.		— .44
Muriatic, comi. 20 deg. (Carboys 120 lbs. 2¼c.)	lb.	.05	— .07
C. P. Hydrochloric	lb.	.10	— .15
Nitro-Muriatic	lb.		— .30
Oleic, purified	lb.		— .30
Oxalic	lb.	.12	— .14
Powdered	lb.	.20	— .22
Phosphoric, diluted	lb.		— .10
U.S.P., 1880, 50 p. c.	lb.	.30	— .35
Syrup, 85 per cent	lb.	.35	— .40
Glacial sticks	lb.	.50	— .55
Picric	lb.		— .55
Pyrogallic, ¼, ½ and 1 lb. cans	lb.	1.65	— 1.85
1 oz. v.	oz.	.18	— .21
Pyroligneous, purified	lb.		— .30
Crude	gal.	.25	— .35
Salicylic, 1 lb. carton	lb.	.40	— .42
Bulk	lb.	.38	— .40
From Gaultheria, 1 oz. v.	oz.	.28	— .32
Sulphuric, aromatic	lb.		— .50
Com'l 66° (cb'y 160 lbs.)	lb.		—.01⅞
	lb.	.05	— .06
C. P.	lb.	.10	— .14
Sulphurous, U.S.P. solution	lb.		— .16
Tannic, Phar., 1 lb. cart.	lb.	.70	— .85
Medicinal	lb.	1.20	— 1.30
Tartaric, cryst.	lb.	.27	— .32
Powdered	lb.	.27	— .32
Trichloracetic	oz.	.20	— .27
Valerianic, 1 oz. v.	oz.		— .20
Aconine	oz.		— 3.75
Aconin, 15 gr. v.	ea.		— .25
Aconite leaves, Eng. 1 lb. b.	lb.		— 1.25
German	lb.	.19	— .24
Powdered	lb.	.24	— .29
Root, English	lb.		— .78
Powdered	lb.		— .88
Root, German	lb.	.19	— .25
Powdered	lb.	.24	— .30
Aconitine, Amorp., ¼ oz. v.	ea.		— 1.40
Nitrate, Amor., 15 gr. v.	ea.		— .50
Cryst., 15 gr. v.	ea.		— .30
Adeps Lanae, Anhydrous	lb.	.27	— .29
Hydrous	lb.	.22	— .24
Agar Agar	lb.	.75	— .85
Agaricin	oz.		— .84
Alcohol, Absolute	gal.		— 4.50
Cologne, Sp., 95%, U.S.P., bbls.	gal.		— 2.63
Less	gal.	2.95	— 3.00
Com'l, 95%, U.S.P., bbls.	gal.		— 2.68
Less	gal.	2.90	— 2.95
Denatured, bbls. & ½ b.	gal.	.45	— .50
Less	gal.	.50	— .00
Methylic (Wood), bbls.	gal.	.55	— .60
Less	gal.	.65	— .75
Alkanet Root	lb.	.12	— .14
Alkannin, Powdered	oz.		— .40
Allspice, clean	lb.	.11	— .14
Powdered	lb.	.16	— .20
Almonds, Bitter, shelled	lb.	.45	— .50
Sweet, Jordan	lb.	.45	— .50
Aloes, Barbadoes, true	lb.	.80	— .85
Powdered	lb.	.85	— .90
Cape	lb.	.14	— .18
Powdered	lb.	.22	— .27
Curacoa, gourds	lb.	.18	— .23
Socotrine, True	lb.	.35	— .40
Powdered	lb.	.40	— .45
Purified	lb.	.75	— 1.00
Aloin, 1 oz. v.	oz.	.13	— .15
Althea Root, cut	lb.	.25	— .30
Alum, Ammonia, bbls.	lb.	.02	— .06
Dried, 1 lb. cartons	lb.		— .14
Ground, bbls. or less	lb.	.02¼	— .06
Powdered, bbls. or less	lb.	.03¼	— .06

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of rare quality, deservedly popular among particular people

Violette Rico
TOILET WATER

Not surpassed by any toilet water now on the market. Pays better profit than any other preparation of like quality. Wholesale, $7.00 doz.; retail, 85c. bottle. Order of your jobber.

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Manufacturing Chemists
D. & R. Building NEW YORK

Glass Shelf Fixtures
For Drug Stores
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BUY THEM FOR LESS

Crushed Pineapple
Gallon $1.15
½ gallon $1
Crushed Strawberries
Gallon $1.65
½ gallon .90
Com. Pineapple Syrup
Gallon $1.40
Chopped Nuts in Maple
Gallon $2.40
½ Gallon 1.20

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An Effervescent Laxative Salt

CHOLAX
KOLAX
REGISTERED
For Disorders of the Stomach, Liver and Kidneys
$2.00 and $4.00 Per Doz.
Trial size bottle mailed free to any druggist on request
THE KELVAN COMPANY
56th and Arch Streets PHILADELPHIA

"Quick Loader"

INSECT POWDER GUN

LEADS THEM ALL

It Leads in Quick Sales
It Leads in Durability
It Leads in Construction
It Leads in Applying the Powder
It Leads in Price

There is as much profit and much more satisfaction in selling the "Quick Loader" than any other gun made.

If you buy in lots of 25 gross or more we will place your name on the top plate in place of ours, and in addition will furnish you with a reasonable quantity of attractive powder gun circulars, with your imprint.

Advise us the probable quantity of guns you will wish this coming season and we will make you an attractive price and help you to sell them.

American Can Company

New York Chicago San Francisco

'Roche'

Chemicals, Alkaloids and Specialties

are distinguished for that

Rare Quality

which commends them to particular people.

The standard by which others are being judged.

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The Hoffmann-La Roche Chemical Works
65 Fulton Street, New York

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YOU NEED THIS

LITTLE GIANT ICE CRUSHER

You cannot chip ice RIGHT without a Little Giant—it's impossible.

A LITTLE GIANT Ice Crusher in your store or factory will save you labor, time, ice, money and trouble.

We can prove it—we WILL PROVE IT by letting you have the LITTLE GIANT Ice Crusher you need, for

TEN DAYS FREE TRIAL

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First Cost is all the Cost.

LITTLE GIANT Ice Machines are constructed of the very best materials—they work for you all the time without repairs or expense.

You need a LITTLE GIANT in your business—right this minute is the time to get one.

SCHMIDT BROS. COMPANY
Formerly Davenport Ice Chipping Machine Co.
1324 West Third Street DAVENPORT, IOWA
Catalogue sent you by return mail

Prices Current of Drugs and Chemicals—(*Continued*)

Aluminum Acetate	lb	.10	— .15
Metallic, powd.	oz	.10	— .15
Powdered, coarse	oz		— .10
Sulphate, Com'l	lb	.80	— .90
Cryst., C. P.	lb		— .14
Purified	lb		— .20
Ambergris, gray	dr	4.00	— 4.50
Ammonia, Water, 16 deg.	lb	.04½	— .05
20 deg.	lb	.07½	— .09
26 deg.	lb	.07	— .10
Ammoniac, Gum, tears	lb	.30	— .35
Powdered	lb		— .75
Ammonium, Acetate, crys	oz		— .14
Benzoate	oz	.11	— .14
From true Benzoic A.	oz	.22	— .26
Bromide, 1 lb. bots.	oz	.08	— .12
Carbonate, Jours	lb	.12	— .15
Resub. Cakes, 1 lb. bots.	lb	.30	— .31
Powdered	lb	.20	— .22
Citrate, 1 oz. v.	oz		— .15
Hypophosphite (lb. 1.60)	oz	.10	— .20
Iodide	lb	3.75	— 3.90
Molybdate	oz	.15	— .18
Muriate	lb	.14	— .16
C. P. Gran.	lb	.18	— .20
Gran.	lb	.06¾	— .13
Powdered	lb	.16	— .18
Nitrate, cryst.	lb		— .25
Granulated	lb	.20	— .25
Oxalate, 1 lb. bots.	lb		— .42
Phosphate, 1 lb. bots.	lb	.50	— .60
Salicylate	oz	.90	— 1.00
Sulphate	lb	.05	— .07
Pure, resub.	lb	.28	— .30
Valerianate	oz	.18	— .22
Angelica Root, foreign	lb	.30	— .35
Seed	lb	.35	— .40
Anise Seed, Italian	lb	.17	— .22
Star	lb	.26	— .33
Annutto Seed	lb	.12	— .15
Apomorphine Muriate, Amorphous, ½ oz. v.	ea		— .35
Crystals, ½ oz. v.	ea	1.20	— 1.25
Arecoline Hydrob., 15 g. v.	ea		— .65
Aristol, Bayer	oz		— 1.80
Arnica Flowers	lb	.20	— .25
Powdered	lb	.30	— .35
Root	lb	.40	— .45
Arrowroot, American	lb	.08	— .10
Bermuda, true	lb	.65	— .75
Arrowroot, Jamaica	lb	.20	— .25
St. Vincent	lb	.15	— .20
Taylor's ½ lb. tin, full boxes, 12 lb.	lb	.26	— .32
Arsenic, Bromide, crystals	oz		— .25
Iodide	oz	.32	— .34
White, powd. com'l	lb	.08	— .12
Powdered, pure	lb	.11	— .15
Yellow, Lump (Orpiment)	lb	.16	— .18
Powdered, Medic.	lb	.25	— .30
Asafetida, extra, selected	lb	1.30	— 1.40
Good sort	lb	1.20	— 1.30
Powdered	lb	1.60	— 1.70
Atropine, ¼ oz. v.	oz		— 1.50
Sulphate, ¼ oz. v.	oz		— 1.25
Balmony Leaves, Pressed	lb		— .28
Balsam, Fir, Canada	lb	.70	— .80
Oregon	lb	.20	— .25
Peru, true	lb	2.15	— 2.25
Tolu	lb	.30	— .38
Barium Carbon, prec., pure	lb	.28	— .30
C. P.	lb	.75	— .85
Caustic Hydrate, C. P., Crust	lb		— .75
Chloride, 1 lb. bots.	lb		— .17
Dioxide, Anhydrous	lb		— .30
C. P., 1 lb. bots.	lb		— .90
Nitrate, powdered	lb	.06½	— .11
Pure, 1 lb. bots.	lb		— .37
Sulphate, Powd. (Barytes)	lb	.07	— .10
Pure Precip.	lb	.35	— .37
Basswood Bark, Pressed	lb		— .24
Bayberry Bark, select	lb	.12	— .16
Bay Laurel Leaves	lb	.10	— .15
Bay Rum, P. R., bbls.	gal	1.75	— 1.80
less	gal	2.00	— 2.15
Beans, Tonka, Angostura	lb	3.00	— 3.25
Vanilla, Mexican, long	lb	8.25	— 7.50
Short	lb	5.25	— 6.25
Peruvian	lb	3.75	— 5.00
Bourbon	lb	4.00	— 5.00
Belladonna Leaves, English, 1 lb. bots.	lb		— 1.20
German	lb	.30	— .35
Cultivated, S. & C.	lb		— .50
German Root	lb	.28	— .32
Powdered	lb	.33	— .38
Benzine	gal	.20	— .25
Benzoin, Sumatra	lb	.50	— .55
Powdered	lb	.65	— .70
Benzosol, 1 oz. v.	oz		— 1.25
Berberine, C. P., ½ oz. v.	ea	.60	— .65
Phosphate	oz		— 3.75
Sulphate, 1 oz. v.	ea	1.45	— 1.50
Berberis Aquifolium	lb	.20	— .25
Bismuth, Beta Naph. (Orphol)	oz		— .80
Bromide	oz	.31	— .38
Citrate and Ammonium	lb	2.50	— 2.65
Salicylate, 64 p. c.	lb	2.15	— 2.25
40 p. c.	lb	1.80	— 1.95
Sub-benzoate	lb		— 4.15
Subcarbonate	lb	2.50	— 2.60
Subgallate	lb	2.00	— 2.10
Subiodide	oz	.30	— .33
	lb	3.65	— 3.90
Subnitrate	lb	1.95	— 2.05
Tannate	oz	.20	— .25
Valerianate	oz		— .30
Blue Mass (Blue Pill)	lb	.55	— .60
Powdered	lb	.60	— .65
Blue Vitriol (see Copper Sulphate)			
Bone, Cuttlefish	lb	.20	— .25
Powdered	lb	.20	— .25
Jewelers'	lb	.60	— .65
Boneset, Leaves and Tops	lb		— .20
Borax, Refined	lb	.08	— .09
Powdered	lb	.08	— .09
Buchu Leaves, Long	lb	1.25	— 1.30
Powdered	lb	1.35	— 1.40
Short	lb	1.25	— 1.30
Powdered	lb	1.35	— 1.40
Buckthorn Bark	lb	.15	— .18
Buds, Balm of Gilead	lb	.50	— .55
Cassia	lb	.30	— .35
Burdock Root, Crushed	lb	.20	— .25
Seed	lb		— .20
Cacao Butter, bulk	lb	.30	— .35
Baker's A and white	lb	.40	— .45
Dutch	lb	.32	— .38
Huyler's, 12 lb. box	lb		— .30
Maillard's	lb	.35	— .40
Caffeine, pure	lb	3.75	— 4.00
	oz	.30	— .32
Benzoate	oz	.31	— .36
Bromide	oz	.31	— .33
Citrated	lb	2.75	— 2.80
Hydrobromide, gran., eff.	lb	.50	— .55
Hydrochloride (true salt)	oz	.35	— .35

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A PAIN-RELIEVING HEALING OIL

25 and 50 cents

M. R. ZAEGEL & CO.

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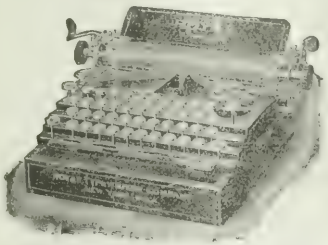

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PRICE PROTECTION
is after all the only live issue —the one that gives point to the druggists' motto:

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THE DR. MILES MEDICAL CO.
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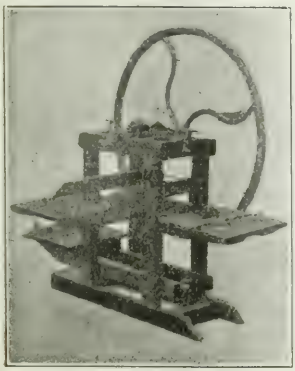

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The only machine which operates two, three, five or more Ice Cream Freezers, any make (any size) at the same time. No experiment. Have been in use over six years in several Southern States Saves many times its cost in one season.

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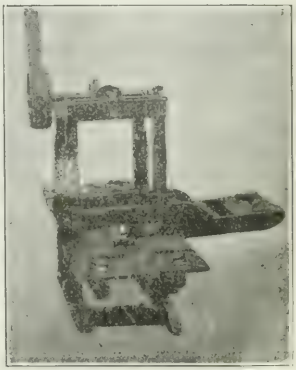

"All at Once" POWER

Prices Current *of* Drugs *and* Chemicals—(*Continued*)

Calumba Root, peeled .....lb.	.18	–	.20
White, peeled and split...lb.	.38	–	.40
Calumba Root, Powdered .....lb.	.55	–	.60
Camphor, refined (bbls. 48)..lb.	.48	–	.52
¾ lb. squares (cases 49)..lb.	.50	–	.54
Powdered .....lb.	.54	–	.64
Japanese, ozs. .....lb.	.52	–	.57
Sulphocarbolate .....oz.	.07	–	.11
Cannabis Indica Herb.....lb.	1.80	–	1.90
Cantharides, Russian, sifted.lb.	.90	–	1.00
Powdered .....lb.	1.10	–	1.20
Capsicum, African .....lb.	.20	–	.25
Powdered .....lb.	.27	–	.32
Caraway .....lb.	.18	–	.22
Powdered .....lb.	.23	–	.28
Carbon Disulphide .....lb.	.11	–	.15
Cardamom Seed, bleached..lb.	1.00	–	1.60
Decorticated .....lb.	.80	–	.90
Powdered .....lb.	.90	–	1.00
Carmine, No. 40 .....oz.	.30	–	.35
Cascara Sagrada Bark ....lb.	.20	–	.25
Powdered .....lb.	.20	–	.25
Cascarilla Bark .....lb.	.30	–	.35
Powdered .....lb.	.35	–	.40
Cassia, China .....lb.	.20	–	.25
Powdered .....lb.	.20	–	.25
Saigon, thin, select .....lb.	.60	–	.70
Powdered .....lb.	.70	–	.80
Chalk, Precipitated, Eng., 7 lb. bags .....lb.	.03½	–	.04
Prepared, Eng., Thomas 8 lb. bags .....lb.	.04½	–	.05
Chamomile Flowers, Ger...lb.	.40	–	.45
Chinolin, pure .....oz.	....	–	.45
Sulphocarbolate .....oz.	.07	–	.11
Cinchonidine, Acker, pure.oz.	.50	–	.55
Salicylate .....oz.	....	–	.30
Cocaine, Alkaloid, ¼ oz. v..oz.	1.50	–	1.70
Muriate, ¼ oz. vials .....oz.	.45	–	.50
Muriate, ¼ oz. vials .....oz.	.85	–	.90
Oleate (5 p. c. Alk.).....oz.	1.00	–	1.15
Coca Leaves .....lb.	.35	–	.50
Cocculus Ind. (Fish Berries).lb.	.10	–	.12
Powdered .....lb.	.22	–	.27
Cochineal, Honduras .....lb.	.65	–	.75
Powdered .....lb.	.75	–	.85
Codeine .....oz.	4.05	–	4.00
Phosphate .....oz.	4.20	–	4.40
Sulphate .....oz.	4.05	–	4.80
Colchicum Root .....lb.	.24	–	.28
Powdered .....lb.	.26	–	.33
Seed .....lb.	.70	–	.80
Powdered .....lb.	....	–	.90
Collodion, U.S.P., 1900 .....lb.	....	–	.45
Flexible .....lb.	....	–	.54
Colocynth, select .....lb.	.40	–	.50
Pulp .....lb.	.15	–	.20
Colombo Root .....lb.	....	–	....
Comfrey Root, Crushed....lb.	.65	–	.75
Condurango Bark, true...lb.	.15	–	.20
Conium Leaves .....lb.	.18	–	.22
Seed .....lb.	.15	–	.20
Copaiba, S. A. .....lb.	.55	–	.60
Para .....lb.	.65	–	.70
Copper, Acetate, distilled. lb.	....	–	.50
Ammoniated .....lb.	....	–	.50
Carbonated .....lb.	.24	–	.32
Chloride, Pure, cryst.....lb.	....	–	.55
Iodide .....lb.	.35	–	.40
Subacetate (Verdigris) ..lb.	.42	–	.43
Powdered .....lb.	.40	–	.45
Sulphate (Blue Vit.) .....lb.	.10	–	.12
Barrels .....lb.	....	–	.07
Powdered .....lb.	.15	–	.20
Copperas (see Iron Sulphate).			
Coriander .....lb.	.10	–	.12
Powdered .....lb.	.16	–	.20
Corrosive Sublimate (see Mercury Bichloride).			
Cubebs, true, ½ oz. v.... ozs.	....		1.75
Cotton Root Bark .....lb.	.15	–	.20
Powdered .....lb.	.20	–	.25
Coumarin .....oz.	.50	–	.55
Cramp Bark .....lb.	.22	–	.25
Cranesbill .....lb.	.24	–	.30
Powdered .....lb.	.30	–	.35
Cream Tartar, powd. .....lb.	.24	–	.28
Creosote, Beech Wood .....lb.	.90	–	1.50
Carbonate .....oz.	....	–	.05
Croton-Chloral (Butylchlo.).oz.	....	–	.55
Cubeb Berries, sifted .....lb.	.58	–	.63
Powdered .....lb.	....	–	.65
Cudbear .....lb.	.30	–	.35
Culver's Root .....lb.	.15	–	.20
Cumin Seed .....lb.	....	–	.32
Damiana, leaves .....lb.	....	–	.30
Dandelion Herb .....lb.	....	–	.30
Root .....lb.	.20	–	.25
Cut .....lb.	.22	–	.27
Dextrine, Yellow .....lb.	.08	–	.10
White .....lb.	.08	–	.10
Digitalin, ¼ths .....oz.	6.25	–	6.50
Dr. gr. v....	....	–	....

MADAM DEAN'S ANTISEPTIC VAGINAL SUPPOSITORIES

A PERFECTLY RELIABLE VAGINAL ANTISEPTIC

Price $3.50 per doz. Retails at 50c. per box.

Sold by all Jobbers, or order direct from

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Write for Prices of **CRUDOL**

The new antiseptic crude oil hair tonic. In 50c. and $1.00 tin tubes. And CRUDOL ANTISEPTIC SHAMPOO, an ideal soap and hair cleanser. In 10c. tin tubes.

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If you want genuine Wilson Quinine specify MacKellar's. Look on the package for the words "MacKellar's Mills, Pocksdell, N. Y." Both or cartons. Order through your jobber.

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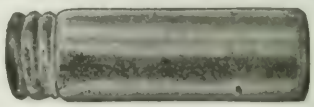

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English Coltsfoot Rock, English Bath Pipe, English Peppermint LOZENGES. Exquisite and Delicious Fruit Tablets (per Jar), 90c. In lots of 10 Jars, $12.80 net

SPECIALLY ADAPTED FOR DRUGGISTS

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ENGLISH PEPPERMINT LOZENGES
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LICORICE GUM DROPS LEMON GUM DROPS
PINE TREE TAR GUM DROPS
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GOOD SAMARITAN CORN REMEDY

Remedy for Hard and Soft Corns, Calluses, Bunions, Ingrowing Nails and Warts

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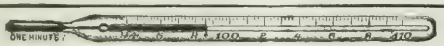
RED OR BLUE BULB. FOR RECTAL USE
1 min. registration, with Certificate, in Rubber Case.....$6.25 per dozen

Every instrument tested by our Certified Government Standard and fully guaranteed . . . .

FOR SALE BY

Benton, Hall & Co., Cleveland, Ohio; Churchill Drug Co., Burlington, Iowa; Des Moines Drug Co., Des Moines, Iowa; Finlay Dicks & Co., New Orleans, La.; Faxon & Gallagher Drug Co., Kansas City, Mo.; Hartz & Bahnson, Rock Island, Ill.; Hochschild-Kelter Co., Chicago, Ill.; Hornick, Hess & Moore, Sioux City, Iowa; John M. Maris & Co., Philadelphia, Pa.; Meyer Bros. Drug Co., St. Louis, Mo.; Noyes Bros. & Cutler, St. Paul, Minn.; Owl Drug Co., San Francisco, Cal.; Hegeman & Co., New York City; Strother Bros. Drug Co., Lynchburg, Va.; The Hirshberg Co., Atlanta, Ga.; The Abbott Alkaloidal Co., Chicago, Ill; Wolverine Drug Co., Detroit, Mich.

Manufactured by **CHAS. NURNBERG CO., New York City,** LARGEST MANUFACTURERS OF CLINICAL THERMOMETERS



One dozen **EXCELLENCIES** Minute Thermometers in Aluminum Cases, with chain and pin, at $5.00 per doz.

OFFER With the first order we will send ¼ doz. 1 Minute Thermometers with Government Certificates, to use as Standards, free of charge. **Order from your Jobber.**

Write for Catalogue on Hypodermic Syringes, etc.

E. KESSLING, Mfr., - - - Brooklyn, N. Y.

BRAUNSCHWEIGER MUMME

THE BEST OF ALL MALT TONICS

Is a rich, nutritious, concentrated liquid food. Before the public 15 years. Prescribed and endorsed by thousands of physicians.

Long Island Bottling Co.
186 Commercial Street BOSTON, MASS.

GLASS SYRINGES

TEST TUBES MEDICINE DROPPERS

FAIRMOUNT GLASS WORKS
2300 Parrish Street Philadelphia, Pa.

FLI-STIK-ON The Fly Ribbon

THE GREATEST FLY CATCHER IN THE WORLD
Retails at 5c. $4.80 per Gross
The Fly Ribbon Mfg. Co.
NEW YORK
Order from your Jobber

CORKS

Established 1865
Justus Brauer & Son, 129 Arch St., Philadelphia
MACHINE CUT CORKS
Prescription and Homeopathic Corks

WHALE OIL SOAPS, CARBOLIC SOAPS, DOG SOAP, PINE TAR, POWDERED ROSIN, DISINFECTANTS, ETC.

JAMES GOOD, 939-41 N. Front St., Philadelphia, Pa.
ESTABLISHED 1868
Guaranteed under Pure Food and Drugs Act

There is Nothing "JUST AS GOOD"

A "Formula" introduced by the late Mr. Planten Over 70 Years Ago

POPULAR FOR GENERATIONS

PLANTEN'S (TRADE MARK) C & C OR BLACK CAPSULES

(REGISTERED IN U. S. PATENT OFFICE)

Beware of "NEAR GOODS," "NEAR NAMES," and Imitations

ONE OF THE OLDEST AND BEST REMEDIES FOR

Chronic and Acute Gonorrhoea, Gleet, Urethritis

H. PLANTEN & SON Founded 1836 **BROOKLYN, N. Y.**

Prices Current *of* Drugs *and* Chemicals—(*Continued*)

Digitalis Leaves, Eng.	lb.	—	.85
German	lb.	.40	— .50
Powdered	lb.	.45	— .55
Pressed, ozs.	lb.	.50	— .55
Dog Grass, Cut	lb.	.16	— .18
Dover's Powder	lb.	1.60	— 1.70
Dragon's Blood, powdered	lb.	.70	— .80
Extra	lb.	.90	— 1.00
Powdered	lb.	1.10	— 1.25
Reeds	lb.	.75	— .85
Duotol	oz.		— 1.50
Dwarf Elder	lb.	.35	— .40
Elaterium	oz.	2.75	— 2.95
Elder Berries	lb.	.25	— .30
Flowers, pressed	lb.	.35	— .40
Juice, Sambuci	lb.		— .30
Elecampane Root	lb.	.12	— .16
Ground	lb.	.15	— .20
Elm Bark, select	lb.	.25	— .28
Ground, pure	lb.	.22	— .25
Powdered, pure	lb.	.25	— .30
Epsom Salt (see Magn. Sulp.)			
Ergot	lb.	.55	— .60
Powdered	lb.	.57	— .62
Ether, Acetic	lb.		— .67
Chloric, U.S.P.	lb.		— .37
Nitrous Conct.	lb.	.80	— 1.00
U.S.P.	lb.		— .31
U.S.P., 1880	lb.	.35	— .40
Washed	lb.		— .36
Valerianic	oz.		— .45
Eucaine Hydrochlor	oz.		— 3.50
Eucalyptol, U.S.P.	oz.	.10	— .14
Eucalyptus Leaves	lb.	.10	— .12
Euonymin (Eclectic powd.)	oz.	.80	— .90
Euphorbium	lb.		— .30
Powdered	lb.		— .40
Euquinine	oz.		— 1.40
Exalgine	oz.		— 1.40
Fennel seed	lb.	.30	— .35
Flaxseed, cleaned	bbls.		— 9.00
less	lb.	.06	— .08
less	lb.	.06	— .07
Fli-Stikon Fly Ribbon	gross		— 4.80
¼ gross cartons			— 1.20
Foenugreek Seed	lb.	.08	— .10
Ground	lb.	.09	— .12
Formaldehyde	lb.	.22	— .35
Galangal Root, selected	lb.	.12	— .15
Powdered	lb.	.16	— .20
Galbanum	lb.	.60	— .65
Gamboge, blocky	lb.	1.00	— 1.10
Powdered	lb.	1.00	— 1.10
Select, Pipe, bright	lb.	1.10	— 1.20
Garlic, oil of, strong	oz.	.20	— .25
Gaultheria (see Wintergreen)			
Gelatinum	lb.		— .75
Gelatin, pink	lb.	.90	— 1.00
Gold	lb.	.45	— .60
Silver	lb.	.33	— .36
Gelsemium (Rentzold)	oz.		— 2.50
Gelsemine, C.P. crystals, German, 15 gr. vials	ea.		— 2.50
Sulphate, 15 gr. vials	ea.		— 2.50
Gelsemium Root	lb.	.25	— .30
Powdered	lb.	.30	— .35
Gentian Root	lb.	.12	— .15
Powdered	lb.	.14	— .18
Ginger Root, African	lb.	.13	— .16
Powdered	lb.	.18	— .22
Jamaica, bleached	lb.	.25	— .30
Ground	lb.	.22	— .24
Powdered	lb.	.27	— .32
Ginseng	lb.	8.50	— 9.50
Glycerin	lb.	.25	— .30
Gold and Sodium Chloride, U.S.P., 15 gr. vials	doz		— 2.70
Gold Thread (Coptis trifol.)	lb.	1.10	— 1.20
Golden Seal Root	lb.	2.40	— 2.55
Powdered	lb.	2.50	— 2.65
Gratiola of Paradise	lb.	.35	— .40
Powdered	lb.	.40	— .45
Grindelia Robusta Herb	lb.	.15	— .20
Powdered	lb.	.23	— .28
Guaiac, Resin	lb.	.28	— .38
Powdered	lb.	.42	— .50
Wood rasped	lb.	.03	— .06
Guaiacol, liquid	lb.	2.40	— 2.50
Carbonate, lbs. 3.10	oz.	.23	— .27
Guaithylin (Guaiacol Salol)	oz.		— 1.00
Valerianate (Geosote)	oz.		— 1.34
Guarana (Paullinia)	lb.	2.80	— 3.00
Powdered	lb.	3.20	— 3.30
Gun Cotton (Pyroxylin)	oz.	.20	— .25
Gutta Percha, crude chips	lb.	1.50	— 1.75
Sheet	lb.	1.50	— 1.75
Helletropin	oz.		— .60
Hemlock Bark, crushed	lb.	.12	— .15
Powdered	lb.	.16	— .18
Hemol	oz.		— .80
Hemp Seed	lb.	.04	— .06
Henbane Leaves, English	lb.		— 1.00
German	lb.	.28	— .32
Powdered	lb.		— .38
Seed	lb.		— .35
Henna Leaves	lb.	.30	— .35
Heroin, Hydrochl., 15 gr. v.	ea.		— .32
Hexamethyleneamine	lb.		— 1.00
Holocain, 1 gm. vials	ea.		— .35
Homatropin Alk.	gr.	.35	— .40
Hydrobromide	gr.	.20	— .21
Hydrochloride	gr.		— .45
Salicylate and Sulphate	gr.		— .45
Honey, strained	lb.	.12	— .16
Hops, select (1907)	lb.	.35	— .40
Pressed, ¼ & ½ lb. pkgs.	lb.	.40	— .45
Hydrastine, Alk., C.P. cryst.	oz.		—10.00
Hydrochloride	oz.		—15.00
Sulphate	oz.		—10.00
Hydrobromic Ether	oz.	.11	— .13
Hydrogen Peroxide, Sol. Medicinal	lb.	.16	— .23
Sol. Technical	lb.	.15	— .20
Hyoscine Hydrobrom. Lgr. v.	gr.	.20	— .30
Hyoscyamine, Amorph., 15 gr. vials	ea.		— 3.00
Crystal. white	gr.	.32	— .40
Hydrobromide	gr.	.20	— .25
Iceland Moss	lb.	.12	— .16
Ichthyol	lb.	4.00	— 4.25
Indigo, Bengal, true	lb.	1.35	— 1.50
Madras	lb.	.60	— .70
Insect Powder	lb.	.30	— .55
Pure Uncol'd Dalmatian	lb.	.50	— .60
Iodine Bromide	oz.		— .42
Resublimed	lb.	2.95	— 3.10
Iodoform, cryst. & powd.	lb.	3.40	— 3.60
Deodorized	oz.	.50	— .55
Ipecac Root, Carthagena	lb.	1.40	— 1.50
Powdered	lb.	1.50	— 1.60
Rio	lb.	3.00	— 3.15
Powdered	lb.	3.10	— 3.25
Irish Moss, bleached	lb.	.15	— .20
Irisin (Eclectic Powder)	oz.		— .60
Iron, Acetate, dry	oz.		— .26
Bromide	oz.		— .10
Benzoate	oz.		— .22
Chloride, cryst., U.S.P.	lb.		— .25
Citrate, U.S.P.	lb.	.58	— .62
and Ammonia, Sol.	lb.	.54	— .58

HOLIDAY PERFUMES

FINER THAN EVER

If we were to try to describe the attractiveness of our new package perfumes for holiday trade, it might appear like exaggeration.

This, however, is beyond question—that our designers have produced a line so richly worthy of your attention that you owe it to yourself to examine it carefully.

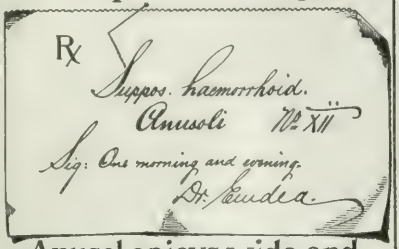
Our salesmen are on their way—why not see what they are offering?

You want goods that will delight your trade both in beauty of package and quality of contents. The more exacting you are about these points, the better we shall be pleased and the stronger the reason why you should see the Stearns perfume line this year.

STEARNS, Perfumer

DETROIT, MICH., U.S.A.

A Frequent Prescription!



Anusol enjoys wide and increasing professional favor. Please keep a supply to meet the demand.

Schering & Glatz, New York.

SALVAR

IS KING OF THE BLOOD

Incorporated Aug. 3, 1908
CAPITAL STOCK FULLY PAID

Recognized by the public and profession as the

Only Permanent Remedy for Blood Poison

acquired or hereditary in any stage, Rheumatism any form.

Paralysis, Locomotor Ataxia, Necrosis, Catarrh, Malaria and all the worst forms of blood disease.

The better class of druggists in every state and territory now carry this remedy in stock.

WE SUPPLY BOOKS, SIGNS AND NOVELTY ADVERTISING

Write for full information

SALVAR MEDICINE CO.
ST. LOUIS, MO.

$5.50 PROFIT
on a
$6.00 ORDER

Would you spend 50c. to make $5.50 and at the same time insure the future regular patronage of twenty-five people? You can do it if you co-operate with us in the sale of

KRANK'S
PINK BLUSH
MASSAGE CREAM

A quality article, a toilet necessity so near perfection that in the short time it has been on the market the sales are wonderful.

Thousands of Dollars for Advertising

To tell the people of its merits and direct them to the druggists.

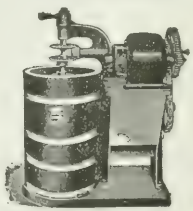
To make our plan a complete success, we wish your co-operation in selling an article of merit, under the *protected price selling plan*, which pays you a profit of 50 per cent. You have the same opportunity as your competitor, you buy and sell at just as low a price as he can

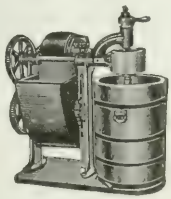
If you are interested in our proposition send for our booklet which explains all about our advertising campaign. How Pink Blush is marketed, and how to make $5.50 profit on a $6.00 order. Write us today.

ALFRED J. KRANK Laboratories
153 SIXTH STREET ST. PAUL, MINN.

The BEST FREEZERS FOR DRUGGISTS

Druggists Special
20 qt.


20 qt. Monarch Freezer, Crusher and Motor


40 qt. Monarch Freezer, Crusher and Motor

Catalogue C B Free

J. W. Allen & Co.
110-118 N. Peoria St.
CHICAGO, ILLINOIS

Prices Current *of* Drugs *and* Chemicals—(*Continued*)

Nitrate, Solution, U.S.P.	lb.		
Phosphate, gran., 1 lb bots.	lb.		
Sulsulphate	lb.		
Solution (Monsel's)	lb.		
Sulphate (Copperas), 100 lbs.		1.00	1.10
Cryst., pure	lb.	.08	.10
Dried	lb.	.05	.06
Tartrate and Ammonium	lb.		.12
and Potassium, Scales	lb.	.18	.20
Tersulph, Solution, U.S.P.	lb.		.06
Valerianate	oz.	.15	.20
		1.00	1.10
		.25	.30
		.90	.95
	lb.	1.50	1.75
Kaolin	lb.	.05	.08
Kino	lb.	.45	.50
	lb.	.50	.55
Kola Nuts, small and large	lb.	.15	.25
Powdered	lb.	.20	.25
Kousso, powdered	lb.	.55	.60
Lactucarium	lb.	5.50	6.00
Ladies' Slipper Root	lb.	.55	.65
	lb.	.50	.55
	lb.	.40	1.25
Lavender Flowers	lb.	.30	.40
	lb.	.15	.18
Chloride	lb.	.10	
Iodide, powdered	oz.	.20	
		.16	.18

Subacetate, Solution		.15	.20
Leeches, best Swedish		.60	.80
		.75	.90
		.25	.30
		.50	.60
		.75	.90
		.50	.60
Root, Russian, cut.		.25	.30
		.50	.60
		.50	.60
		.50	.60
Assorted, 1, ½ and ¼ lb		.75	.90
		.50	.60
		.50	.60
		.50	.60
		.50	.60
		.50	.60
		.50	.60
		.50	.60
Citrate	lb.	1.32	— 1.40
	lb.	1.10	— 1.20
		.50	.55
		.50	.60
		.50	.60
		.75	.90
Powdered	lb.	.60	.65
	oz.	.25	.30
Calcined	lb.	.55	.60
Carbonate, 4 ozs.	lb.	.15	.20
	lb.	.16	.20
Powdered	lb.	.08	.15
	lb.	.80	.85
		.40	.45
Hypophosphite, pure	lb.	1.25	— 1.50
	oz.		.20
	oz.		.60
Phosphate, pure	oz.	.08	.10
	lb.	.07	.08
	lb.	.15	.20
			.15
	lb.	.50	.55
	lb.	.50	.55
Mandrake Root	lb.	.12	.16
	lb.	.16	.20

Carbonate, cryst., medle.	oz.		.14
Chloride, cryst.	lb.		.50
Hypophosphite	lb.	1.35	— 1.50
			.50
Oxide, black, powdered	lb.	.08	— .10
Manna, flake, large	lb.	.80	1.00
	lb.	.65	.75
Matico Leaves	lb.		.30
Menthol, cryst.	lb.	3.25	3.50
	oz.	.30	.35
Mercury	lb.	.80	.95
	oz.	1.00	— 1.11
Bichloride (c. sublimate)	lb.	.92	.96
Powdered	lb.	.95	— 1.00
Bisulphate	lb.	.73	— .76
Chloride, mild (Calomel)	lb.	.90	1.05
	oz.	2.50	— 2.75
	oz.	2.75	— 3.00
Nitrate Solution	oz.		— .18
Oxide, red (Red Precip.)	lb.	1.11	— 1.31
Yellow	lb.	.15	— .18
Salicylate	oz.	.25	— .27
Sulphate (Turp. Mineral)	lb.		1.05
cussion)	lb.	.51	— .54
Millet, sweet, American	lb.	.04	— .05
German	lb.	.06	— .08
Morphine, Acetate, 1-8 oz. v.	oz.	3.55	— 3.70
Alkaloid, pure, 1-8 oz. v.	oz.	1.90	— 2.05
Hydrobromide, 1-8 oz. v.	oz.	.80	— .80
Hydrochloride, 1-8 oz. v.	oz.	3.55	— 3.70
Sulphate, 1 oz. v.	oz.	3.45	— 3.50
1-8 oz. v.	oz.	3.55	— 3.70
Valerianate, 1-8 oz. v.	oz.	5.65	— 5.75
Morphiol	oz.	.55	.60
Mullein Flowers, 1 lb. cans	lb.	.90	1.00
Musk Root	lb.	.18	.28
Powdered	lb.	.25	.30
Mustard Seed, black	lb.	.12	— .14
Ground	lb.	.13	.15
White	lb.	.06	.10
Ground	lb.	.13	.15
Myrrh, Orange Brand	lb.	.29	— .33
Naphthalene, flake or balls	lb.	.02½	.05
Nickel, Acetate	oz.		.34
Bromide	oz.		.37
			.35
Nickel and Ammo. Sulphate	lb.	.20	.30
Nutgalls	lb.	.27	.32

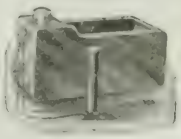
Get Our Exclusive Newspaper Advertising QUICK

It Never Fails To Pay

ROOT JUICE can be bought, from any jobber, at $8.00 per doz., but we will do exclusive advertising, over the name of one druggist in [illegible], while [illegible], to the druggist will deal with us, direct, thus enabling [illegible] ing. We will also allow deduction of freight, and liberal discounts, on quantity lots. Write us. Scores of druggists throughout the country are having a wonderful sale on Root Juice.

W. P. CABLER ROOT JUICE MEDICINE CO.

FORT WAYNE -:- INDIANA



Do You Like Dry Cigars—

The kind you bite off the end and blow the insides out in a cloud of dust.

Dry cigars never made new customers nor held old ones, and there is only one way to prevent dry cigars.

The Andrae Electric Moistener

with its automatic humidity controller is the best little business [illegible] that has ever been offered to the man who sells cigars.

The largest retail cigar [illegible] in the world is buying them in quantities because they increase trade.

If you want to make REAL MONEY out of your cigars install the Andrae Moistener.

Write for Booklet

Julius Andrae & Sons Co.

89 Second Street Milwaukee, Wis.

ARE YOU REAPING the BENEFIT?

$75,000.00 is being spent this year **increasing** the **demand** for the

E. BURNHAM TOILET PREPARATIONS

50 Toilet Articles forming the most complete line now on the market.

PRICES RANGE:
$8.00 per doz.: Retail for $1.00
6.00 per doz.: Retail for .75
4.00 per doz.: Retail for .50
2.00 per doz.: Retail for .25

Terms: 60 days less 10%
Cash: 10 days 2% additional

The E. Burnham Preparations are well established, fully tested and widely advertised. We supply dealers with *abundant advertising literature, free samples and "How to be Beautiful" booklets.* You will find ready sale for our goods. Write for Price List "X."

E. BURNHAM 67 and 69 **E. Washington Street** **CHICAGO**

Send for Samples Free.
Just a cube and a little boiling water and you have delicious bouillon with
"STEERO"
BOUILLON CUBES
No seasoning required, not even salt or pepper.
A CUBE MAKES A CUP
The quality is proved by the Samples we mail you Free. Write at once.
Distributed and guaranteed by
Schieffelin & Co., William St., New York
Made by American Kitchen Products Co.
STEERO

"STEERO"
BOUILLON CUBES
HAVE YOU STOCKED THEM?

¶This cut is one of a series of advertisements now appearing in the leading periodicals.

¶Write us for a sample and our **"SPECIAL OFFER"**

¶Try "STEERO" at home and at the Fountain.

¶The simplicity and quickness with which "Bouillon" or "Beef Tea" is prepared with "STEERO" Cubes will delight you.

Schieffelin & Co.

195 William Street New York City

HAND COLORED LOCAL VIEW POST CARDS

MADE TO ORDER

$7.20 for 1000. : : : : : : : :
Made from any fair photo and delivered in two to three weeks. ***Best made in America.***

BLUE DELFT (2 colors) **$5.00 for 1000.**
SEND FOR SAMPLES

Season, Florals, Comics, Greeting Cards, Etc., direct from factory

National Colortype Co., Dept. I, Cincinnati, Ohio

Prices Current *of* Drugs *and* Chemicals—(*Continued*)

Nutgalls, powdered	lb.	32	— .35
Nutmegs	lb.	.50	— .45
Nutmegs, [illegible]	lb.	.55	— .65
Nux Vomica	lb.	.10	— .11
Pepsin, [illegible]	oz.	.18	— .25
Oil, Almond, Expr.	lb.	5.50	— 6.00
Volatile, A. &	lb.	6.50	— 7.00
Sweet, pure	lb.	.55	— .65
Anise	lb.	.18	— .25
Bergamot	lb.	.20	— .45
Cajuput	lb.	1.35	— 1.45
Cassia, (Saigon), Imported, bbls. or less	gal.	.70	— 1.00
Bergamot	lb.	4.25	— 4.40
Birch, black (Betula)	lb.	1.90	— 2.00
Cade	lb.	.30	— .35
Cajuput, bottles	lb.	.85	— .90
Cassia	lb.	.29	— .34
Cedarwood, red	oz.	.75	— .80
Caraway	lb.	1.75	— 2.00
Cassia	lb.	1.20	— 1.30
Castor, American	lb.	.12	— .14
Cedar Leaves, pure	lb.	.75	— .85
Cloves	oz.	.75	— .80
Chaulmoogra	lb.	2.00	— 2.50
Cinnamon, Ceylon	oz.	1.00	— 1.25
Citronella	lb.	.40	— .70
Cloves	lb.	.95	— 1.05
Cod Liver, Norwegian	gal.	1.30	— 1.35
Bbls.	ea.	32.00	—34.00
½ bbls.	ea.	17.50	—18.50
Copaiba, pure	lb.	1.40	— 1.50
Coriander	oz.	.75	— .85
Cottonseed, yel. & white	gal.	.80	— .90
Croton	lb.	1.00	— 1.20
Cubeb	lb.	4.45	— 4.60
Cumin	lb.	5.75	— 6.00
Dill	oz.	.45	— .50
Erigeron, true	lb.	2.25	— 2.50
Eucalyptus	lb.	....	— 1.10
Fennel Seed, pure	lb.	1.50	— 1.60
Gaultheria Leaf	lb.	5.50	— 6.00
Geranium, Rose, natural	lb.	3.50	— 3.00
Ginger	oz.	.50	— .60
Haarlem, Dutch	gross	4.00	— 4.25
Gold Medal Tilly, large.	gross	....	—18.00
Regular	gross	....	— 6.00
Capsules	gross	....	—24.00
Sylvesteria	doz.	....	— 2.75

Oil, Hemlock, cans, 20 lbs. or			
more	lb.	.75	— .80
Juniper Berries	lb.	1.75	— 1.90
Wood	lb.	....	— .35
Lard	gal.	1.00	— 1.00
Lavender, Mitcham	oz.	1.40	— 1.60
Flowers	lb.	....	— .75
Garden, French	lb.	....	— 1.25
Lemon	lb.	1.10	— 1.25
Lemongrass	lb.	....	— .75
Linseed, boiled	gal.	....	— ....
Raw	gal.	....	— .85
Male Fern, Ethereal	lb.	2.10	— 2.25
Menthol, [illegible]	lb.	....	— 3.50
Peppermint	oz.	....	— .25
Expressed	gal.	....	— .70
Neroli	oz.	....	— .90
Neroli, Bigarade best	oz.	5.50	— 6.00
Extra	oz.	6.00	— 6.25
Nutmeg	lb.	1.25	— 1.40
Olive, Lucca, Cream, ½ gal. and 1 gal. cans	gal.	2.10	— 2.20
3 gal. and 6 gal. cans	gal.	2.75	— 2.85
Malaga	gal.	1.50	— 1.65
Orange, bitter	lb.	2.00	— 2.20
Sweet	lb.	2.85	— 2.90
Paraffin	gal.	.35	— .45
Peach Kernels	lb.	.40	— .45
Pennyroyal	lb.	1.50	— 2.40
Peppermint, Wayne Co.	lb.	.80	— .90
Peppermint, N. Y.	lb.	2.50	— 2.75
Hedeoma	lb.	2.60	— 2.70
Western	lb.	2.25	— 2.50
Pimenta	lb.	3.10	— 3.35
Poppy, true	lb.	.35	— .40
Rape Seed	gal.	.90	— 1.00
Rose, Kissanlik	oz.	6.75	— 7.00
Rosemary Flowers	lb.	1.40	— 1.50
Trieste	oz.	.80	— .90
Rue, pure	oz.	.40	— .50
Salad, Union Oil Co.	gal.	.80	— .90
Sandal Wood, English	lb.	4.75	— 5.00
Sassafras	lb.	.80	— .90
Spearmint, pure	lb.	2.50	— 2.75
Sperm, winter, bleached	gal.	.90	— 1.00
Tansy	lb.	3.00	— 3.15
Tar, U.S.P.	gal.	.60	— .75
Thyme, comil	lb.	.45	— .55
Red, No. 1	lb.	1.25	— 1.35
White	lb.	1.80	— 2.00

Oil, Wintergreen	gal.	.70	— .76
Wine, Ethereal, light	lb.	3.50	— 3.75
Heavy, true, f. grapes	lb.	5.00	— 5.25
Wormseed	lb.	5.25	— 5.50
Synthetic	lb.	.50	— .55
Wormseed, Baltimore	lb.	1.75	— 2.00
Wormwood, Amer., good	lb.	6.00	— 6.50
Ointment, Mercurial, ½ mercury	lb.	.55	— .60
1-3 mercury	lb.	.45	— .50
Opium (Natural)	lb.	6.80	— 6.90
Granulated	lb.	7.10	— 7.30
U.S.P. Powdered	lb.	7.10	— 7.30
Orange Flowers	lb.	1.50	— 1.45
Peel, Curacoa	lb.	.15	— .20
Orris, Florentine	lb.	.18	— .22
Select Finger	lb.	.70	— .85
Verona	lb.	.10	— .12
Paraffin	lb.	.10	— .12
Paraform	oz.	....	— .35
Paraldehyde	lb.	.70	— .80
Parsley Piert, Root	lb.	.45	— .50
Pelletierine Tan, 15 gr. v.	ea.	....	— .25
Paris Green	lb.	.23	— .26
Pepper, black, clean sifted	lb.	.12	— .15
White	lb.	.28	— .30
Peppermint, Herb, German	lb.	.55	— .60
Leaves, pressed, ozs	lb.	....	— .24
Petrolatum, U.S.P., white	lb.	....	— .15
Phenacetin, Bayer	oz.	....	— .33
Phosphorus, Amorphous	lb.	1.30	— 1.40
Pilocarpine, Alk., pure	gr.	.08	— .09
Hydrobromide	gr.	.08	— .09
Hydrochloride	gr.	.04	— .05
Nitrate	gr.	.04	— .05
Pink Root, true	lb.	.50	— .60
Piperidine	oz.	....	— 1.00
Piperin	oz.	.55	— .59
Pitch, Burgundy, American	lb.	.04½	— .10
Plaster, Calcined	bbl.	2.00	— 2.25
Dentists' sifted	bbl.	....	— 2.50
Pleurisy Root	lb.	.20	— .25
Powdered	lb.	.30	— .35
Podophyllin (Resin)	lb.	3.75	— 4.00
Poke Berries	lb.	.20	— .25
Root	lb.	.16	— .20
Powdered	lb.	.20	— .25
Poppy Heads	lb.	.25	— .30
Seed, blue (Maw)	lb.	.15	— .20
White	lb.	.18	— .20

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WRITE FOR INFORMATION
E. B. READ & SON CO. - BALTIMORE, MD.
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FOR 200 YEARS
the standard remedy of the world for
Kidney Diseases, Bladder Trouble, Gravel and all Inward Inflammation

WE ARE EXCLUSIVE AGENTS
for the U. S. and Canada for the importation of
Genuine Sylvester's Haarlem Oil
FROM HAARLEM, HOLLAND
Refuse other if genuine — Look for "C. SYLVESTER" on the label
M. COWARD Successor to C. SYLVESTER
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Pepto-Mangan (Gude)
(Reg. U. S. Pat. Off.)
is *the one and only* absolutely uniform and unalterable solution of iron and manganese in the form of true organic peptonates. It is also *the one and only* preparation lawfully entitled to be known as "Pepto-Mangan," a valid trademark, which is our exclusive property. We respectfully request the trade to take due notice of these facts.
M. J. Breitenbach Co., New York, U. S. A.

AIR CUSHION.
The Ideal Hair Brush.
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SIBERIAN BRISTLES.
Nothing Like it on the Market.
Do not confound this brush with the rubber back wire brushes. It is entirely different. The "Ideal" has an Air Cushioned Back and Genuine Siberian Bristles. It is the best selling brush on the market. Order through your jobber, wholesale drug or dry goods.
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COCOA POWDERS

You have not exhausted the possibilities in Cocoa Powder buying, without at least seeing what we can do for you.

We make nearly one hundred varieties, and certainly some one of them should suit your requirements. Our Cocoa plant is one of the finest in the world and we keep abreast with all improvements.

Our machinery enables us to furnish not only a Cocoa more completely freed from the oil than others but also **ANY** degree of dryness desired.

We can give you the Dutch processed Cocoa of highest grade and fully equal to the finest imported, and we can give under the same process, Cocoa that is slightly processed or heavily processed. We can give the same **QUALITY** of Cocoa not Dutch processed.

We can give you a Cocoa Powder that could only be sold at a small profit at $1.00 per lb., and from that absolutely pure Cocoa down to a price that would **SURPRISE YOU.**

If you are a large user we can and will make a blend solely for your purpose. We make only absolutely pure Cocoa powders.

We pack in barrels, half barrels, 50 and 25 lb drums and 10, 5 and 1 lb. tins.

PLEASE REMEMBER other manufacturers **MAY** be able to please you, **BUT** you should see what we can do before you place your contracts or orders.

PLEASE REMEMBER other manufacturers **MAY** be able to satisfy you, but **WE CAN** and our capacity assures you of prompt deliveries.

YOU SIMPLY DON'T KNOW UNTIL YOU TRY

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88 Washington Ave. BROOKLYN, N. Y.

Roger & Gallet

Perfumers

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for the United States and Canada

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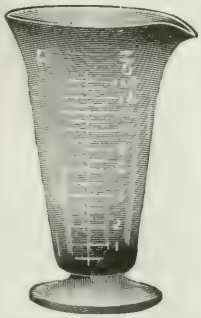


Cambridge Perfection Engraved Graduate Glass

LABORATORY AND DRUGGIST GLASSWARE

Laboratory Outfits
Medicine Glasses
Funnels
Bell Glasses
Hydrometer Jars
Percolators
Mortars and Pestles

Our entire product is hand-engraved—no machine work—but every article made by absolute test and guaranteed.

Sold generally by Wholesale Druggists everywhere. If your Jobber does not handle "Cambridge" line write us direct, mentioning his name.

NOTE—Full line of Glassware specialties for Soda Fountain service and Photographer's use.

The Cambridge Glass Co.

Cambridge, Ohio

Re Price Protection on SANATOGEN

We wish to reiterate with all emphasis that as the sole licensees of the United States Patent under which Sanatogen is manufactured and sold, we are invested by law with the privilege to insist that retailers strictly maintain the minimum retail rates plainly stamped on each box of Sanatogen. Any dealer violating this condition renders himself liable to injunction and damages.

Gentlemen of the drug trade, this is no mere "say-so," but a true statement of fact. We do not wish to intimidate anyone, but merely to give proper notice that we mean to enforce our rights wherever necessary.

This means *true protection*, the kind of protection that gives everybody a square deal and puts the small druggist on an even level with the biggest "chain corporation" or department store.

Three sizes, sold by all wholesalers and jobbers, at $9, $17.25 and $33; to retail at $1, $1.90 and $3.60, and *no less*.

Write to us today for effective display matter.

The Bauer Chemical Co.

Everett Bldg., Union Square, New York

Prices Current *of* Drugs *and* Chemicals—(*Continued*)

Potassa, Caustic, Com.	lb.	.08	— .12
White, sticks	lb.	.28	— .35
Potassium, Acetate	lb.	.35	— .40
Benzoate	oz.	.15	— .19
Bicarbonate	lb.	.13	— .16
Bichromate	lb.	.13	— .16
Bisulphate, cryst.	lb.		— .50
C. P.	lb.		— .65
Bitartrate, Ref. (Cream Tartar, pure powder	lb.	.24	— .28
Bromide	lb.	.27	— .32
Carbonate (Pearl Ash)	lb.	.09	— .11
C. P.	lb.	.50	— .55
Refined (Sal Tartar)	lb.	.13	— .15
Chlorate	lb.	.13½	— .20
Powdered	lb.	.14½	— .21
Purified and gran.	lb.	.25	— .30
Chloride, C. P.	lb.	.35	— .40
Citrate	lb.	.45	— .50
Glycerophosphate	oz.	.16	— .20
Hypophosphite	lb.	.90	— 1.05
Iodide	lb.	2.15	— 2.25
Lactophosphate	oz.	.20	— .24
Nitrate	lb.	.07	— .10
Powdered	lb.	.07½	— .12
C. P.	lb.	.35	— .40
Permanganate	lb.	.20	— .24
Pure, powdered	lb.		— .30
Prussiate, red	lb.	.50	— .55
Yellow	lb.	.22	— .27
Salicylate	oz.		— .15
Sulphate, powdered	lb.	.10	— .12
C. P.	lb.	.30	— .35
Sulphide	lb.	.14	— .15
Tartrate, Pow. (Sol. Tartar)	lb.	.50	— .56
Powder, Dover's, U.S.P.	lb.	1.60	— 1.70
Prickly Ash Bark	lb.	.33	— .38
Powdered	lb.	.38	— .43
Berries	lb.	1.00	— 1.10
Pulsatilla Herb	lb.	.22	— .27
Pumpkin Seed	lb.	.15	— .20
Quassia, rasped	lb.	.09	— .11
Powdered	lb.	.15	— .20
Quebracho Bark	lb.	.25	— .35
Quince Seed	lb.	1.00	— 1.15
Quinidine, Alk., cryst.	oz.		— .75
Sulph.	oz.		— .65
Quinine alkaloid	oz.	.50	— .54
Acetate	oz.	.53	— .57
Bimuriate	oz.	.50	— .54
Quinine, Bisulphate	oz.	.15	— .22
Carbolate	oz.	.79	— .88
Hydrobromide	oz.	.45	— .49
Hydrochloride	oz.	.43	— .47
Lactate	oz.	.51	— .56
Salicylate	oz.	.46	— .50
Sulphate, 100 oz. tins	oz.	.14	— .15
5 oz. tins	oz.	.16	— .17
1 oz. vials	oz.	.21	— .28
Tannate	oz.	.31	— .35
Valerianate	oz.	.49	— .53
Quinoline Tartrate	oz.		— .45
Rape Seed, English	lb.	.06½	— .08
German	lb.	.05½	— .08
Red Saunders	lb.		— .10
Ground	lb.	.10	— .12
Resin, common	lb.	.02	— .04
Good, strained...per 280 lbs.		1.95	— 2.00
Powdered	lb.	.10	— .12
Resorcin, pure, white	lb.	1.15	— 1.30
Rhubarb, Canton	lb.	.47½	— .53
Clippings	lb.	.50	— .70
Powdered	lb.	.60	— .75
Powdered, extra, tins	lb.	1.10	— 1.25
Rochelle Salt	lb.	.18½	— .25
Rose Leaves, pale	lb.	.40	— .45
Red	lb.	1.15	— 1.25
Rubidium Bromide	oz.		— 1.00
Alum, 10 gm. v.	ea.		— .50
Bitartrate, 15 gr. v.	ea.		— .40
Iodide, 1 oz. v.	ea.		— 1.50
Rue, Herb, pressed, ozs.	lb.		— .34
Saffron, Amer. (Safflower)	lb.	.50	— .60
Spanish, true, Valencia	lb.	11.00	—11.50
Safrol	lb.	.60	— .70
Sage, leaves, Italian	lb.	.09	— .12
Domestic	lb.	.25	— .32
Sal Acetosella	lb.	.20	— .22
Salicin	lb.	4.50	— 4.75
Salol	lb.	.96	— 1.00
Sandalwood	lb.	.20	— .25
Ground	lb.	.25	— .30
Sandarac, Gum, clean	lb.	.30	— .35
Santonine	lb.	11.00	—11.50
Sarsaparilla, Root, Hon., cut	lb.	.45	— .50
Mexican, cut	lb.	.30	— .35
Powdered	lb.	.35	— .40
Sassafras, Pith	oz.	.18	— .20
Bark	lb.	.20	— .31
Powdered	lb.	.31	— .36
Saw Palmetto Berries	lb.	.30	— .35
Scammony, Virgin	oz.	.65	— .78
Scopolamine, Hydrobromide 15 gr. vial	ea.		— 1.95
Hydrochloride, 5 gr. v.	ea.		— 1.00
Skullcap Herb	lb.	.60	— .65
Senega Root	lb.	.75	— .85
Powdered	lb.	.82	— .90
Seidlitz Mixture	lb.	.15	— .20
Senna Leaves, Alexandria	lb.	.30	— .34
Powdered	lb.	.25	— .30
Tinnevelly, select	lb.	.10	— .23
Serpentaria (Va. Sn'k rt.)	lb.	.72	— .80
Silver, Chloride	oz.	.70	— .74
Cyanide	oz.	1.00	— 1.04
Nitrate, cryst.	oz.	.45	— .47
Fused cones	oz.	.65	— .70
Stick, (Lunar Caustic)	oz.	.50	— .55
Oxide	oz.	1.10	— 1.14
Precipitated	oz.	1.40	— 1.44
Simaruba, Bark of Root	lb.	.25	— .30
Powdered	lb.	.35	— .40
Skunk Cabbage, Root	lb.	.20	— .23
Soap, Castile, green	box		— 5.00
Mottled, genuine	box		— 5.25
White, Conti's	box		— 5.70
Powdered	lb.	.30	— .33
Soap Tree Bark, whole	lb.	.14	— .17
Cut	lb.	.17	— .20
Powdered	lb.	.20	— .23
Soda Ash	lb.	.03	— .05
Caustic, purified, fused	lb.	.25	— .34
Sodium, Acetate	lb.	.15	— .20
Arsenate	lb.	.30	— .35
Arsenite, pure	lb.		— .60
Benzoate	lb.	.40	— .45
From True Benzoic Acid	lb.		— 3.00
Bicarbonate	lb.	.02½	— .05
C. P., powdered	lb.	.10	— .14
Bichromate	lb.	.21	— .23
Bitartrate	lb.	.90	— 1.00
Bromide	lb.	.30	— .38
Carbonate (Sal Soda), 100 lbs.		1.60	— 2.80
C.P. cryst., U.S.P.	lb.	.20	— .24
Dried, purified	lb.	.16	— .18
Gran.	lb.	.02½	— .04
Chloride, C. P.	lb.	.20	— .23
Dried	lb.		— .40
Cinnamate	oz.		— .38
Citrate	lb.	.46	— .51

BENGER'S FOOD

"Retained when all other foods are rejected"

Is a pancreatised cereal and is devised to be used with fresh milk. Can be adapted to suit the dietetic need of infants, invalids and the aged.

PRICES

Retail, 25c., $2.25 per doz.
60c., 5.40 "
$1.75, 15.75 "

Samples, literature and show cards on application. Write for particulars of co-operative advertising.

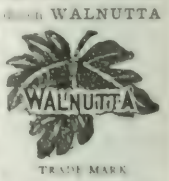
BENGER'S FOOD, Ltd.

92 WILLIAM ST., NEW YORK

FREE

WALNUTTA HAIR STAIN

Cut the coupon out of this ad. and send to address below, with an order for one-quart bottle of WALNUTTA HAIR STAIN, to be sent the day your letter reaches me, and we will send you, ABSOLUTELY FREE OF ALL COST, in the United States, one 50-cent bottle of WALNUTTA HAIR STAIN, if you will agree [illegible] the first week's [illegible] sell WALNUTTA.



TRADE MARK

Size of cards 3½ x 12 inches

HOWARD E. NICHOLS

ST. LOUIS Drawer 42 MISSOURI

[illegible] Walnutta Hair Stain, Dear Sir: [illegible]

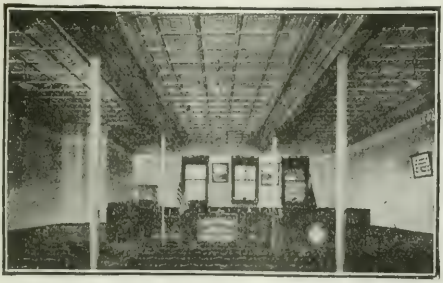
Name [illegible]

Address [illegible]

City [illegible]

[illegible] 50 cent bottle and sign free—direct

WHEELING METAL CEILINGS



Economy must be practiced in the Drug Business as in all other Branches of Trade

First Class Equipment and Fittings is True Economy.

WHEELING METAL CEILINGS as a part of the Druggist's Equipment give him many advantages.

Perfect Fitting—Dust Proof—Vermin Proof. Sanitary—Artistic—Permanent—Fire Proof—Economical.

Ask Dept. "P" at nearest office to prove it to you.

LARGE STOCKS AT ALL STORES

WHEELING CORRUGATING CO.
WHEELING, W. VA.
BRANCH OFFICES AND STORES

NEW YORK CHICAGO
PHILADELPHIA CHATTANOOGA
DETROIT ST. LOUIS

The Salesman that Works for YOU

The Necco Seal *works* for you. It tells the story of clean, pure, wholesome confectionery, made in the largest confectionery factory in the country. *Another* help for you is the *printed* story of the superiority of Necco Sweets, appearing in all the leading magazines month after month.

Characteristic of the goodness of the 500 and more varieties of Necco Sweets are the famous

Lenox Chocolates
In ¼ lb. to 5 lb. Fancy Boxes

Favorites everywhere, because so *unusually* good.

The Necco package and penny lines are also good payers. The following is a partial list:

10 Cent Package Goods	5 Cent Package Goods
Necco Chocolate Maple Walnuts	Necco Chocolate Creams, Ass'd
Necco Chocolate Wintergreen	Necco Pepsin Chewing Gum
Necco Chocolate Nougatines	Necco Chocolate Pecan Fudge
Necco Chocolate Almonds	Necco Chocolate Cream Cakes
Necco Chocolate Assorted Nuts	Carnation Pastilles
Necco Chocolate Molasses Crisp	Necco Chocolate Mints
Violet Pastilles	Necco Licorice Drops

PENNY GOODS

Pee Wee Mottoes	Peek-a-Boos
Coltsfoot Rock	Lover's Dreams
Pony Hearts	American Fig Confections
Sweet Orange Slices	Base Ball Caps

See your jobber today. If he is not supplied, write us direct

NEW ENGLAND CONFECTIONERY CO., Boston, Mass.

THE HANDSOMEST PACKAGES OF

TALCUM POWDER

VIOLET No. 17 ROSE No. 20

10, 15 and 25 cent Sellers

2½ oz. Round, 4 oz. Oval, 8 oz. Dome Top, 1 lb. Canisters
Soft, White, Velvety Powder nicely perfumed

Your name on label advertising yourself. Prices to make you 100% profit. Send for sample

HENRY K. WAMPOLE & CO., Inc.

Manufacturing Pharmacists **Philadelphia, U.S.A.**

Prices Current *of* Drugs *and* Chemicals—*(Continued)*

Sodium, Citrate, C. P.	lb.		1.10
[illegible]		16	20
[illegible]		90	1.05
Hyposulphite, cryst.	[illegible]		
[illegible]	[illegible]	04	05
[illegible]	[illegible]	04½	05
Kegs, 112 lbs.	lb.	02	.03
Granular	lb.	03¼	.07
Iodide	lb.	3.15	3.25
[illegible]	[illegible]		.22
[illegible]	[illegible]	07	.10
Recrystallized	lb.	11	.15
Pure granulated	lb.	09	.14
Dried	lb.	15	.20
[illegible]	oz.	45	.50
Salicylate	lb.	40	45
[illegible]	oz.	52	.65
Silicate, dry	lb.	12	.20
Liquid	lb.	04	.06
Sulphate (Sal Glauber)	lb.	01	.04
Pure, cryst.	lb.	08	.10
Dry	lb.		.25
Sulphocar.(Sulpho-Phen.)	lb.	.36	.38
and Potassium Tartrate (Rochelle Salt)	lb.	18½	.25
Solomon's Seal Root	lb.	.28	.30
Sorbilin	oz.		.80
Snake Root, Canada	lb.	.50	.55
Powdered	lb.	.55	.60
Spearmint, leaves, ozs.	lb.	.30	.34
Spermaceti, cakes	lb.	.51	.57
Spruce Gum	lb.	1.50	1.75
Extra	lb.	2.00	2.25
Spirit, Ammonia, U.S.P.	lb.	.54	.60
Aromatic	lb.	.50	.55
Nitre, U.S.P.	lb.	.45	.50
Spirits Turpentine	gal.	.70	.80
Squill Root, white	lb.	.10	.12
Stillingia Root	lb.	.15	.20
Powdered	lb.	.20	.25
Storax, liquid	lb.	.31	.36
Stramonium Leaves	lb.	.25	.30
Powdered	lb.	.27	.32
Pressed, ozs.	lb.	.20	.24
Seed	lb.	.15	.20
Powdered	lb.	.25	.28
Strontium Acetate	oz.	.11	.15
Bromide	lb.	.45	.55
Iodide	lb.	2.90	3.00
Lactate	oz.	.12	.16
Strontium, Nitrate, dry	lb.	.18	.20
Granular, C. P.	lb.		.50
Salicylate	lb.		.15
Strophanthus, Seed, brown	lb.	.60	.70
Green	lb.	1.00	1.05
Powdered	lb.	1.20	1.30
Strychnine, Acetate, ¼ oz. v.	oz.	1.45	1.65
Alk., powdered, ⅛ oz. v.	oz.	1.25	1.30
Nitrate, ⅛ oz. v.	oz.	1.55	1.65
Sulphate, ¼ oz. v.	oz.	1.25	1.35
Sugar of Milk, powdered	lb.	.10	.13
1 lb. cartons	lb.	.14	.18
Sulfonal, Bayer	oz.		1.35
U. S. P.	oz.		.60
Sulphonmethane, U.S.P.	lb.	3.75	3.80
	oz.		.32
Sulphonethylmethane, U.S.P.	lb.	6.25	6.35
	oz.		.45
Sulphur, Bromide	oz.		.75
Flowers	lb.	.02¾	.04
Lac, precipitated	lb.	.16	.18
Roll	lb.	.03	.04
Washed	lb.	.09	.12
Sun Flower Seeds	lb.	.07	.10
Talcum, powdered	lb.	.04	.06
Purified	lb.	.16	.20
Tamarinds	kegs	2.75	3.00
Tar, Barbados	gal.	.60	.75
No. Carolina, pt. cans	doz.		.85
Tartar Emetic	lb.	.36	.38
Terpin Hydrate, 1 lb. car	lb.	.42	.47
Thymol	lb.	2.35	2.45
Iodide, U.S.P.	lb.		4.00
	oz.		.35
Tragacanth, Aleppo, extra	lb.	.90	1.00
Aleppo, No. 1	lb.	.85	.90
Turkey, No. 1	lb.	.90	.95
No. 3	lb.	.75	.85
Powdered	lb.	1.00	1.10
Turpentine, Chian, genuine	oz.	.30	.40
Venice	lb.	.35	.40
Uva Ursi	lb.	.10	.13
Powdered	lb.	.18	.20
Valerian Root, English	lb.	.31	.36
Powdered	lb.	.41	.46
German	lb.	.20	.25
Powdered	lb.	.25	.30
Vanillin	oz.	.40	.50
Veratrum Viride, Root	lb.	.15	.20
Powdered	lb.	.25	.30
Verdigris, powdered, pure	lb.	.33	.36
Wahoo, Bark of Root	lb.	.50	.55
Bark of Tree	lb.		.45
Wax, Bay	lb.	.30	.36
Bees, yellow	lb.	.42	.46
White	lb.	.35	.55
Carnauba, No. 1	lb.	.58	.60
Japan	lb.	.18	.22
White Hellebore, Root	lb.	.09	.14
Powdered	lb.	.10	.15
Wild Cherry Bark	lb.	.14	.16
Ground	lb.	.16	.21
Powdered	lb.	.21	.26
Wild Indigo Root	lb.	.18	.20
Ground	lb.	.25	.30
Willow Bark, black	lb.		.18
White	lb.		.25
Witch Hazel, Extract, double Dist.	gal.	.70	.80
Barrels	gal.	.65	.75
Bark	lb.	.20	.23
Leaves, pressed, ozs.	lb.		.24
Wormseed (Chenopodium)	lb.	.17	.23
Powdered	lb.	.19	.24
Levant (Santonica)	lb.	.12	.15
Powdered	lb.	.15	.18
Wormwood, bulk	lb.	.20	.25
Pressed ozs.	lb.		.30
Powdered	lb.	.20	.29
Yerba Santa	lb.	.15	.20
Zinc, Acetate, 1 lb. bots.	lb.	.30	.33
Bromide	oz.	.10	.17
Chloride, fused	lb.		.30
Gran.	lb.	.20	.25
Medicinal	lb.	.18	.20
Iodide	oz.	.28	.35
Hypophosphite	oz.	.25	.30
Lactophosphate	oz.		.60
Metallic, C. P.	lb.	.65	.75
Gran. (free from arsenic)	lb.	.20	.22
Oleate	oz.		.17
Oxide, American	lb.	.10½	.13
Eng. Hubbuck's	lb.	.39	.43
Permanganate	oz.		.53
Phosphide	oz.		.28
Salicylate	oz.		.19
Stearate	oz.	.17	.30
Sulphate, crystals	lb.	.05	.07
C. P.	lb.	.13	.15
Dried	lb.		.28

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THE PHARMACEUTICAL ERA

AN ILLUSTRATED MONTHLY PUBLICATION FOR THE DRUG TRADE

Copyright, 1910, by D. O. Haynes & Co.

VOL. XLIII. NEW YORK, SEPTEMBER, 1910 No. 9

THE PHARMACEUTICAL ERA

PUBLISHED MONTHLY

D. O. HAYNES & CO. - - - - *Publishers*

82 FULTON STREET, NEW YORK

Telephone, 2457 John Cable Address: "Era, New York"

SUBSCRIPTION RATES

United States, Cuba, Hawaii, Porto Rico, the Philippines, and Mexico	$1.00 a Year
To Canada, postpaid	1.25 a Year
To Foreign Countries in Postal Union	1.50 a Year
Single Copies	10 Cents

ALL SUBSCRIPTIONS ARE PAYABLE STRICTLY IN ADVANCE

Remit by P. O. or Express Order or New York Draft payable to order of D. O. Haynes & Co. Add 10 cents for collection if you send check.

Published at 82 Fulton street, Borough of Manhattan, New York, by D. O. Haynes & Co., a corporation: President and treasurer, David O. Haynes; vice-president, Ezra J. Kennedy; secretary, Edward W. Drew. The address of the officers is the office of publication, and the title is registered in the United States Patent Office.

Entered at the New York Post-Office as Second Class Matter

TABLE OF CONTENTS.

EDITORIALS: The Riker-Hegeman Combination; An Outside View of Chain Stores; Dope-Fiends and the Doctors; N.A.R.D. Convention at Pittsburg; The New Alcoholic Medicines List 873

NEW RIKER-HEGEMAN CO.; biggest retail drug concern in United States; history of merged corporations; statement of policy 875

NEW YORK RETAILERS AND A.D.S. PLANNING TO FIGHT RIKER-HEGEMAN; Mr. Goddard's Model Store. 878

REPORTS OF 24 STATE ASSOCIATIONS; Missouri and Iowa 879

UTAH PH.A.; Delaware, Kansas, Montana 880

VERMONT PH.A.; Tennessee, Washington State 881

FLORIDA PH.A.; North Carolina, Oklahoma, West Virginia. 882

VIRGINIA PH.A.; Louisiana, South Carolina and Illinois... 883

MISSISSIPPI PH.A.; Maine, Nebraska, North Dakota, South Dakota, Oregon, New Hampshire 884

OBITUARIES 885

THE QUIZ MASTER 886

INDEX TO ADVERTISEMENTS 897

INDEX TO GOODS ADVERTISED 898

ERA WANT ADVS. 899

MOSTLY PERSONAL; Mitchell Bernstein, Philadelphia; F. E. Holliday, Discipline of Walton 905

GROUP PICTURE U.S.P. BOARD OF TRUSTEES. 907

WHOLESALE MERGERS IN CHICAGO AND BOSTON.... 907

DRUGGIST CATCHES NEGRO SHARPER 907

DISCHARGED CLERK ACCUSED OF FORGERY 907

NEW YORK DRUG MARKET 908

PATENTS AND TRADE MARKS 909

REVISED SCHEDULE OF ALCOHOLIC MEDICINALS... 910

FEDERAL PURE DRUG LAW DECISIONS 914

BUSINESS NOTICES 916

MODEL PHARMACY IN TACOMA 918

PRICES CURRENT 920

THE RIKER-HEGEMAN COMBINATION.

Our news story in this issue on the Riker-Hegeman combination is sure to be read by all druggists with unusual interest. It is the only authentic story that has been printed in regard to the consolidation of these big retailers.

The growth of this business reads like a story from the Arabian Nights. Its larger development has been within the past ten years and the active head of this great concern did not graduate from the N. Y. College of Pharmacy until 1896, only 14 years ago, Its capital stock of $15,000,000 has doubtless been fixed on its earning capacity, with a reasonable excess for further extensions. Its annual sales of some $9,000,000, for 58 stores, makes an average of some $150,000 sales for each store. To further appreciate the significance of these figures one should know that there is but one wholesale drug concern in the country that is credited with such large sales, and it includes paints and oils, alcohol and other heavy items to make up its total sales. There is but one manufacturing pharmacist who does a business approaching ten million dollars a year.

That there are such possibilities in the retail drug business is a surprise to most of us. In no other locality could such results have been accomplished, and the department stores are entitled to credit for the methods pursued. The growth of these drug stores has without doubt, as the manager says, done much to keep the sundry business with the druggists and for this let us be thankful.

One point of importance is the attitude of the big chain towards other druggists. The Riker-Hegeman idea is to "mind our own business" and let rivals take care of themselves. If some of the druggists who are fighting the corporation would adopt that policy and devote the time to adopting modern methods, brightening their stores, improving their service and getting up-to-date, they would be able to hold their own and the big chain would cease to be a "menace." It must be remembered that the chain holds no copyright on cleanliness, fresh paint, attractive fixtures, first-class stock and polite and efficient service. Many retailers now realize this fact and have no fear of the chain stores.

We all sympathize with the man who suffers from these innovations in business, but they cannot be prevented so long as there is open competition and the spirit of progress prevails. Personality counts for a great deal in the retail drug trade. The success of a drug store depends more largely upon the

man at the head of it than is the case in any other branch of retailing. There is consolation in this fact for the protection it gives to every druggist, particularly when he is called upon to meet the competition of chain stores and these great combinations.

Manager Cosden generously states, that if the Riker stores have done anything worth copying the retail druggists are perfectly welcome to utilize such ideas in their own way. We have confidence in the business sagacity of the retail druggists to act on this suggestion, and we have given so much space to the story of this great corporation with the hope that it will be a stimulus to every other retail druggist.

There are many live, up-to-date druggists in the prosperous cities and towns of this country, but there is room for many more, and the ERA proposes to be a factor in their development.

AN OUTSIDE VIEW OF CHAIN STORES.

In a thoughtful address, President E. M. Allen, of the New Hampshire State Ph.A., anent chain stores and price cutting, says:

The secret of the success seems to be one of the chief longboxes of the big druggist at the present time, and it behooves me a regularly devoted to make suggestions regarding the matter. Such a disinterested observer can sometimes see things in a clearer light than the man who thinks he is going to be hit, and I offer this idea which is not new, i. e., to business conducted always carried on at a fixed and definite percentage of profit, and if any article or class of goods is sold below a reasonable profit, it follows that some other article or class of goods must be sold unreasonably high to bring up the average. To illustrate: I recently saw in the window of a cut-rate store a bottle of well advertised patent medicine, tagged at 38 cents, which was 12 cents less than the legitimate profit which such goods should yield. In the same window was a hot water bottle marked 89c which might have been sold at 79 cents and yielded a fair and living profit.

The public will not be forever fooled, and I believe the druggist who does an honorable business at legitimate prices need not worry, and in the end will win the confidence of the people. There is this comforting assurance: That, while the opportunities for great financial success in the drug business are not large, the failures are surprisingly few and far between.

Chains or no chains, city or country, what President Allen says seems to hit the target right where the bull's eye is located.

DOPE-FIENDS AND THE DOCTORS.

Prof. W. A. Puckner, in a lengthy letter, quotes the following from an ERA editorial:

"If the physician does not desire to have it known that he writes prescriptions for dope-fiends he has his remedy in refusing to continue that branch of his practice."

Overlooking the fact that this applies only to the less conscientious members of the medical profession, the professor proceeds to read the ERA a lecture upon what the physicians generally desire in the matter of anti-cocaine legislation, in doing which he misrepresents our position, no doubt thoughtlessly. But when he tries to torture the quoted paragraph into "a deliberate misrepresentation" of the entire medical profession he is going to an extreme which is absolutely without justification. There was no "insult," either real, or implied.

The ERA fully appreciates the attitude of high-minded physicians with respect to the New York Anti-Cocaine Law and agrees with them that some measure ought to be devised to conceal the use of the drug in legitimate cases of medical treatment, but the problem is, how to do it without throwing down the bars to illegitimate traffic in this much misused and dangerous commodity. This menace to civilization must be cured and the drastic New York law making unauthorized possession a crime seems to be the only effective remedy. Until some feasible amendment can be devised it is likely to do a great deal more good than harm, much as it is to be regretted that there are possibilities in the latter direction. Prof. Puckner should remember that the medical profession has its sprinkling of black sheep, just like the ministerial, the legal, the pharmaceutical and other professions and we confess surprise that he should mix the good with the bad in such an indiscriminate manner.

N.A.R.D. CONVENTION AT PITTSBURG.

Despite the defection of the Philadelphia association, there promises to be a large attendance at the convention of the N.A.R.D., at Pittsburg, beginning on Sept. 12. In a previous issue of the ERA President Huhn gave an outline of the subjects which he will present and consideration will also be given to other matters. The action of the members in relation to dealing with dispensing doctors will be awaited with interest. This is certainly a very delicate proposition and the N.A.R.D. will be open for congratulations if it can be deposed of with the necessary degree of diplomacy. The entertainment provided will be generous and the druggists who attend will have no reason for regret.

THE NEW ALCOHOLIC MEDICINES LIST.

A curious feature about the new Government alcoholic medicines list, which is printed on pages 910 and 912, is that so many of the preparations are of comparatively local existence. Of the 200 or more named, one of the largest wholesale houses in New York carries only ten items, while many large jobbers do not deal in more than half a dozen. As the ERA is National in scope, all of the items will interest at least a few of our subscribers in some section of the country, no matter how remote. Some druggists, perhaps, have never heard of any of the remedies, in which case they will have no reason for worry.

New York *Times* must have plenty of space to burn when it can give up half a column to favoring the elimination of druggists and the dispensing of medicine exclusively by doctors. As the correspondent, "Paul Norwood," seems to be better posted about the physician who "knows who manufactured his preparation" than about other features of professions of medicine and pharmacy the force of his argument will be lost upon members of the professions affected, while the public will continue to regard the situation from its own point of view.

Ingenuity in violating the anti-opium laws is shown in the recent discovery at Washington that the banned drug is being concealed in ointments, which are said to affect the dope-fiends in the same way as does the unadulterated drug. A bill in the last Congress, meant to deal with precisely such evasions, was defeated as unnecessary.

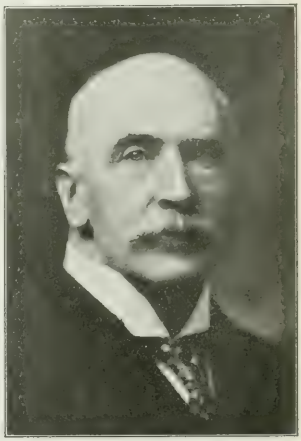
Montreal druggists evidently do not know a good thing when they see it. They are fighting hard against a new law compelling them to close their stores on Sunday. So far they have secured liberal fines for keeping open, but they threaten to close on Sundays as a remonstrance unless the law is repealed. This, they believe, will force the repeal.

Riker-Hegeman Will Be the Biggest Retail Drug Co. in United States.

Merger of Two Great Chain Store Systems Makes Corporation of Enormous Buying and Selling Power—Figures in the Millions—Evolution and Growth of the Two Properties—Policy Not to Fight Smaller Retailers, Nor to Establish New Stores Everywhere and Indiscriminately—Prevented the Department Stores from Monopolizing Retail Drug Trade.

EDWARD D. CAHOON,
treasurer of the Riker Co.

ALFRED H. COSDEN,
general manager Riker Co.



GEORGE RAMSEY,
general manager Hegeman Co.

With the coming of October the merger of the two great Riker and Hegeman chains of retail drug stores will become effective and the Riker-Hegeman Co. will take over the 58 drug stores now operated by the two corporations, conducting the business through the medium of a new corporation incorporated under the laws of the State of New York, with a capitalization of $15,000,000, divided as follows: preferred stock, $5,000,000; common stock, $10,000,000. In the merger the allotment of stock in the new corporation will be based approximately as follows: for Riker stock, 60 per cent; for Hegeman stock, 40 per cent. At the time of closing this issue of the ERA the exact figures had not been determined, the auditors and accountants being still at work.

In these days of enormous capitalizations, $15,000,000 does not mean much and in fact is very conservative when the property interests and business involved are considered. The new concern will have an approximate buying power of $6,000,000 and its sales for the year are estimated at $9,000,000. Besides the 58 retail stores, there are large warehouses and manufacturing plants, while the investments in fixtures, etc., including the best soda fountains obtainable, aside from stock, are enormous. The two corporations employ about 2500 people, including a large number of registered pharmacists.

This event, which is one of the most important in the history of retail drugdom, has created the greatest interest throughout the country and has caused the publication in many newspapers of most sensational statements, with the natural result that many retail druggists have been driven into a state of fright bordering on collapse.

In some localities there is a disposition to fight the new chain and the American Druggists' Syndicate has announced its intention of taking up the cudgels for the small dealers who are members of that association and who may be affected by the competition of the new chain corporation. The situation is an intensified revival of the scare of last Spring, when rumors of the merger were freely circulated and promptly denied.

The Parties to the Merger.

William B. Riker & Son Co. is capitalized at $2,500,000, and its directors are: Alfred H. Cosden, William C. Bolton, Edward D. Cahoon, Joseph H. Marshall, John B. Cobb, Wilbur J. Rash and William P. Gilmour.

The firm of Hegeman & Co. is capitalized at $6,000,000, and its directors are: John H. Flagler, George Ramsey, R. Bleecker Rathbone and Frederick H. Pouch.

John H. Flagler, president of the Hegeman Co. will be president of the new organization; Alfred H. Cosden, now president of the Wm. B. Riker & Son Co., will be first vice-president, and George Ramsey, vice-president of Hegeman & Co., will be selected second vice-president. Frederick H. Pouch, who is treasurer of Hegeman & Co., will be treasurer of the new corporation, and Edward D. Cahoon, treasurer of the Riker concern, is to be secretary. It is understood that the general manager will be Mr. Cosden, who has been so phenomenally successful in perfecting the organization of the Riker chain of stores.

Friendly Rivals Get Together.

"The merger simply means a combination of the interests of two friendly rivals," said Mr. Cosden recently. "Both companies have had a habit of attending to their own affairs and all talk of prospective war between them was mere vaporing. Speaking for the Riker interests, we have simply taken advantage of the opportunities offered in New York and a few other places that were not appreciated by others.

"In merging the two corporations there will be the economies due to vastly increased buying power and to a single system of administration. I am a great believer in the value of newspaper advertising and both corporations have been liberal advertisers. Under the new deal the advertising for one will do for both. The space can be doubled, if we so desire, without increased cost, or the total can be reduced with a saving and yet produce much larger results.

"The merger is primarily a matter of business, but many of the stockholders have long been on friendly terms and they can work better pulling together than they can separately. The advantages ought to be obvious to anybody."

"It is to be presumed that economies will be effected through closing either Riker or Hegeman stores where they are closely in competition, is it not?"

"That is a matter of detail. There are probably not more

[illegible]

Future Plans of the Corporation.

"But both corporations have been opening new stores right along," said the ERA man.

"Headed Off the Department Stores.

"We are not trying or did we ever try to exterminate the [illegible]. We have great respect for him. Many of the unkind things some of them have said about us were not warranted. If the Riker Co., the Jaynes Co., or the Hegeman Co. had not been aggressive the drug business in New York and Boston would be in the hands of the department stores today, and that would be the meanest kind of competition they could possibly have. It would not only be bad for the smaller druggist, but worse for the drug clerks.

"As now conducted I consider our stores a help to pharmacy. We have elevated the standards and have shown how success can be attained. Speaking of the department stores, I wonder if the small dealers have ever thought of where their trade in toilet articles and numerous other sundries would have gone had not our companies taken hold of that branch of the drug business and by extensive advertising and specialization kept these lines within the drug trade, where they naturally belong.

"But for our efforts the department stores would have taken over these lines long before now and people afflicted with the department store habit would have ceased going to drug stores for anything except drugs. In this respect we have been of decided benefit to all retail druggists in our field, including our immediate competitors. I wonder if they have ever thought of that.

Of Benefit to the Drug Clerks.

"[illegible] fairly well paid, and we give employment to many. If the drug business was in the hands of the department stores, they would employ very few registered men, the balance would be boys and girls, mostly girls, at $5 or $7 per week.

"[illegible] right, knows that a Riker store is as straight, clean, and honorable toward the public, the profession, and its employees, as we know how to make it, and that cannot be anything but helpful to the greatest number.

"There will be times when another druggist may feel our [illegible] Noah's Ark first lit on Mount Ararat, and will continue."

Reports of Plans of Invasion Denied.

"The newspapers say that you are planning the invasion of Philadelphia, Washington and Baltimore, as well as other [illegible]

"There is no truth in the reports; we have nothing in view in the cities you name. We are confining our efforts to the New York metropolitan district and to New England. We have opened stores in Brockton, Lowell, Lawrence and Salem. We will open in Worcester, Springfield, Haverhill, Lynn, New Haven and other New England towns when we find what we [illegible]

Not Looking to Get the Liggett Stores.

"[illegible] by the United Drug Co., and later transferred to the Louis K. Liggett Co. Is that true?"

"[illegible]

"Headed Off the Department Stores.

"We are not trying or did we ever try to exterminate the department druggist. We have great respect for him. Many of the unkind things some of them have said about us were not warranted. If the Riker Co., the Jaynes Co., or the Hegeman Co. had not been aggressive the drug business in New York and Boston would be in the hands of the department stores today, and that would be the meanest kind of competition they could possibly have. It would not only be bad for the smaller druggist, but worse for the drug clerks.

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Not Looking to Get the Liggett Stores.

"[illegible] by the United Drug Co., and later transferred to the Louis K. Liggett Co. Is that true?"

"[illegible]

men we would consider any good proposition which might be submitted, but I do not see any probability in connection with the Liggett stores."

"Do you [illegible] buy or take over old stores or install entirely new ones?" was asked.

"That is a matter of expediency. If we take over an old store as a rule we have to make extensive alterations and improvements to bring it up to our standard. The Goldthwaite store in Brockton was practically cleaned out. We don't want any junk shops."

"You have noticed the statement to the effect that your new corporation might take over the American Druggists' Syndicate, have you not?"

"It is a little brokerage concern for small druggists."

"I suppose you have noticed the reports of druggists combining to oppose you?"

"No, we know nothing about other druggists combining to fight us. We are too busy trying to attend to our own business. If we do get a day off, we would rather go fishing or play with the children.

"We do, however, think there are at least two promoters around this part of the country, who are putting their hands into the smaller druggists' pockets and trying to hold us in front of their eyes so they will not see what the promoters are doing."

Some of the Ingredients of Success.

"To what do you attribute the success of the Riker chain of stores? Can you tell me something about your methods?"

"I am a very ordinary specimen to undertake to tell business men how to conduct a business," said Mr. Cosden, "and if you will excuse me, I will not try. None of my efforts have been trade-marked, and if anything I have done is worth copying or considering, everybody is free to help themselves. Please do not think our present business is a work of my hand or head. We have with us the best lot of hard working, clear thinking young men that ever lived. Most of the credit is due them.

"I may say that our features and methods are everlastingly simple. Everything is systematized and we depend on system. System tells us every day, every week, every month just what we are doing. The trade is carefully watched by capable men, whom we hire for that purpose and adjustments are made to meet conditions. We must have capable men. If a man is not capable, he is replaced by another. We have our local managers, our store managers and our department managers, all of whom must be attentive to their duties, while the clerks are expected to do their share in the general uplift.

"The department heads are expected to thoroughly exploit their own branches. The advertising man, for instance, takes care of the newspaper advertising, the window dressing and does it all, whether it be contracting for a whole page of space in a newspaper, or the purchase of a tack for the window-dresser. He is responsible for everything. Newspaper advertising is the best form of publicity in the world, if you [illegible]

In a Nutshell: Good Policy, Good System, Good Men.

"But will you not tell us what you consider the three most important things in a business?"

"Well, I will venture an opinion on that. The whole proposition, as I see it, is: Have a good policy, get a good system and get good men, the system to include a first-class auditing department. System will tell you if the men are good. At the end of the month you have the results to show. To my mind it is a toss up, outside of good policy, which is the more important, good men or good system. It is easier, however, to get the system than the men.

"Hard work is not the sole criterion of usefulness. A man can work awfully hard in trying to do well and yet do a lot of mischief, losing money for the concern. Efforts must be put forth in the right direction.

"As an incentive to future efforts and a reward for past endeavors, a profit-sharing plan was put in effect in the Riker company about three years ago, whereby certain employes who had shown themselves to be deserving were given an opportunity to acquire stock in the corporation. The plan of payment was ten per cent each year for five years, the company crediting an equal amount to that paid by the employe on each installment.

"[illegible]

necessary. We have to depend upon it and it is unfailing in keeping us informed.

Keeping in Sympathy With Public Demand.

"We ascertain what the public wants and promptly supply the demand. People want new fads and fashions and we are always on the lookout for something new. Drug store fashions cannot quite be compared with other lines, in which big bonnets, or pink shirts, or something of the sort may be popular, but new things are being constantly introduced.

"We do not, however, take up an article simply because it is new. As a matter of fact, about 90 per cent of the new things should not come out at all. A druggist could not do anything worse than sell to a customer some new thing that would prove disappointing. Still some of them do it. If a man signs a 21-year lease he must treat his customers right. He must not milk his customers dry at the start, or at any other time. This is realized by the better class of retail druggists."

The Property Affected by the Merger.

No complete or accurate list of the property involved has been published in any paper, but the ERA furnishes the same herewith. The property of both corporations, under the agreement recently signed, will be turned over to the new corporation, all of the parties affected having "put everything in the same pot," as one of them expressed it.

The Riker interests, in addition to the big warehouse and laboratory at 109 West 27th street, will put in no fewer than 38 drug stores. The Hegeman contingent, in addition to its warehouse and laboratory at 66 West 132d street, contributes 20 stores to the combination. These stores are located in various cities and this is a complete list:

RIKER'S.

New York.	*Boston.*
23d st. and 6th ave.	50 Washington st.
Broadway and 9th st.	143 Summer st.
7th ave. and 14th st.	129 Summer st.
15 W. 34th st.	877 Washington st.
2 West 14th st.	498 Washington st.
42d st. and 6th ave.	147 Washington st.
130th st. and 8th ave.	130 Portland st.
121st st. and 3d ave.	128 Tremont st.
266 West 125th st.	601 Washington st.
110th st. and Broadway	
141st st. and Broadway	*Salem, Mass.*
181st st. and St. Nicholas av.	202-202½ Essex st.
84th st. and Broadway	
71st st. and Broadway	*Lawrence, Mass.*
149th st. and 3d ave.	259-263 Essex st.
168 West 34th st.	
157th st. and Broadway	*Lowell, Mass.*
116 7th ave.	121-123 Merrimack st.
	Brockton, Mass.
Brooklyn.	107-109 Main st.
456 Fulton st	
264 Fulton st.	*Newark.*
273 Flatbush ave.	756 Broad st.
371 Sumner ave.	
1273 Broadway.	*Mt. Vernon.*
	102 South 4th ave.

HEGEMAN'S.

New York.	*New York.*
200 Broadway.	Tremont and Washington av.
21 Park Row.	281 W. 125th st. (8th ave.)
Broadway and Bleecker st.	1400 St. Nich. av. (180th st.)
Broadway and 42d st.	
7th ave. and 125th st.	*Brooklyn.*
Broadway and 80th st.	644 Fulton st.
Broadway and 86th st.	1095 Broadway.
Broadway and 101st st.	
2046 Third av. (112th st.)	*Yonkers.*
3d ave. and 149th st.	Getty Square.
Lenox ave. and 125th st.	
1917 Amsd'm av. (155th st.)	*Jersey City.*
2361 Broadway.	171 Newark ave.

Origin and Growth of the Hegeman Co.

The name of Hegeman has been prominent in New York drug circles for many years. The father, William Hegeman, was with Rushton & Aspinwall, which became successively Hegeman & Co., with the son, J. Niven Hegeman as partner, in 1875, then J. N. Hegeman & Co., to 1895, with J. N. as head of the concern. In the latter year J. N. Hegeman died, after a business career of 40 years. At the time of his death the Hegeman chain consisted of stores at Broadway and 9th street, Broadway and 30th street, 450 Third avenue and Fifth avenue and 59th street. In 1904 the Broadway stores were consolidated, but within a short time all of the four mentioned were closed, there remaining only an additional store, in the Park Row Building, which, as the last of the original J. N. chain, was acquired in 1906 by the present Hegeman corporation, together with all right and title to the J. N. corporation.

There were formerly two corporations of similar names, one being the Hegeman Co., which bought a J. N. Hegeman store at 213 Broadway, in 1875, afterwards moving to 196 Broadway and being controlled by H. T. Cutter, Mrs. Cutter and George Ramsey. In April, 1899, this Hegeman Co. was sold in part for $200,000, the Cutter interest going to Mr. Ramsey and two friends whom he brought into the business. On the reorganization, W. H. Flagler was chosen president, Mr. Ramsey was made vice-president and R. B. Rathbone secretary. Then began the development of the new chain of stores under the Hegeman name. Additional land was acquired in Broadway and plans were made for the splendid building at 200 Broadway now occupied by the corporation and which was opened in 1903.

Expansion was not delayed while the new store was being built, for within the first year the first branch was opened in 125th street, at Seventh avenue. A year later the 155th street branch was opened and then followed an interval in which the three stores mentioned required time and attention. In 1903, the 149th street store was opened, but it was not until 1905 that expansion was again resumed. In the latter year the corporation acquired the A. C. Searles store at Broadway and 101st street and added a branch in Lenox avenue. In 1906 the organizers were active and three branches were added, a new one in Times Square, another at 644 Fulton street, Brooklyn, and the J. N. Hegeman pharmacy in the Park Row Building.

In 1907 the Knickerbocker Pharmacy at Broadway and Bleecker street, became a Hegeman branch and in 1908 two more were listed. One was the Griffen-Wray drug store in Yonkers and the other a new store at Third avenue and 112th street. No fewer than seven branches materialized in 1909. These included the Jersey City store, the 1095 Broadway (Brooklyn) branch, one at the corner of Tremont and Washington avenues, Eighth avenue and 125th street, Broadway and 80th street, 180th street, Broadway and 86th street. In January of this year the 136th street branch was established.

Development of the Riker Chain of Stores.

The Riker stores date back to 1846, when William B. Riker, (who died in 1906, aged 85,) started the first store in Sixth avenue, one store removed from 22d street. His son, William H., later entered the business and the firm became Wm. B. Riker & Son. The son was extravagant in his business ideas. He rented the next store and enlarged to take in the corner, at the same time installing one of the largest and most costly fountains obtainable. This of itself was not the sole cause of his financial troubles, for he gave attention to other matters that interfered with his business. It was about 1892 that the Wm. B. Riker & Son Co. was purchased by practically the present owners, including W. C. Bolton, E. D. Cahoon, D. J. Runyon and J. H. Marshall. Others have since come in and additional capital has been invested.

The new owners moved the store to the present location at Sixth avenue and 23d street. Expansion first began in 1899, when the Broadway and 9th street branch was established. The success of both propositions was gratifying, but development was slow and conservative. It was not until June, 1904, that the company acquired the five Bolton stores in Brooklyn, same having been established beginning in 1875 and being in successful operation. Thereafter expansion proceeded more rapidly. A couple of new branches were opened in New York as a starter and since then the company has continued that policy until the number in New York has grown during the last six years to 18 stores.

Meanwhile expansion went on in other directions. In March, 1907, the Riker interests bought the five stores of Charles P. Jaynes & Co., in Boston, later buying the two Lewis stores in the same city. The company now controls

[illegible] stores in Boston. In May, 1909, one of the finest of these was opened in [illegible] street.

Spreading out in New England began about two years ago and there are now Riker stores in Lawrence, Lowell, Brockton and Salem. Locations for stores in several other New England [illegible] have been selected. Branches have also been established [illegible] in Newark, N. J., and in Mt. Vernon, N. Y.

The Men Who Have Done the Organizing.

[illegible] in the two merging corporations include George Ramsey, of Hegeman's, Alfred H. Cosden and [illegible] of Riker's. As vice-president and general manager of Hegeman's Mr. Ramsey has been active and has [illegible] in planning for the expansion of that corporation.

Mr. Ramsey was born in Mountmellick, Queens County, Ireland, in 1853 and was educated in a private school of which his father was the principal. It was the expectation that he would become a physician, but he became a pharmacist. In 1872 he went to Canada and became an apprentice in the drug store of Thomas G. Poyntz, at Orangeville, Ontario. Two years later he went to Toronto and entered the employ of Shapter & Owens, taking a position with college privileges to enable him to study at the Ontario College of Pharmacy, from which he graduated in 1875, capturing the first prize. In 1879 Mr. Ramsey came to New York and started with Hegeman & Co., as a prescription clerk. His abilities were quickly recognized and promotion followed.

Mr. Cosden, as president and general manager of Riker's, has been able to produce extraordinary results. Mr. Cosden is only 38 years old and has been in the drug business from the ground up, for 18 years of that time in the Riker stores. He was graduated from the New York College of Pharmacy in the class of 1896.

Mr. Cahoon, treasurer of Riker's, is a graduate of the Philadelphia College of Pharmacy of the class of 1885. He has been a stockholder in the Riker corporation since it came into its present control and preceded Mr. Cosden as general manager. He also has been active in the work of pushing the corporation's expansion and increasing its business.

TIME TO PHOTOGRAPH GODDARD EXPERIMENT.

His A.D.S. Chain Store Model is Being Renovated and His Nearest Competitor Leaves Open Field.

It will soon be time for C. H. Goddard, secretary of the A.D.S., to photograph his drug store at 70th street and Broadway as the much-talked-of improvements are finally under way and will soon be completed. The display windows are being built several feet further out over the sidewalk on the Broadway and Amsterdam avenue sides and several doors will be blocked in. In the rear, the store will be enlarged by cutting entrance into a florist's shop which has been recently vacated and a new 25-foot soda fountain will be placed in this addition. The sum expended on these improvements, it is rumored, will amount to $10,000. The business is at present being conducted under the name of Pond, Bowes & Cartwright and checks signed Le Bar & Bailey. The latter name as published in a previous ERA is serving similar purposes for a small drug store situated in Second avenue, between 70th and 71st streets, in which Mr. Goddard [illegible] to be interested.

H. A. Willmott, 220 Amsterdam avenue, whose drug store is [illegible] from Goddard's Broadway [illegible] and who is an A.D.S. member, will move in the near future to the corner of West End avenue and 70th street, because of increased rent and not, as was asserted, from any strenuous competition. Mr. Goddard's nearest competitor now is Riker's 71st street store, against which he will have a clear field to show "a net earning on capitalization after renovation of 25 per cent."

RETAILERS WILL OPPOSE NEW CORPORATION.

All Pharmaceutical Organizations in New York City and State Will Unite Against Chain Stores.

"The retail druggists of the city," said Felix Diamond, ex-president of the N.Y.S.Ph.A., in a recent interview, "will attempt to oppose the merged interests of the Riker Co. and the Hegeman Corporation [illegible]. [illegible] seriously by all sides when presented, will not be resurrected. In the move for legislation to control the 'chain' store evil the physicians and dentists will not be considered nor will the retailers wait for the American Druggists' Syndicate to bestir itself. A joint meeting will be called on September 9th or thereabouts, and on this occasion it is anticipated that every pharmaceutical organization in the city and State will be represented. Meanwhile, I will visit personally all the local associations and will communicate with the State associations in order to secure the co-operation and support of their members.

"The corner drug store bears a relation to the public that no corporation store can replace. Its proprietor is a man technically educated and experienced: he knows exactly the ability of the men under him and is able to offer his patrons advice that could never be secured and would never be sought at a corporation store. He is in direct touch with every man, woman and child in his neighborhood. To these facts," said Mr. Diamond, "the public should be educated. To do this will take more than one pharmacist and will cost money, but once consummated we can count on the public's support."

"Through the close relation the public bears the 'corner druggist,'" Mr. Diamond further asserted, "the 4500 druggists in New York could, if necessary, demand recognition at Albany by presenting a petition signed by every man and woman in the State." In respect to any future legislation of the above nature, Mr. Diamond said: "I can get everybody in my assembly district to write our assemblyman: 'We want this bill passed.'"

A.D.S. ORGANIZATION TO FIGHT NEW MERGER.

New York Members to Unite Against Riker-Hegeman Corporation Decided on Hudson Steamboat Ride.

Eight hundred or more A.D.S. members and their ladies enjoyed a moonlight excursion up the Hudson on the steamer Rosedale, in August. The scheduled preliminary business meeting was cut short because the steamer John Sylvester and an accompanying barge were not secured as expected. However, as many members as could crowd in the after-cabin listened to Dr. William C. Anderson deliver a short address on A.D.S. progress in the West. There, he said, the members considered the organization the best to fight the "chain" stores, but they didn't understand and hadn't had such a taste of the evil as the East, their cities being smaller. The situation in New York City didn't require elaboration, everybody was familiar with it.

Cries of "Goddard! Goddard!" brought forth from the A.D.S. secretary a loosely constructed plan of local organization to fight the Riker-Hegeman interests, the same to be acted upon at a meeting at Terrace Garden, Grand Central Palace or some other available hall on the evening of September 8. The racket aboard kept Mr. Goddard from explaining his plan to any extent and he concluded his remarks by saying that the A.D.S. was pressed for room at Long Island City, a much-needed five-story building, 100 x 100 feet, now being under contract to be completed about December 1st. August sales, he said, had surpassed any other month and complaints of delayed deliveries had fallen off.

A booth was fitted up in the cabin and A.D.S. goods displayed and explained to the members: A.D.S. cigars were gratuitous, a fact that made the booth one of the most popular places aboard.

New Chapter of Women's Organization.

WILMINGTON, Del., Aug. 20.—Mrs. W. E. Lee, National president of the W.O.N.A.R.D., recently formed Wilmington Chapter 12 of that organization. The following officers were elected:

Mrs. John O. Bosley, president; Mrs. John J. Gallagher, first vice-president; Mrs. Robert [illegible] Magee, second vice-president; Mrs. [illegible] C. Dewees, third vice-president; Mrs. Etta DeVoe, secretary; Mrs. Emma P. Harris, treasurer.

Diamonds and Umbrella for President Walker.

A touching incident at the recent meeting of the Texas State Pharmaceutical Association at Fort Worth was the presentation of a thirty-second degree Masonic watch charm, studded with twelve diamonds, to President Walker. The presentation speech was made by John A. Weeks, of Ballinger. [illegible] Kronkosky, on behalf of the San Antonio druggists, presented the president with a gold-headed umbrella.

Interesting Features of the Meetings of 24 State Associations.

Missouri Meets in a Tent City, Discusses Important Subjects and Starts Endowment Fund—Supports W.O.N.A.R.D. Crusade Against Obscene Advertisements.

MARYVILLE, Aug. 20.—The 32d annual meeting of the Missouri State Pharmaceutical Association was held recently in a tent village erected for the purpose on the campus of the State Normal School. Dr. James H. Beal, chairman of the board of trustees of the U.S.P. Convention, was the guest of honor and delivered a very comprehensive and interesting address on pharmaceutical, trade, legislative and educational matters. He was later elected an honorary member. The J. H. Beal Endowment Prize Fund was started by Dr. Beal with a contribution of $100. The interest will be used in paying the first year's dues in the association for the applicant for registration making the highest general average in a Missouri board examination during any year.

Missouri Ph.A. guest and officers: (reading from left to right) standing, guest, James H. Beal; secretary council, Otto F. Claus; president, Walter C. Bender; second vice-president, Mrs. D. V. Whitney; permanent secretary, Henry M. Whelpley; assistant secretary, Louis Lieberstein. Seated —third vice-president; C. Liersch; first vice-president, C. E. Meyer; vice-president council, D. V. Whitney; chairman council, W. K. Ilhardt; councilman, C. L. Wright; Councilman, E. G. Schroers.

Treasurer William Mittelbach, of Boonville, reported a net membership of 491 and a cash balance of $418. Delinquents to the number of 39 were dropped from the roll. The association reaffirmed its affiliation with the N.A.R.D. by voting the usual financial support.

The suppression of obscene advertisements, which was brought to the attention of the association by the W.O.N.A.R.D., was unanimously endorsed.

The "Pharmacopœia" was the subject of a report submitted by William Mittelbach and Mrs. D. V. Whitney read a paper on "The National Formulary." The restriction of itinerant vendors constituted a subject for considerable discussion and it was decided to make an effort this winter to secure the legislation necessary in this direction. A resolution was adopted, seeking the proper recognition of pharmacy in the bill for the establishment of a government health department. The members of the Mo.Ph.A. and the Mo.Ph.T.A. seriously considered the abandonment of the plan for soliciting goods or money from the manufacturers and jobbers with which to conduct their meetings. In the future, they will probably look to the towns wanting the convention to provide the entertainment funds. The officers elected are:

President, W. C. Bender, St. Joseph; first vice-president, Chas. E. Meyer, St. Charles; second vice-president, Mrs. D. V. Whitney, Kansas City; third vice-president, C. Liersch, Kansas City; permanent secretary, H. M. Whelpley, St. Louis; assistant secretary, Louis Lieberstein, St. Louis; treasurer, William Mittelbach, Boonville; local secretary, will be elected by council which consists of Wm. K. Ilhardt, chairman, St. Louis; Otto F. Claus, secretary, St. Louis; D. V. Whitney, Kansas City; Ed. C. Schroers, St. Joseph.

The next meeting will be held the second Tuesday in June, 1911, at a place to be decided upon by a committee of which Mr. Mittelbach is chairman.

Fireworks on the Normal athletic grounds, a ball at the Elks' Club and a baseball game between the pharmacists and the travelers were enjoyed by the visitors. The chairmen of the various entertainment committees were: Ladies', Mrs. H. M. Whelpley; pharmacists', A. S. Ludwig, and travelers', Wm. H. Lamont.

The Missouri Pharmaceutical Travelers' Association elected as officers for the ensuing year:

President, W. F. Kahre, St. Louis; first vice-president, Claude Coon, Kansas City; second vice-president, Oscar Smith, St. Joseph; third vice-president, D. C. Durland, Kansas City; secretary, Roy Walker, Kansas City; assistant treasurer, Charles Schall, St. Louis; assistant secretary, C. W. Tritschler, St. Louis.

IOWA PHARMACISTS OPPOSED TO VENDORS.

W. R. Beck Heads Ph.A. for Ensuing Year and W. A. Harper is Elected Travelers' President.

DES MOINES, Aug. 20.—The 250 pharmacists who attended the recent 31st annual meeting of the Iowa State Pharmaceutical Association were welcomed by Mayor James R. Hanna, the response being made by Professor W. J. Teeters, dean of the State University School of Pharmacy. In his annual address, President Frank B. Clark, Ottumwa, advocated the enactment of a State law prohibiting itinerant drug vendors from operating in Iowa. He declared that more than 300 vendors of drugs have licenses to sell in the State and their operations not only interfered with the "legitimate" retailer's business, but lowered the standard of the profession. Some of the corporations, he said, would make an effort at the next session of the legislature to reduce the vendors' tax from $100 a wagon to $100 for the concern. "Iowa is one of but seven states in the Union where itinerant drug vendors are permitted to do business, and the Government prohibits them in all of its possessions," he said. Mr. Clark discussed the advisability of having the law changed so that pharmacists would not handle liquor at all. He also urged that the pure drug law be altered so as to permit changes in labels.

President Clark's remarks on the itinerant vendor situation met the entire approval of the members and he was ably seconded by Thomas H. Potts, secretary of the N.A.R.D., who declared that in many cases itinerant vendors were diagnosing and prescribing and in this way violating the State law by practicing medicine without licenses.

Ex-president Edwin Franken, of Sigourney, chairman of

the trade committee, expressed himself as opposed to the present United States law providing that no drug that can be used to a detrimental extension shall be sold in Iowa. It should be repealed. There is no sane reason for its existing on the statutes. He said: "The law prevents these drugs from being sold in preparations of 10 per cent strength. It would be impossible for it to be used to bring about a criminal operation."

Subjects coming up for considerable discussion were the need of a law compelling physicians dispensing their own medicines to state the ingredients on bottle, the poisoning of advertising containing immoral literature and pictures, by pharmacists, and the desirability of inter-state exchange of registration certificates with Iowa. Resolutions incorporating the two latter points were adopted. The proposal of a syndicate to establish a chain of drug stores was condemned as a hindrance to trade, and in the report of the committee on pharmacy, Chairman, Miss Zada M. Cooper, Red Oak, the sale of soft drinks to children and of narcotics and alcohol were censured.

Auditor of State, J. L. Bleakly, spoke shortly on mutual insurance companies in Iowa, dwelling, in particular, on the Iowa Druggists' Mutual Insurance Association, which now carries risks amounting to $291,000, and which paid out last year $1,081 for losses. The association returned a dividend of 5 per cent in 1909 as excess paid in premiums.

These officers were elected:

President, W. R. Beck, Des Moines; vice-presidents, M. L. Hartwig, Radcliff; M. G. Heilberger, Grundy Center; George Judd, Algona; secretary, J. M. Liddy, Whitfield, treasurer, J. B. Webb, Des Moines; executive committee, E. M. Burns, Mason City, N. E. Reed, Ottumwa, A. C. Wilson, Oelwein.

The next meeting will be held at Davenport. An automobile tour of Des Moines, a card party for the ladies and a smoker for the men, a theater party, a baseball game and a banquet were the features of the entertainment gotten up for the visitors.

The Iowa Travelers' Association elected these officers:

President, W. A. Harper, Ottumwa; vice-presidents, W. G. Hagy, Des Moines; C. T. Clark, Des Moines; A. N. Harris, Ottumwa; secretary-treasurer, F. V. McGraw, Ottumwa; executive committee, Geo. W. J. Williams, Oskaloosa; Bess Campbell, Ottumwa; Edgar Hertford, Omaha; A. W. Rader, Des Moines; Roy Cooke, Des Moines.

"TEMPERATE REFORMERS ARE INCONSISTENT."

Utah Ph.A. Member Says Prohibition Office Holders are First to Ask Druggist to Break Law.

LOGAN CITY, Aug. 20.—At the recent 10th annual meeting of the Utah State Ph.A., T. R. Kelly, Springville, discussed the prohibition question from the standpoint of the retail druggist. He called attention to the lack of consistency among those who put in effect temperance reforms, asserting that the men who are elected on prohibition platforms are usually the first to ask the druggist to break the law. "The view of the ultraprohibitionists seems to be that they should be permitted to secure what liquor they may need for legitimate purposes but that all others should be made to obey the letter of the law." Mr. Kelly's opinion was that the law should permit any good citizen to obtain all the liquor he might need for legitimate uses and that it should be made a felony to secure liquor for illegal purposes.

Other matters to receive the consideration of the association were the non-enforcement of the State law relating to the sale of morphine and cocaine, the failure of the police to act meeting with the disapproval of the members, and a proposition to endorse the Owens national health bill which fell through.

The report of the Board of Pharmacy showed a total of 285 registered pharmacists and 36 assistants practising in the State. The following officers were elected:

[illegible] Dr. W. A. Wilson, Dr. [illegible] Dr. W. A. Wilson, Salt Lake; Dr. G. H. Fennemore, Beaver; Dr. J. A. Roberts and Dr. A. [illegible]

[illegible] The feature of the meeting was the banquet at the Eagle Hotel, at which F. C. [illegible] acted as toastmaster. Among those responding to toasts were B. F. Riter, F. A. Druehl and Dr. A. C. Smith. The Logan Boosters supervised the entertainment of the visitors which included an eight-mile ride through Logan [illegible]

DELAWARE PHARMACEUTICAL SOCIETY ACTIVE

Prominent Pharmacists Discuss the U.S.P. Convention and Eighteen New Members are Elected.

BRANDYWINE SPRINGS, Aug. 20.—At the 24th annual meeting of the Delaware Pharmaceutical Society, President B. H. Matthews having found it impossible to be present, the members were called to order by Chairman J. M. Harvey. Among the delegates from other associations were Dr. I. V. S. Stanislaus, Dr. Adolph W. Miller and John F. Hancock.

Reports from the various committees showed the society to be flourishing and active, 18 new members being elected. Of special interest was the report of the delegates to the U.S.P. Convention, it being entertainingly enlarged upon by both Dr. Miller and Dr. Stanislaus.

A lengthy communication from N.A.R.D. secretary, Thos. H. Potts, was presented and the society directed that a vote of thanks be conveyed to him.

The following officers were elected:

President, F. E. Gallagher, Wilmington; vice-presidents, New Castle County, W. A. Grant, Wilmington; Kent County, Ezekiel L. Clark, Dover; Sussex County, R. M. Kaufman, Seaford; executive committee, Wm. Poole, chairman; Miss S. V. Reynolds, T. H. Cappeau, all of Wilmington; treasurer, J. O. Bosley, Wilmington; secretary, F. H. Gray, Wilmington; nominees for State board vacancy, J. O. Bosley, Wilmington; W. B. Keyes, Clayton; O. C. Draper and N. [illegible] Downes, both of Wilmington, and Levi Scott, of Dover.

KANSAS PRESIDENT DENOUNCES ATTACKS.

City Handsomely Decorated in Honor of Visitors and Business Suspended While Prof. Hallberg Speaks.

SALINA, Aug. 20.—During the recent convention of the Kansas State Ph.A. the city was splendidly decorated in honor of the members and during an address by Prof. C. S. N. Hallberg, of Chicago, business was suspended in the local pharmacies. President A. E. Topping, of Overbrook, made an attack on the newspapers of the yellow type, claiming that they are doing an injustice to the druggists by conveying the impression that a majority of the products of the drug stores are below standard and leaving the impression that the druggists are trying to defraud the public and are opposed to standard products and the pure food and drug laws. He declared that the people put too much confidence in the family newspaper and suffered thereby.

Topeka won the honor of being the next place of meeting and the election of officers resulted as follows:

President, George W. Kyle, Newton; vice-president, Henry Dick Lawrence; second vice-president, Clarence Reed, Salina; treasurer, Matt Wood, Topeka; secretary, Jacob Lowman, Pittsburg; corresponding secretary, Frank Smith, Herington; delegate, Prof. L. E. Sayre, Lawrence; executive committee, Andrew Hutchison, C. C. Holmes, Parsons; W. F. Boggs, Madison; R. B. Bird, Westmoreland; Charles Seitz, Sedan.

JURISDICTION OF STATE FOR MONTANA BOARD.

State Ph.A. Members Think Towns of Limited Population Should be Controlled Same as Cities.

ANACONDA, Aug. 20.—[illegible] the American Pharmaceutical Association was suggested by President Frederick A. Woodbury, of Great Falls, in his address presented at the recent 20th annual meeting of the Montana State Pharmaceutical Association. In advancing this union he elaborated on the professional benefits that would thus be derived. That it was time that the State pharmacy law, which has been untouched on the statute books for twenty years, be [illegible] to fit the present was also expressed by Mr. Woodbury and he further recommended that the legislature enact a law to curb the itinerant medicine vendor, and that the jurisdiction of the Board of Pharmacy be extended to towns of less than 500 population. The [illegible] was referred to a committee consisting of J. L. Kraker, Louis Dreibelbis, G. W. Sample, T. M. Kehoe and C. F. [illegible]

The formation of a women's auxiliary was the subject of much discussion and such a contingent to take place at

the next annual meeting at Hunter's Hot Springs. The following officers were elected:

President, C. R. Fuller, Anaconda; first vice-president, G. F. Peterson, Missoula; second vice-president, A. C. Roecher, Bozeman; third vice-president, Louis Dreibelbis, Butte; secretary, J. M. Seaman, Livingston; treasurer, A. D. Rose, Bozeman; board of trustees; J. F. Davies, Buttee; Albert Doull, Centerville; Alfred Whitworth, Deer Lodge, and Howard Rockefeller, Butte. Following names will be submitted to governor from which one will be selected as member of board: G. F. Peterson, Missoula; C. R. Fuller, Anaconda; A. D. Rose, Bozeman; J. A. Kelly, Forsyth, and A. C. Roecher, of Bozeman.

A trip through the Washoe smelter, the world's greatest smelter, and an informal reception and banquet at Dewey Hall were thoroughly enjoyed by the visitors.

VERMONT DRUGGISTS DRIVE IN THEIR AUTOS.

Prosperity in State Where 96 Per Cent of Registered Druggists Belong to Their State Association.

BARRE, Aug. 20.—That the druggists of this State are prosperous was in evidence when a majority of them traveled in their own automobiles to attend the 17th annual convention of the Vermont State Pharmaceutical Association at Lake Bomoseen, near Fair Haven. There were about 100 present, including the Traveling Men's Auxiliary and many ladies. A reception was given to members and guests by President and Mrs. Arthur L. Cheney, assisted by the officers of the association. Later the party enjoyed a moonlight excursion on the lake on the Steamer Arthur B. Cook. Dr. C. S. Caverly of Rutland gave the address of welcome, which was responded to by President Cheney, whose annual address was vigorous and to the point, containing several good recommendations. The following papers were read: "Harmony and Co-operation," by Mason G. Beebe, Burlington; "Effervescent Salts," by Frank L. Cheney, St. Johnsbury; "Bacterial Vaccines," by Clifford G. Maynard, Brattleboro; "How to Conduct a Successful Retail Store," by W. H. Hoyt, Burlington. The papers were exceptionally good and were discussed with considerable interest.

Excursion boat used by members of Vermont Ph. A. on Lake Bomoseen.

Secretary Terrill's report showed that 96% of the registered druggists in the State were members of the association, 21 new members being made at this meeting. The following officers were elected for the ensuing year:

President, Welcome B. Eastman, St. Johnsbury; first vice-president, Miss Agnes Quinlan, Bennington; second vice-president, Mrs. A. L. Cheney, Morrisville; third vice-president, Miss Elizabeth Gregg, Bennington; secretary, Willis E. Terrill, Montpelier; treasurer and assistant secretary, John M. Taylor, Bradford.

There were several athletic events and a game of baseball between the Druggists and Traveling Men, which was won by the latter. A ball was given by the Traveling Auxiliary at the pavilion. This was a most enjoyable affair and was attended by over a hundred couples. A picnic lunch was furnished in an adjoining pavilion.

TENNESSEE PH.A. CELEBRATES SILVER JUBILEE.

Itinerant Vendor, Sunday Closing and Liquor Sales by Pharmacists Discussed by the Members.

MEMPHIS, August 20.—Anti-itinerant vendor legislation, Sunday closing and liquor sales by pharmacists were some of the subjects hotly discussed at the 25th annual meeting of the Tennessee State Pharmaceutical Association recently called to order at the Gayoso Hotel by President W. I. Gates, of Whiteville. The 200 or more assembled members were welcomed on behalf of the Memphis R.D.A., by T. A. Robinson. Jesse L. Nelson, of Jackson, and D. H. Neil, of Nashville, responded.

In his annual address, President Gates urged the members to go on record against handling liquor for any other than strictly medicinal purposes. He said: "I believe that we druggists, as practical, honorable business men, should wash our hands clean of the liquor taint in connection with our stores." Mr. Gates also assailed cut rates and bargain days in drugs, which he asserted demoralized the trade. He further urged that an attorney or some competent person be employed by the association to work with the legislative committee and superintend desired legislation.

Many of the members were very bitter against operating drug stores on Sunday and resolutions were adopted which may result in very stringent legislation. The next Legislature will also be asked to enact a law requiring medicine vendors to pay an annual tax of $1000 to the State. The following officers were elected:

President, Carl M. Renkert, Memphis; vice-presidents, R. L. Coley, Milan; Ernest Finch, Nashville, and J. J. Ingle, South Pittsburg; secretary, E. F. Trolinger, Nashville; treasurer, M. E. Hutton, Nashville; nominated for State board vacancy, W. J. Cox, Bolivar; W. A. McBath, Knoxville; F. L. Stevenson, Columbia; J. A. Loyd, Pulaski, and R. L. Thompson, Nashville.

Over a hundred new members were admitted. Next meeting will be held at Nashville.

Features of the entertainment were theater parties, a steamboat ride on the Mississippi, an automobile ride about the city for the ladies, and a banquet at the Hotel Gayoso, the last in celebration of the association's silver jubilee. The banquet was also the occasion of the presentation of a beautiful gold Masonic emblem to Secretary E. F. Trolinger by a number of his fellow members. The presentation speech was made by Frank W. Ward, who presided as toastmaster. The testimonial was in recognition of Mr. Trolinger's eight years of service as secretary of the association.

DRUG STORE IS NOT THE PLACE FOR A WOMAN.

Washington Ph.A. Members Think Women Clerks as Competent as Men, but Can't Stand Long Hours.

TACOMA, Aug. 20.—Possibly 100 members attended the 21st annual meeting of the Washington State Pharmaceutical Association recently presided over by President Dr. William M. Beach, of Shelton. The payment of a fee of $25 to the Federal government and the same amount to the State government for the privilege of selling liquor only on the prescription of a physician aroused considerable indignation. Dr. Beach voiced the members' opinions when he said:

"The safest thing to do is to throw the stuff out altogether and save the $50. There is no use taking chances with the government to accommodate a few persons who want us to make criminals of ourselves by granting them special favors. If we do not have a license at all, it is easier to explain to them that we cannot furnish them with liquor."

Others opined that it was not worth while to handle liquor in any form under present conditions since in addition to allowing sales only on prescription, the prescription could not be refilled. After much discussion, it was decided that the pharmacists of the State should agree not to handle liquor except when mixed with other ingredients for medicinal use. The same action taken as to the use of narcotics.

The employment of women as drug clerks was another matter thoroughly threshed out and the consensus of opinion

[illegible] for a woman to work. Secretary J. W. McArthur, of Spokane, said that although the percentage of [illegible] was just as high, if not higher, among the women clerks than among the men, it has been shown that the long hours of work alone bar her from the drug business. He concluded: "The fact that many clerks work from 12 to 15 hours a day and are on their feet the greater part of the time, makes it impossible for a woman to stand up under the strain."

The committee on legislation reported that the new law prohibiting the sale of medicines by storekeepers was working very successfully. Few storekeepers were complaining and many abuses had been stopped.

Peder Jensen the association's representative at the Pharmacopoial Convention, urged that the U.S.P. be kept up-to-date and more accurate.

Albert H. Dewey, of the University of Washington pharmacy department, Seattle, read an excellent paper on "Toxins and Antitoxins." The following officers were elected:

President, H. M. Arnold, Bellingham; first vice-president, W. R. Scott, Puyallup; second vice-president, J. C. Wyatt, Vancouver; third vice-president, Ole B. Lien, Tacoma; secretary, James W. McArthur, Spokane; and treasurer, George D. Fitzmorre, Chehalis. Executive committee elected: W. R. Scott, F. V. Lembar, Shelton; C. I. Carr, Seattle; E. P. Offerman, Bellingham; P. Jelsema, Tacoma; O. B. Lien, I. Korth, Tacoma; L. L. Tallman, Tacoma, and J. J. Yuill, Tacoma. Names recommended to Gov. M. E. Hay for vacancy on board: E. P. Offerman; H. M. Arnold; P. C. West, Bickleton; C. I. Carr; E. E. Fisher, Port Angeles.

Next meeting will be held at Bellingham. A cruise around the Sound on the steamer Tyrus, dinner at Delano Beach and a baseball game were features of the entertainment incidental to the meeting.

W. D. JONES ELECTED PRESIDENT FLORIDA PH.A.

Visiting Delegates are Royally Entertained by Local Members and Wholesale Druggists of State.

JACKSONVILLE, Sept. 1.—The seventh annual meeting of the Florida State Pharmaceutical Association was called to order recently by President James S. Bodiford, of Gainesville. Addresses of welcome were delivered by F. P. Couray, president of the local board of trade, and Mayor William S. Jordan. Among the other speakers were W. O. Richtmann, Satsuma Heights, who spoke on the "A.Ph.A." and Ernest Berger, of Tampa, president of the State board, whose subject was the "N.A.R.D."

The following officers were elected for the ensuing year:

President, W. D. Jones, Jacksonville; first vice-president, Le Roy Cotter, Tampa; second vice-president, D. G. Smith, Madison; third vice-president, N. J. Merck, Orlando, secretary, J. H. Houghton, Palatka and treasurer, W. M. Johnson, Gainesville. Executive committee: James S. Bodford, J. M. Stansfield, Reddertown, and D. W. Ramsaur, Palatka.

Tampa was chosen as the next meeting place. Local druggists tendered the visitors a banquet at the Aragon Hotel, 125 guests being present. Other features of the entertainment were a river party at which A. N. O'Keiffe, this city, on behalf of the Southern Drug Company, entertained the members, and a steamboat ride, under the auspices of the wholesale druggists of the State, on the St. John river to the jetties, the later including fishing at Mayport.

"DROP SALE OF LIQUOR, IF IN EARNEST."

President Watson, of North Carolina, Ph. A., Puts Matter Squarely Before Members at Meeting.

CHARLOTTE, Aug. 20.—President G. Y. Watson of South [illegible] called to order the 31st annual meeting of the North Carolina State Pharmaceutical Association held here recently. In his address to the members, he touched on many matters of local pharmaceutical import, dwelling in particular on the liquor situation and the need of a closer affiliation with the State Medical Association. Regarding the sale of liquor by [illegible] the president said: "It is only through the drug [illegible] and then in regularly prescribed order by a licensed [illegible] that liquor can now be sold in this State. I regret to say that in some places the law has been violated greatly [illegible] and the [illegible] have come to the duty of [illegible] and [illegible] corrections. I have shown in my town that the drug business is as honorable as any other, and in no [illegible] with the whiskey business. Let the druggists of the State drop the sale of liquor and show that they are in earnest about [illegible] matter." He further advised the members to become politicians in so far as securing better pharmaceutical legislation was concerned, but in electing members to the board he thought politics should be an unknown quantity.

Business of importance transacted was the changing after a hot discussion, of the election of officers to the second day of the meeting instead of the third as heretofore, the result being a slim attendance on the final day. Resolutions were adopted approving the agitation, started by the W.O.N.A.R.D., against obscene and immoral advertising, approving Sunday and early closing, and endorsing the Pure Food and Drugs Act. These officers were elected:

President, Max T. Payne, Greensboro; first vice-president, G. A. McDonald, High Point; second vice-president, J. P. Woodall, Charlotte; secretary, P. W. Vaughan, Durham; treasurer, G. E. Burwell, Charlotte. J. P. Stowe, Charlotte, was elected to the State board.

Next meeting will be held at Morehead City.

L. D. BRUNK NEW PRESIDENT OKLAHOMA PH. A.

Travelers Have Day Set Aside as Their Own at Convention and Install "Order of Royal Turks."

SHAWNEE, Sept. 1.—The following officers were elected at the third annual meeting of the Oklahoma State Pharmaceutical Association:

President, L. D. Brunk, Nowata; first vice-president, C. A. Dow, Pond Creek; second vice-president, Wallace A. Mann, Shawnee; secretary, W. H. McCutcheon, Luther; local secretary, J. C. Johnson; treasurer, C. P. Bruce, Pauls Valley; executive committee, Claude Powell, Stillwater.

The association will meet next year at McAlester. Features of the entertainment were field events at Benson Park and a ball at Chrisney Hall.

The Oklahoma Pharmaceutical Travelers' Association had a day set aside at the convention as its own. Business dispensed with, a recital was given for the visiting travelers by the Synthetic Music Club, and a chapter of "The Ancient Order of Royal Turks" was organized at the Norwood Hotel, the following officers being installed:

High potentate, Andrew E. Holmes; master, W. E. Sublet; exchequer, B. N. Harris; chief conductor, W. R. Patterson.

W. VA. PH. A. OPPOSES COUNTY AUTHORITIES.

Druggists Report at Convention that Licenses are Refused but Tax and Penalty are Collected.

HUNTINGTON, Sept. 1.—The annual meeting of the West Virginia State Pharmaceutical Association was called to order by President W. W. Irwin, of Wheeling, who introduced Julian M. Park, president of the Cabell County Druggists' Association, who extended greetings. Mayor Rufus W. Switzer delivered the address of welcome. In his annual address, President Irwin urged the necessity of a law requiring that drugs be sold only by registered pharmacists, and that the association seek the election of its own members to the State legislature. He also touched upon the State liquor license question, which has been agitating the druggists of several counties for some time.

The following officers were elected:

President, W. S. Vinson, Huntington; vice-president, W. E. Dittmeyer, Harpers Ferry; secretary, G. O. Young, Buckhannon re-elected; treasurer, W. A. Ross, Morgantown; member executive committee, F. B. Haymaker, Point Pleasant.

Twenty-four new members were voted in and eight delinquents were given sixty days of grace in which to settle up. Webster Springs will be the next place of meeting. The following committees had in charge the business of this meeting.

Credentials and resolutions, W. S. Vinson; Walter Myers, Morgantown; Steven Tierney, Weston; R. F. Davis, Welch; H. V. Reece, Parkersburg; nominations, Arch Krieg, Charleston; E. E. Dewees, Wheeling; P. A. Haymaker, Charleston; J. M. Park, Huntington; Alfred Waller, Sutton, and president's address, Wallace Procter, Wheeling; W. E. Peabody, Moundsville; E. W. Harrison, Wheeling; A. M. Whittaker, Huntington; W. A. Ross, Morgantown. President J. M. Park, of the Cabell Co. R.D.A., appointed the following committees which arranged for the meeting: Reception, J. M. Park, W. S. Vinson, A. D. Sowers, Mat Miser, L. N. Boggess, J. A. Washington, C. N. Hussey and C. W. Harrison; advertising, H. O. Boette, H. R. Wild and Willard Snodry; entertainment, C. W. Taylor, J. M. Lowry and C. W. Keller; registration and badges, C. A. Yates, James Murray, B. Ney Williams, Fred Allen and A. M. Whittaker, and music and dance, J. M. Park, W. Drummond and Ben Vinson.

Features of the entertainment were an automobile ride

through Huntington, a theater party, baseball game, a ball at the Frederick Hotel, luncheon for the ladies at the Elks' Club, an excursion to Clyffeside and a banquet.

VIRGINIA PH.A. WILL NOT BAR TRAVELERS AND WHOLESALERS FROM ITS MEMBERSHIP.

Report of C. B. Fleet, Delegate to U.S.P. Convention, Returned to Committee for Redrafting as Members Object to His Attitude Towards Dr. Wiley and the "Germans."

VIRGINIA BEACH, Aug. 20.—Over 200 members attended the 29th annual meeting of the Virginia State Pharmaceutical Association. Rev. Dr. Richards greeted the visitors. Response was made by Charles D. Fox, of Roanoke. President George A. Van Lear, of Roanoke, in his annual address, urged the enforcing of uniform prices, that the colleges of pharmacy give more attention to the teaching of the commercial end of pharmacy and that a committee be appointed to draw up a code of ethics for the guidance of pharmacists.

Two hours were consumed in debate upon a proposed amendment to the constitution which would render eligible for membership only registered pharmacists, thus barring all wholesalers and traveling men not now members. The amendment was overwhelmingly defeated.

The report of Charles B. Fleet, of Lynchburg, the association's delegate to the U.S.P. Convention, was strenuously objected to by various of the members and was referred to a committee consisting of Ernest L. Brandis, Richmond; James L. Avis, Harrisonburg, and J. E. Jackson, Richmond, for reconstruction. Mr. Fleet expressed himself as sorry that Dr. H. W. Wiley was elected president of the convention and that he had been unfavorably impressed by the actions of the German delegates at the convention, as they seemed to have something to say on every matter brought up.

The following officers were chosen:

President, H. R. McKay, Luray; first vice-president, W. L. Lyle, Bedford City; second vice-president, C. D. Fox, Roanoke; secretary, Charles B. Fleet, Lynchburg; treasurer, Henry S. Eley, Suffolk; local secretary, J. Warren Barnett, Roanoke, executive committee, E. L. Brandis, C. J. Owens, Wytheville, and H. C. Barnes, Roanoke; entertainment, W. M. Stokes, Lynchburg; E. L. Robey, Herndon, and George A. Van Lear, Roanoke; ways and means, W. G. Williams, Thomas N. Curd, Richmond, and R. C. Littlejohn; queries and papers, E. L. Brandis, Chas. H. Goldsborough, Culpeper, and C. P. Kearfoot; nominees for State board vacancy, C. P. Kearfoot, Martinsville; H. C. Littlejohn, Leesburg; A. H. Jordan, Pulaski; George A. Van Lear, Roanoke, and W. H. Lawson, South Boston.

Seventy new members were voted in and Roanoke was selected as the next place of meeting. A feature was the toast drunk by the members to the Rhode Island State Ph.A., of which they were the guests two years ago. Polk Miller, well known druggist and entertainer, gave a concert at the Virginia Beach Hotel which was thoroughly enjoyed.

LA.PH.A. WANTS EXPOSITION IN NEW ORLEANS.

Association May Reaffiliate With N.A.R.D.—Members Enthusiastic for New College of Pharmacy.

NEW ORLEANS, Sept. 1.—The 28th annual meeting of the Louisiana State Pharmaceutical Association held recently at the New Orleans College of Pharmacy, was called by President E. L. McClung, of Natchitoches. Prayer was offered by Rev. Father Edward Mattingly and the address of welcome delivered by Mayor Martin Behrman. The latter struck the popular chord by prophesying to the 100 or more assembled members that the Panama Canal Exposition in 1915, if held in New Orleans, would mean a greater New Orleans and a greater Louisiana Pharmaceutical Association. This prognostication was received very enthusiastically and the association placed itself on record as heartily in favor of the plan.

Perhaps the reform of most immediate importance advocated was the enactment of a law to compel drug clerks to attend a college of pharmacy in order to be eligible for examination by the State Board. Philip Asher explained that a bill on these lines passed both houses of the State legislature recently, but had been pocketed because no authorized representatives of the association were present. He said that Governor Sanders, Speaker H. Garland Dupre and Dr. Harvey Dillon, president of the State Board of Health, favored the measure and would support it. F. L. Simon bitterly opposed the proposed legislation, asserting that it would be a hardship on the country boys who studied in drug stores. The measure was referred to the legislative committee for immediate action. The association may reaffiliate with the N.A.R.D.

A movement to erect a college of pharmacy in New Orleans, at a cost of $50,000 to $60,000, was started and enough stock was subscribed to insure success. These officers were elected:

President, John E. Scott, New Orleans; first vice-president, A. Di Trabini, New Orleans; second vice-president, W. E. Allen, Monroe; treasurer, George S. Brown, New Orleans; secretary, George W. McDuff, New Orleans; corresponding secretary, Edward Dannenmann, New Orleans; executive committee, George V. Claren, Chas. D. Sauvinet, J. N. W. Otto, Michael Stolzenthaler, all of New Orleans, and W. E. Harter. Delegates were appointed as follows: A.Ph.A. convention, Philip Asher, F. C. Godbold and J. A. Legendre, all of New Orleans, and N.W.D.A., F. A. Dicks, J. W. Phillips and A. D. Parker; legislative committee, P. A. Capdau, T. J. Labbe, Fred A. Earhart, C. D. Sauvinet, F. A. Dicks, A. D. Parker and John W. Phillips.

GEORGE W. EVANS NEW PRESIDENT OF S.C.PH.A.

Members of Southern Organization Listen to Several Good Papers, Banquet and Elect Officers.

SPARTANBURG, Aug. 20.—At the recent 34th annual meeting of the South Carolina State Pharmaceutical Association, papers were read by F. M. Ellerbe, Jonesville; A. A. Coleman, Greenwood; W. H. Carrigan, Charleston, and R. C. Todd, Spartanburg. These officers were elected:

President, George W. Evans, Anderson; first vice-president, O. Frank Hart, Columbia; second vice-president, Arthur Irwin, Spartanburg; secretary-treasurer, Frank Smith, Charleston; board of examiners, J. M. Oliver, Orangeburg.

Next meeting will be held at Chick Springs. For securing the fifty new members voted in, prizes were awarded to C. E. Andrews, Charleston; D. C. Todd, Spartanburg; John Sibil, traveling representative of Mulford & Co.

At the annual banquet, C. A. Milford, of Abbeville, officiated as toastmaster. Those responding to toasts were: A. J. Geer, Charleston; M. H. Sandifer, Rock Hill; Geo. W. Evans; D. P. Frierson, Charleston; O. A. Matthews, Bennettsville; H. E. Heinitsh, Spartanburg.

I.P.A. ENDORSES NEW STATE PHARMACY BILL.

Huge and Striking Entertainment Features Attract Largest Attendance in History to Meeting.

DECATUR, Aug. 20.—Possibly 1500 people, members, pharmaceutical traveling men and their respective ladies, honored this city with their presence during the recent 31st annual meeting of the Illinois State Pharmaceutical Association. Rev. R. W. Gammon delivered the address of welcome to which G. C. Lescher, vice-president, responded on behalf of the association, and F. W. Dudley on behalf of the Illinois Pharmaceutical Travelers' Association. In his presidential address, W. D. Duncan, of La Salle, strongly advocated that action be taken on the proposed new State pharmacy law. This and other recommendations made by Mr. Duncan were approved by the proper committee and the draft of the proposed law, as presented by the legislative committee, was later endorsed after several slight changes.

Reports were presented by William Bodemann and E. H. Ladish, respectively, delegates of the association to the U.S.P. Convention and the recent annual meeting of the A.Ph.A. Other reports were received as follows: Committee on trade interests, Charles E. Robertson, Carthage; committee on Board of Pharmacy records, G. Henry Sohrbeck, Moline, and State Board of Pharmacy, President H. C. Christensen, Chicago.

The annual dues were raised from $1 to $2 and the election resulted as follows:

President, G. S. Lescher, Galesburg; first vice-president, C. H. Achelpohl, Quincy; second vice-president, J. H. Wells, Chicago; third vice-president, Ralph Dorland, Decatur; secretary, W. B. Day, Chicago; treasurer, G. C. Bartells, Camp Point; nominees for the State board: H. C. Christensen, James P. Crowley, Chicago; W. P. Knoche, Chicago; Carl Metzger, East St. Louis; W. F. Baum, Danville; advisory board of University of Illinois School of Pharmacy: Fritz Lueder, Peoria; Joe Ottlinger, Otto J. Hartwig, L. P. Larson and J. H. Wells, all of Chicago.

Other incidents were the raising of a fund to erect a monument over the grave of Joseph McDonald, buried in Forest Park Cemetery, Chicago, who was practically the founder of the Chicago Social Drug Club; the general regret

[illegible] E. A. C. Hynson, president of the same organization, [illegible] of the theories received in as a result [illegible] the prosecution of a free peddler in Meridian, [illegible] to R. E. Dressel on behalf of the I. P. T. A.

[illegible] were elected by the travelers:

President, [illegible] Hess, Chicago; first vice-president, A. G. [illegible]; second vice-president, R. D. Kesler, Cincinnati; third vice-president, Louis F. Hart, Montgomery; secretary, A. E. [illegible], Chicago; assistant secretary, F. W. Dreier, Jr., Chicago; treasurer, A. C. Kessler, Freeport; M. L. Bergen, [illegible] A. C. Engelke, Chicago.

[illegible] organized as a "Zobo" band, the [illegible] themselves by serenading the Chicago members, 400 of whom arrived by special train. Clad in Turkish [illegible] and wore [illegible] on a paper mache instrument. [illegible] made beautiful compositions to the great delectation of the citizens of Decatur. The musicians were J. E. Mees, Decatur; F. L. Bertram, Elkhart, Ind.; W. O. Parsons, Indianapolis; L. L. Smith, Mclean[illegible]; W. H. Rohe, Chicago; M. R. Stewart, New York City; G. P. Watson, St. Paul; E. C. McCune, Decatur; John F. Holt, and Stewart Parsons, Indianapolis.

CLOSER AFFILIATION URGED IN MISSISSIPPI.

Dr. Ullman Says Pharmacists Not Professional Enough. Physician Too Little of the Business Man.

NATCHEZ, Sept. 1.—The 27th annual meeting of the Mississippi State Pharmaceutical Association was called to order by President A. S. Coody, and after the invocation by the Rev. J. J. Chisolm, Mayor W. G. Benbrook extended the freedom of the city to the visitors in a short, happy address of welcome. Other speakers at the opening exercises were Dr. O. W. Bethea, who spoke in the absence of C. W. Whitney, and Hon. E. E. Brown.

F. A. Dicks, of New Orleans, read a paper on "Ancient and Modern Pharmacy," which was very interesting and much appreciated. The man who engages in pharmacy solely as a means of accumulating wealth, he said in conclusion, may attain his object, but it would be at the sacrifice of the true spirit of his profession.

The proposed National health department was endorsed.

The following officers were elected:

President, W. P. Craig, Indianola; first vice-president, R. Lee Ritter, Natchez; second vice-president, L. H. Bradstreet, Summit; secretary, H. M. Lowe, Oxford; treasurer, J. W. McCorkle, Meridian (re-elected); executive committee, S. C. Ray, Brookhaven; P. D. Whitney, Natchez, and R. W. Simmons, Utica.

Greenville was chosen as the next place of meeting. Features of the programme of entertainment were a boat ride on the Mississippi River, a banquet at the Hotel Natchez [illegible] at the auditorium.

MAINE PH.A. ELECTS C. H. DAVIS PRESIDENT.

Professor Virgil Coblentz Delivers Interesting and Instructive Address on the Silk Industry.

OGUNQUIT, Aug. 20.—Addresses were delivered at the 43d annual meeting of the Maine State Pharmaceutical Association by Prof. Virgil Coblentz, New York, subject "The Silk Industry;" F. A. Hubbard, J. G. Godding, J. A. Bean, J. F. Finneran, and Prof. E. H. LaPierre, all of Massachusetts. [illegible]

President, C. H. Davis, Bangor; vice-presidents, G. O. Tuttle, [illegible]; secretary, [illegible]; treasurer, [illegible]; executive committee, [illegible]; delegates to the National Association, [illegible]; alternates, [illegible]. Village.

"ELEGANT PHARMACEUTICALS" CONDEMNED.

Nebraska Ph.A. President Compares Them With Patents. C. S. N. Hallberg is the Guest of Honor.

[illegible] Association was held at the Chamberlain Club, Minneapolis, [illegible] the guest of honor. Dean C. S. N. Hallberg, of the Chicago College of Pharmacy, delivered an address on the National Pure Food and Drug Law. He endeavored to show that the law was defective because of the exception allowed at the demand of manufacturers that drugs "intended for mechanical uses" need not be chemically pure. Officers elected:

President, George B. Crestogh, Norfolk; first vice-president, [illegible]; second vice-president, J. G. Meier, Wausau; third vice-president, D. C. Weber, Appleton; fourth vice-president, Dr. E. A. Lyman, Lacrosse; fifth vice-president, G. S. Florey, Pawnee; treasurer, D. D. Adams, Nehawka; secretary, J. G. McBride, Stella.

A. H. BELL NEW PRES. NORTH DAKOTA PH.A.

Burt Finney Recommends State Aid for Department of Pharmacy in the Agricultural College.

FARGO, Aug. 20.—President Burt Finney, of Bismarck, called to order the 25th annual meeting of the North Dakota State Pharmaceutical Association, which was well attended. In his annual address, Mr. Finney recommended that the legislative committee be instructed to procure such appropriations at the next meeting of the association as may be necessary for the maintenance of the department of pharmacy at the Agricultural College.

It was decided that measures be taken by the association to secure the repeal of the present liquor permit law. The next meeting will be at Grand Forks. Officers elected:

President, A. H. Bell, Devils Lake; first vice-president, H. R. Streeter, Casselton; second vice-president, A. S. Sagebraat, Valley City; secretary-treasurer, W. S. Parker, Lisbon; nominated for State board, Burt Finney.

F. D. Kriebs Heads South Dakota Ph.A.

YANKTON, Aug. 20.—The 25th annual meeting of the South Dakota State Pharmaceutical Association was called to order by President J. Deetken, of Deadwood. Addresses were made by the following: Mrs. Wallbaum, S. H. Scallin, Mitchell; D. F. Jones, Watertown; John Kennedy, Minneapolis; Wilhelm Bodemann, Chicago; Senator Gamble, Yankton; I. A. Keith, Lake Preston; A. A. Woodward, Aberdeen; James Lewis, Canton. The following officers were elected:

President, F. D. Kriebs, Beresford; first vice-president, C. H. Douglas, Elk Point; second vice-president, Henry Mann, Brookings; secretary, E. C. Bent, Dell Rapids; treasurer, A. A. Woodward, Aberdeen; local secretary, H. A. Perriton, Huron; nominees to the board, D. F. Jones, Watertown; S. H. Scallin, Mitchell; J. E. Helsler, Centerville; legislative committee, H. A. Sasse, Henry; E. C. Bent, Dell Rapids; K. G. Phillips, Deadwood; A. A. Woodward, Aberdeen; P. G. Schloss, Mellette.

F. Byerley is the New President of the Oregon Ph.A.

GEARHART, Aug. 20.—The legislative committee was instructed at the recent 21st annual meeting of the Oregon State Pharmaceutical Association to work for the passage of a pure drug law at the next session of the State legislature. Resolutions were also adopted urging the advisability of placing any drug law which shall be passed under the supervision of the State board. The following officers were elected:

President, Fabrian Byerley, Portland; first vice-president, T. J. [illegible], Astoria; second vice-president, H. M. Hunt, Baker; third vice-president, [illegible]; secretary, A. W. [illegible], Portland; treasurer, E. [illegible], Portland.

C. J. Whiting New Hampshire's President.

MANCHESTER, Aug. 20.—New Hampshire Ph.A.'s 37th annual convention was held at the Rockingham Inn, Rockingham. The president Edgar M. Adams, of Canaan recommended legislation to regulate or prevent the itinerant vending of medicines and to better safeguard the sale of poisons.

The following officers were elected:

President, C. J. Whiting, Farmington; vice-president, C. G. Sawtell, Keene; second vice-president, [illegible]; secretary, H. F. Eby, Nashua; treasurer, H. H. Bell, Dover; auditor, J. H. Mathes, Manchester; executive committee, [illegible]; Manchester; L. W. Lincoln, Milton Mills; H. F. Eby, Nashua.

DEATH OF COLONEL EDWARD WRIGHT FITCH.

One-time Traveling Representative and Manager of Parke, Davis & Company's New York Branch.

Colonel Edward Wright Fitch, for eight years in charge of the affairs of Parke, Davis & Co.'s New York Branch, not only in the Eastern section of the country, but in Mexico, Cuba, Porto Rico, Central and South America and the Philippines, died recently at his home in Jeffersonville, Ind., where he had spent the last four or five years in retirement. Although in poor health for some time, his death was due directly to Bright's disease.

Colonel Fitch was born at Jackson, Mich., July 10, 1843. His father, Rev. C. W. Fitch, D.D., was the first president of the University of Michigan, and earlier the rector of St. Stephen's Episcopal Church, Terre Haute, Ind. In this latter city young Fitch was apprenticed to G. W. Patrick & Co., druggists, and in this position he remained, thereby acquiring his pharmaceutical training, until the outbreak of the Civil War, at which time he enlisted in the 97th Regiment of Indiana Volunteers. As a commissary sergeant, he proceeded with his regiment down the Mississippi to Memphis, was present at the burning of Holly Springs and participated in the march to relieve Vicksburg. Near Jackson, Miss., he was attacked with typhoid fever and was compelled to return home. Dr. Patrick, his former employer, welcomed him back to the drug store and here he remained until he began his connection, lasting for many years, with Wilson & Peter, Louisville, Ky.

The late EDWARD W. FITCH, of Jeffersonville, Ind.

In 1894, Col. Fitch was persuaded to become the traveling jobbing representative for Parke, Davis & Co., on the occasion of this firm's establishment of a crude drug importing house in New York City. For three years, engaged in this capacity, he visited all the important trade centers throughout the country. He finally undertook the management of the New York branch, including in his jurisdiction all the territory noted above.

Colonel Fitch made many friends among his business associates. He was a man of extensive experience, much culture and possessed a fine literary education. He was a member of the New York Yacht Club, the New York Drug and Chemical Club, the New York College of Pharmacy, the Metropolitan Museum of Art, and other similar organizations. In 1866, Colonel Fitch married Miss Clara Heaton, of Louisville, and by this union was blessed with three sons and a daughter, Jefferson H. Fitch, Jeffersonville; Allen C. Fitch, Boston; Benjamin H. Fitch, New York, and Mrs. Ellice Hall, Louisville. The Colonel is survived by these children and his widow.

Obituary Notes.

—DR. RUDOLPH MIELKE, died on the steamship Celtic, while returning from Europe and was buried at sea. Born in Germany in 1847, came to America in 1861, served in the Civil War and had several drug stores in this vicinity.

—ANNA M. GORDON, widow of Wm. J. M. Gordon, ex-president A.Ph.A., died recently at Mt. Airy, Cincinnati.

—DR. IRVIN BAIRD BRITTINGHAM, 85, formerly of Hannibal, Mo., died recently at his son's home, Madison, Wis.

—BENJ. M. EBY, 70, Lewiston, Pa., is dead. He served in the Union Army and was a leading citizen.

—JAS. B. COLTON, 78, retired, is dead in Roxbury. For 35 years he conducted a drug store in Boston.

—SAMUEL L. RUMSEY, veteran Denver wholesaler, is dead.

—ABRAHAM QUICK, 68, died recently at Nashville, Tenn.

—DR. HENRY F. KOESTER, 47, died recently in Manhattan.

—DR. JOS. B. CRANDALL, 92, is dead at Clinton, Wis.

—ALBERT LAUER, 35, Brooklyn, cyanide of potassium.

—D. E. RAY, 52, Denver, is dead. A family survives.

—HENRY J. BECKWITH, 72, Chicago, leaves a widow.

—ALEX. D. MALLINSON, 63, Plainfield, N. J., is dead.

—JOHN D. GAULD, 62, Indianapolis, died recently.

—AUGUSTUS BOWERS, 60, Prospect, Pa., is dead.

HYDROX DECISION WILL NOT DETER BOARD

Unlicensed Dealers Selling U.S.P. Preparations Under Fanciful Names Will be Prosecuted.

The decision involving the sale by unlicensed dealers of U.S.P. preparations under proprietary names, recently rendered in the Fifth District Municipal Court of New York City will not deter the State Board of Pharmacy from proceeding against such dealers, and the board's counsel, Steiner & Petersen, will appeal the case, which will probably come up next October.

The defendants were the F. W. Woolworth Co., who were charged with having sold, in violation of the Pharmacy Law, a preparation labeled: "Hydrox, Peroxide of Hydrogen, with acetanilid 3-10 grains to the ounce, as an additional antiseptic and preservative, antiseptic, disinfectant, etc." Defendants admitted the article differed in no way, except for the name Hydrox, from U.S.P. peroxide of hydrogen.

According to the general construction of Justice Seaman's decision, any pharmacopœial preparation may be renamed and sold by the department stores, a licensed druggist not being necessary to the transaction. Pending appeal the board will continue to prosecute persons who may violate the law. Robert S. Conklin defended the company.

PENNSYLVANIA BOARD ACTIVE.

Is Investigating Regular System of Evading State Pharmacy Law.

PHILADELPHIA, Aug. 20.—Vice-President Christopher Koch, of the Pennsylvania Pharmaceutical Examining Board, is investigating what is declared to be a regular system of evasion of the State pharmacy law. It is claimed that certain proprietors of small stores arranged with an old man who is the possessor of the State certificate of a registered pharmacist, to hang this certificate up in their stores and then sit around for an hour or so a day in the belief that this satisfies the provision of the law which requires that no store be more than 24 hours without a registered pharmacist in charge. While a clerk does the work, the veteran sits idly about and the proprietor is away looking after a branch store or engaged in profitable relief work or other employment. It is said the old pharmacist in question does no work but that he makes a living and incidentally has thus far satisfied the proprietors of several stores that they are not violating the law. But Mr. Koch is inclined to hold opposite views and is preparing to act accordingly.

Veteran Druggist in Impressive Incident.

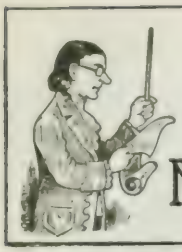
The venerable Major Ormand F. Nims, oldest druggist in Massachusetts, and possibly in America, figured in an impressive incident at the Massachusetts State House recently, when he headed a delegation of civil war veterans who called upon Governor Eben S. Draper and turned over to the custody of the state a guidon of the famous Nims' Battery, which the major commanded during the war. The guidon had been presented to the battery in 1865 when it left New Orleans for home.

Chemicals Explode—Druggist Badly Burned.

LOUISVILLE, Sept. 1.—At Munfordville, Ky., recently O. F. King, a prominent druggist, was painfully burned about the face and hands while mixing some chemicals, which exploded. Mr. King's recovery has been rapid, owing to the fact that he did not inhale any of the flames.

Death of John B. Ladd.

John B. Ladd of Ladd & Coffin, perfumery manufacturers at 24 Barclay street, New York, died recently after a long illness, at his home, 246 Henry street, Brooklyn, in his 71st year. He is survived by his wife.



THE QUIZ MASTER

A MONTHLY SERIES OF PRACTICAL AND EDUCATIONAL QUESTIONS FOR DRUG CLERKS AND STUDENTS, WITH THREE CASH PRIZES EACH MONTH FOR THE MOST CORRECT ANSWERS.

THREE PRIZES of $5.00, $3.00 and $2.00 respectively, will be paid each month to the three persons submitting the largest number of correct answers to each monthly series of questions. In the event of a tie for any one of the prizes offered, such prize will be equally divided among the successful contestants. This competition is open to all who may desire to compete.

ANSWER BY NUMBERS and write your answers upon letter size paper (8x10 in.), one side only, with your Name and Address at the top of each sheet. Also number your sheets.

ALL ANSWERS for each month's series of questions must be sent at one time, and must be with us not later than the 15th of the following month.

CORRECT ANSWERS to each series of questions and the names of the three contestants who have been awarded the prizes will be published in the Era, after the close of the respective contests.

WE INVITE our readers to send us their questions for publication in this department, particularly questions related to the practical work of drug clerks.

ALL COMMUNICATIONS relating to this department should be kept separate from other correspondence, and addressed to

The Quiz Master

Care of Pharmaceutical Era 82 Fulton St., New York

Questions, September Series, 1910.

1—Cantharides is used in preparing what U.S.P. preparations?

2—Which of the preparations mentioned in the answer to the previous question are intended for internal use?

3—What is the difference between a solution of hydrogen dioxide and a solution of hydrogen peroxide?

4—What property is imparted to water in which soap bark is permitted to macerate?

5—What are rhubarb fingers?

6—What are some of the purposes for which a compound [illegible] can be used in a drug store?

7—How may ammonium chloride be prepared commercially?

8—At what temperature does lard oil solidify? What is the appearance of this oil in the solid form?

9—To the presence of what substance is the green color of plants chiefly due?

10—What are some excipients suitable for making pills containing creosote?

11—What is the appearance, odor and taste of potassium [illegible]?

12—Why should oils not be used in the treatment of [illegible] poisoning?

13—What is the advantage in using ointment boxes having [illegible]?

14—Why will a piece of wood, placed upon the surface of water, sink much deeper than it will when placed upon the surface of mercury?

15—How much of a 1.5 per cent solution of potassium iodide [illegible] gm. of a 20 per cent solution? Show work.

16—What U.S.P. acid will readily dissolve gold leaf?

17—What is the usual average dose of antipyrin, compound tincture of senna, U.S.P. effervescent sodium phosphate, syrup of calcium hypophosphite, N.F.?

18—What are the English equivalents for the following Latin [illegible]: (a) ft. mist.; (b) frig.; (c) mist. rep.; (d) pulv. subt.?

19—Which of the U.S.P. spirits are not precipitated by water?

20—Unless carefully made, what may cause cerates to be lumpy?

21—The physiological action of stramonium closely resembles that of what other U.S.P. vegetable drug?

22—What is the narcotic or soporific ingredient in compound syrup of white pine, N.F.?

23—What official compound results from the action of hydrochloric acid upon marble?

24—What should occur, when a test tube half filled with ether and containing some broken glass, is held for some time closely grasped in the hand?

25—As a rule what is the color of ferric salts? What U.S.P. ferric salt has a white color?

26—How test oil of theobroma for the absence of wax, stearin or tallow?

27—Why should hot water not be used in preparing a mustard plaster?

28—What is (a) chemical food; (b) cinnabar; (c) French white; (d) phenic acid?

29—Briefly what are the two principal methods for marking the graduations on graduates?

30—What are the ingredients used in preparing (a) lead and opium wash; (b) milk of magnesia?

31—What are two metals, the oxalates of which are usually present in cerium oxalate?

32—Why must amyl nitrite be kept absolutely dry?

33—What is meant by enteric pills?

34—Why should the ordinary wooden cup-shaped measure, used in dividing seidlitz powders, be frequently standardized?

35—What are four liquids in which phenol is very soluble?

36—What should be the color and reaction to litmus paper of a freshly prepared aqueous solution of sodium salicylate?

37—How would you prepare 100 cc. of a 2 per cent solution of apomorphine hydrochloride? Briefly explain.

38—What color changes occur when acetanilide is added to spirit of nitrous ether?

39—Why are bottles having the bottoms rounded to be preferred as containers for effervescing solutions?

40—What is the most important alkaloid found in physostigma and what salts of this alkaloid are recognized by the Pharmacopœia?

41—What is the source of camphoric acid?

42—What are diaphoretics?

43—What occurs if veratrum is applied to the mucous membrane of the nose and throat?

44—Briefly what is the internal medicinal action of castor oil?

45—As used in pharmacy what is meant by the term "crystal"?

46—How does purified animal charcoal differ from crude bone-black?

47—Why cannot aqueous solutions of tartar emetic be mixed with strongly alcoholic liquids?

48—As applied to a class of plant principles what is meant by "neutral principles"?

49—What are three neutral principles recognized by the Pharmacopœia?

50—What is a urinometer?

Competitors, Please Notice.

The above list of questions is the complete series for September, and all who desire to compete for the prizes should see that their answers are received by the Quiz Master, not later than October 15. Do not send your answers in parts, but mail them all at one time, and be sure to follow the instructions given at the head of this department.

The judges in the July contest of the Quiz Master's Department have awarded the prizes as follows:

First prize, $5, to Carl H. Flatau, Cleveland, Ohio.
Second prize, $3, to E. W. Lynn, Philadelphia, Pa.
Third prize, $2, to C. M. Morse, Lawrence, Mass.

Contestants wishing to know the grades which they have made in the July contest may obtain this information on request by sending two cents for postage to the Quiz Master.

THE QUIZ MASTER.

Questions and Answers, July Series, 1910.

1—Lead acetate is used in preparing what U.S.P. preparations?

Lead plaster, and solution of lead subacetate.

2—What effect does exposure to light and air have upon resorcin?

Resorcin acquires a pinkish tint upon exposure to light and air.

3—How may resorcin be protected from the action of light and air?

By keeping the resorcin in tightly stoppered dark amber colored vials.

4—Which of the following are lighter and which are heavier than water: acetic acid, oil of cloves, paraffin and thymol?

Paraffin is lighter than water; acetic acid and oil of cloves are heavier than water; thymol as a solid is heavier than water, but liquefied by fusion it is lighter than water.

5—What free acid is found in lemon juice?

Citric acid.

6—How is asafetida obtained from the root of Ferula foetida?

The root of Ferula foetida, is laid bare for about two inches, a slice is cut from the top, and the surface so exposed is immediately covered with twigs and clay to exclude the sun. The milky juice, consisting of asafetida, which exudes from this surface, is scraped off. A new surface is then exposed by cutting off another slice of the root, and the process just described is repeated until the root is exhausted.

7—Which thermometer is given preference by the Pharmacopœia?

The centigrade mercurial thermometer is preferred, but when not accessible the Fahrenheit thermometer should be used.

8—What official liquid is obtained as a by-product in the manufacture of soap?

Glycerin.

9—What official preparation is known as "neutral mixture?" What are the ingredients used in making it?

Neutral mixture is solution of potassium citrate. The ingredients used in preparing it are potassium bicarbonate, citric acid and water.

10—What is meant by the phrase "deprived of the periderm," as employed in the pharmacopœial description of althaea?

The periderm is the outer layer of bark, and therefore this layer has been removed from the official althaea.

11—What N.F. solutions contain hydrochloric acid?

Liquid pepsin and aromatic liquid pepsin. Solution of ferric oxychloride and solution of ferrous chloride also probably contain some free hydrochloric acid.

12—What is the appearance of balsam of Peru?

A viscid liquid of a dark brown color free from stickiness and stringiness; transparent and in thin layers reddish-brown.

13—What effect does basic lead acetate test solution have upon acacia?

Acacia yields a gelatinous precipitate with basic lead acetate.

14—What is the official Latin name for saw palmetto, and what is the botanical name of the plant from which it is obtained?

The official Latin name for saw palmetto is Sabal, and the drug is the partially dried ripe fruit of Serenoa serrulata.

15—When a "shake label" is placed upon a bottle, why is it preferable to put it above the regular label instead of below it?

A "shake label" placed above is much more conspicuous than if put below the regular label, because in the latter position it may be overlooked, especially if only the upper part of the wrapper is removed from the bottle. Moreover, when placed at the bottom the hand holding the bottle is liable to cover the label.

16—What is meant by "mechanical antidotes" as used in works on toxicology?

Mechanical antidotes are such mechanical processes as tend to remove poisons from the stomach, without chemical change in the poison.

17—What are the U.S.P. preparations which contain both salts of quinine and of strychnine?

Elixir of the phosphates of iron, quinine and strychnine, glycerite of the phosphates of iron, quinine and strychnine; compound syrup of hypophosphites; and syrup of the phosphates of iron, quinine and strychnine.

18—What U.S.P. liniment is of such consistency that it is best dispensed in an ointment jar?

Turpentine liniment.

19—How would you determine if a drug containing an alkaloid had been completely exhausted by a menstruum?

The presence of an alkaloid may be usually determined by testing the last menstruum used in exhausting the drug with some of the general alkaloidal reagents such as Mayer's Solution or Wagner's reagent. The better method, however, is to concentrate the menstruum and apply the characteristic tests for those alkaloids which may be present.

20—What U.S.P. drug contains physostigmine? What is another name for physostigmine?

Physostigma is the U.S.P. drug containing physostigmine. Eserine.

21—What is "os sepiae" and from what is it obtained?

Os sepiae commonly called cuttle fish bone, is a calcareous body found underneath the skin in the back of the Sepia officinalis or cuttle fish.

22—What is the objection to using "os sepiae" in tooth powders?

Os sepiae is abrasive and gritty and therefore if used in tooth powders may injure the teeth by scratching them.

23—For what purposes is "os sepiae" most commonly used, as bought by people in a drug store?

People usually buy os sepiae in drug stores to put into bird cages that birds may rub their bills against it; it is also employed for polishing.

24—As applied to a class of official preparations, what are waters?

As applied to a class of official preparations, with the exception of common and distilled water, waters are aqueous solutions of volatile substances.

25—What are three substances, other than acacia, which are frequently employed in making label pastes?

Flour, dextrine and tragacanth.

26—What are some of the reasons for coating pills?

Pills are coated to mask the taste of drugs, to prevent the air from affecting certain constituents and to render the pills more slowly soluble or even insoluble in the stomach.

27—What is the difference between oil of camphor and camphorated oil?

Oil of camphor is an oil obtained from camphor and several other plants, while camphorated oil is a common name for camphor liniment.

28—Why should broken packages of seidlitz powders be kept in tightly closed containers?

Seidlitz powders should be kept in closely stoppered containers, because if not so protected, the tartaric acid may absorb moisture and thereby produce changes in the composition of the powders.

29—A druggist wishes to prepare five pounds (avoir.) of ointment of potassium iodide: if the wholesale price of potassium iodide is $2.15 a pound (avoir.); of potassium carbonate, 50c. a pound (avoir.), and of benzoinated lard, 30c. a pound (avoir.), what quantity of each of these ingredients will be required, and at the prices quoted what will be the cost respectively of these quantities?

Potassium iodide ½ pound (avoir.) costing $1.08, potassium carbonate 210 grains costing 1.5 cents, and benzoinated lard 4 pounds (avoir.) costing $1.20.

30—In preparing chalk mixture, why is the cinnamon water diluted with water?

In preparing chalk mixture the cinnamon water is diluted because chalk mixture is often administered to infants, and a sufficient amount of oil of cinnamon may be present in the cinnamon water to cause an irritation of the mouth.

31—What is the difference in the action of cocaine upon the unbroken skin and upon mucous membranes or the subcutaneous tissue?

Cocaine has little or no action on the unbroken skin, but upon mucous membranes or the subcutaneous tissue it produces complete local anesthesia.

32—What are four common names for sanguinaria?

Blood root, red Indian paint, coon root and tetterwort.

33—For which of the official pills does the Pharmacopœia state the dose to be two pills?

Pills of aloes; aloes and iron; aloes and mastic; aloes and myrrh; asafetida; compound cathartic; vegetable cathartic; ferrous carbonate; ferrous iodide; compound laxative; compound rhubarb.

34—When urine undergoes decomposition, why does it develop an ammoniacal odor?

The ammoniacal odor developed in decomposing urine is

due to the action of certain microorganisms upon urea $(CO(NH_2)_2)$ a constituent of urine, forming carbon dioxide and ammonium carbonate. $(CO(NH_2)_2 + 2H_2O = CO_3(NH_4)_2)$.

35—Why are spatulas having balanced handles to be preferred?

Spatulas having balanced handles are to be preferred because the blades of such spatulas will not touch the table, when the spatulas are lying down.

36—What is meant by saying that a drug has a cumulative effect?

A drug is said to have a cumulative effect when administered in small doses at considerable intervals, it seems to accumulate in the system until a certain point is reached when it suddenly manifests itself with an intensity similar to that produced by a single large dose.

37—What are four U.S.P. drugs which are likely to produce a cumulative effect?

Arsenic, digitalis, mercury and strychnine.

38—What is briefly the method for preparing medicated gauze?

Medicated gauze is prepared as follows: The cotton gauze is saturated with a solution of the medicinal substance dissolved in some volatile solvent, which contains a little glycerin or fixed oil to prevent the finished product from becoming too dry. The gauze is then expressed to a given weight and the volatile liquid permitted to evaporate.

39—Which of the following are fixed and which are volatile oils: lard oil, oil of anise, oil of cloves, cottonseed oil, cod liver oil, oil of turpentine, oil of theobroma and oil of thyme?

The fixed oils are cod liver oil, cottonseed oil, lard oil, and oil of theobroma; the volatile oils are oil of anise, oil of cloves, oil of thyme and oil of turpentine.

40—What occurs when citric acid is added to a saturated solution of Rochelle salt?

When citric acid is added to a strong solution of Rochelle salt, sodium citrate and potassium bitartrate are formed and the latter is precipitated.

41—In the manufacture of what official preparations do the following reactions occur: $HgCl + 2NH_4OH = NH_2Cl + NH_4Cl + 2H_2O$. $As_2O_3 + 3H_2O + 2H_3AsO_3$?

The first reaction occurs in the manufacture of ammoniated mercury and the second in preparing solution of arsenous acid.

42—To [illegible] what are aromatics?

Aromatics are remedies characterized by a fragrant, spicy taste and odor, and chiefly used as stimulants to the gastro-intestinal mucous membrane.

43—What action does solution of hydrogen dioxide have upon phenol?

Hydrogen dioxide oxidizes phenol to pyrocatechin, quinone and hydroquinone.

44—What are eight official solids which are soluble in glycerin?

Boric, gallic and tannic acids, ammonium chloride, phenol, resorcinol, sodium borate and zinc sulphate.

45—What change will slowly occur in an aqueous solution of chloral hydrate?

An aqueous solution chloral hydrate is slowly decomposed. [illegible] and formic acids being formed. Low organisms are also gradually developed.

46—How would you prepare suppositories containing extract of belladonna leaves as the medicinal ingredient, and oil of theobroma as the suppository base?

If the suppositories are to be made by fused method, the extract of belladonna by triturating it in a warm mortar with a little diluted alcohol or water, add about an equal weight of grated oil of theobroma, mix thoroughly, then gradually incorporate the remainder of the oil of theobroma. When a plastic mass has been formed, remove it from the mortar, roll [illegible] on a cold tile and divide into the required number [illegible] parts. Form the parts to the shape desired.

If the suppositories are to be made by fusion method, the extract of belladonna leaves may be triturated with an equal weight of oil of theobroma, then thoroughly incorporate the [illegible] remainder of the oil of theobroma previously melted and [illegible] cooled to 100° F. and pour into molds which have been previously chilled in cool water. The proportions are practically those given in the Pharmacopoeia under the suppositories.

47—What is the result when a portion of tincture of ferric chloride is added to a [illegible] test solution of silver nitrate test solution?

Tincture of ferric chloride yields a brownish-red precipitate with ammonia water, a blue one with potassium ferrocyanide test solution and a white one, insoluble in nitric acid, with silver nitrate test solution.

48—What are the solubilities in water and alcohol respectively of 25 [illegible] of the following: (a) benzoic acid, (b) sodium citrate?

Benzoic acid is soluble in 281 parts of water and 1.8 parts of alcohol; sodium citrate in 1.1 parts of water and slightly soluble in alcohol.

49—What test does the Pharmacopoeia give for distinguishing citric acid from tartaric acid?

When slowly ignited, citric acid is gradually decomposed without emitting an odor resembling sugar, while tartaric acid similarly treated will emit such an odor.

50—How many doses can be obtained from the following prescription, and how much of each of the first three substances will be given in each dose?

R Tinct. digitalis	3i
Spt. aetheris nitrosi	5iii
Liq. ammon. acetatis	3ss
Aquae q. s. ad.	3vi

M. Sig. One-sixth every 3 hours to re-establish the renal secretion.

Six doses can be administered from this prescription, and the amount of each ingredient to the dose is as follows: Tincture of digitalis 10 minims, spirit of nitrous ether 30 minims and solution of ammonium acetate 5 minims.

ERA COURSE IN PHARMACY.

Graduates, to Aug. 16, 1910.

Number.		Examination Grade, P. Ct.
6365.	John H. Steele, Philadelphia, Pa.	98
6518.	Rudolph Mach, Omaha, Neb.	95
6369.	J. A. Mallinin, Pittsburg, Tex.	98
6397.	Edwin W. Barnes, Kings Mountain, N. C.	96
6562.	Mrs. L. M. Turek, Rockwall, Tex.	98

The above graduates will receive diplomas within a short time. A large and very handsomely engraved diploma, printed on artificial parchment, with the graduate's name engrossed, especially suited for framing, will be furnished to all those who request it for $2. Those who desire the latter should forward the necessary fee to THE PHARMACEUTICAL ERA.

The Era Course in Pharmacy.

The ERA COURSE IN PHARMACY is a home study course in pharmacy which is divided into ten parts with recitations and examinations by mail. Thorough instruction is given in General Chemistry, Theoretical and Practical Pharmacy, Botany and Materia Medica. The cost of the COURSE is $10, and students of average ability can usually complete the work in from ten months to a year. New classes are organized each month and now is an excellent time to enroll. A Prospectus will be sent by the publishers of THE PHARMACEUTICAL ERA to any one who applies.

Plans for Awarding N.Y.Ph.A. Free Scholarships.

ALBANY, N. Y., Aug. 20. More thought is being given to the matter of helping young men and women through the colleges of pharmacy in this State and several scholarships for the junior year have been given through the New York State Pharmaceutical Association to the Buffalo, Albany, New York, and Brooklyn Colleges. The committee on scholarships in the State association met in Albany recently and decided upon a course of action in awarding these scholarships. Applicants must be at least 17 years old, must have had at least two years experience in the drug business in New York State, must be entitled to a pharmacy students' certificate and must present evidence of good moral character. There are two junior year scholarships available for the coming term in the Albany college and one in the Buffalo college. There is a possibility of a similar scholarship in the New York and Brooklyn colleges. Application blanks may be secured from the secretary, Arthur S. Wardle, Hudson, N. Y. Those who are interested should apply at once. The committee passed a resolution favoring a campaign of education in the high schools of the State calling attention to the practice of pharmacy and its possibilities.

Indispensable to all druggists is THE ERA PRICE LIST.

MOSTLY PERSONAL

Mitchell Bernstein, Gold Medal Winner of '09, is New Librarian of Philadelphia College of Pharmacy.

PHILADELPHIA, Aug. 20.—Mitchell Bernstein of the Class of '09, has been appointed by the board of trustees of the Philadelphia College of Pharmacy to the office of librarian at that institution. He succeeds the late Thomas S. Wiegand who filled that office for many years. The honor is a merited one for Mr. Bernstein is one of the most distinguished students from the standpoint of excellency that has ever received the coveted diploma of the college. In addition to being at the head of the honor roll of his class, Mr. Bernstein at the close of his studies last year was awarded the Proctor prize, a gold medal and a certificate, for the highest general average of the class with a meritorious thesis: the Kappa Psi Fraternity prize, a gold medal, for the highest general average during the senior year, as well as receiving honorable mention in nearly all of the educational contests, existing at the college. Mr. Bernstein is a Philadelphian and since graduation has been employed in the South Broad street store of George W. Fehr, treasurer of the Philadelphia Association of Retail Druggists. He assumed the duties of the office on Friday last, entirely realizing the responsibility of caring for what is probably the most extensive as well as the most valuable pharmaceutical library in the world.

MITCHELL BERNSTEIN, of Philadelphia, Pa.

—JOHN R. MUTZ, the new president of the Indiana State Pharmaceutical Association, whose portrait was presented on page 677 of the July ERA, is a resident of Edinburg, in that State, where he was born on June 12, 1867, and was educated at Edinburg High School and Indiana University. He received his degree of Ph.G. from Purdue School of Pharmacy in 1892. He is a 32° Scottish Rite Mason and the drug store of which he is owner is one of the oldest in Indiana, it having been founded some years before the civil war by the late Augustus Kiefer, who sold it to Mr. Mutz's father and Martin Lynch in 1860. President Mutz took his father's interest in this very successful store in 1898.

—FRANK E. HOLLIDAY, vice-chairman of the proprietary committee of the National Wholesale Druggists' Association, contrives occasionally to drop a line in pleasant places. That he does this with substantial results is indicated in the picture printed on this page. Recently Mr. Holliday was one of an annual fishing party at the cottage of J. K. Lilly on the banks of Lake Wawasee situated near the Michigan line in Northern Indiana. The fine string of gamey black bass being proudly exhibited by Mr. Holliday bears testimony to his patience and skill.

F. E. HOLLIDAY, Disciple of Walton.

—JOHN P. JELINEK, the new president of the Minnesota State Pharmaceutical Association, whose picture appeared on page 791 of the August ERA, is one of the most progressive and public-spirited citizens of St. Paul. Born in Austria, he came to the United States, and went directly to St. Paul, at the age of seven years, and has resided continuously in that city ever since. He began the drug business in the store of A. P. Wilkes. Mr. Jelinek never attended a college of pharmacy, but received so good an education as practical pharmacist that he passed the examination of the State board. This was in 1890. After serving various St. Paul druggists as clerk, Mr. Jelinek entered business on his own account, in 1898, and was successful from the start. He now owns and operates two stores, both in West Seventh street. He has been treasurer and president of the St. Paul R.D.A. and first vice-president of the Minnesota Ph.A. He has been a member of several committees of the latter body, being for one year chairman of the executive committee. Mr. Jelinek has done excellent work in preventing legislation injurious to druggists, and may be depended upon to acquit himself most creditably as head of the State association. Mr. Jelinek is a leading Republican worker and has filed for nomination as member of the house of representatives for the Thirty-fifth district. He is married, but has no children.

—EDGAR D. TAYLOR, former president of the N.W.D.A., and president of the Powers-Taylor Drug Co., Richmond, was a visitor to New York and to the New Jersey Coast last month. Mrs. Taylor accompanied him on the tour.

—O. W. SMITH, manager of the New York branch of Parke, Davis & Co., returned to his desk on the 15th inst., after an absence of a month. Mr. Smith spent a very enjoyable vacation motoring, with a party of friends, through New Hampshire and the Berkshires.

—WILLIAM F. ELMENDORF, aged 81 years, one of the oldest druggists in New York State, was in charge of the Naumoff Pharmacy at 920 State street, Schenectady, last month in the absence of Mr. Naumoff, the proprietor, who was taking a few days' vacation. Mr. Elmendorf is from Menands and has been in the drug business, or as he calls it, the "drudge business," for 66 years. The aged druggist has been a Mason since 1847 and an Odd Fellow since 1850. He is an enthusiastic churchman, having founded an Episcopal parish in Ottumwa, Iowa, in 1857. He has been licensed as a lay reader by four bishops of the Episcopal Church, in New York City, Iowa, New Jersey and Albany. Despite his age he is still keenly alert and active, and takes a younger man's delight in getting back into harness for a few days.

DR. A. T. POLLARD, a prominent Philadelphia pharmacist, who left for Europe in July accompanied by his bride of a few weeks, is now touring the continent and in corresponding with his friends, makes no reference to his return. He was among those who witnessed the Passion Play at Oberammergau, Switzerland.

—P. S. ROHN, proprietor of two drug stores in Philadelphia, spent the latter part of August with his family at Ocean City, N. J.

—OTTO KRAUS, secretary of the Philadelphia Wholesale Drug Co., accompanied by his wife and niece, Miss Ray Rauser, was the life of a party of retail druggists who enjoyed the delights of Wildwood, N. J. Mr. and Mrs. W. A. Carpenter and Mr. and Mrs. David J. Reese of Philadelphia were members of this jolly company.

—VACATION season has been enjoyed by many of the members of the New York German Apothecaries' Society. Among them were: Secretary Otto P. Gilbert, Kenoza Lake, Sullivan County, N. Y.; Dr. Gustav Drobegg and Henry Buch, Catskill

Mountains; Paul L. [illegible], Lake Hopatcong, N. J.; William F. Rieger, Brighton Beach, New York; Henry F. Ahlers, Lake Huntington, Sullivan County, N. Y.; George Bruns and George F. Riedlin, Mattituck, Long Island; Emil Roller, Ellenville, N. Y.; and F. T. Schmidt, Buffalo and Niagara Falls.

—ROBERT NOLL, son of M. Noll of Atchison, Kansas, and Edward Fritsche, Jr., of Leavenworth, Kansas, were recent callers at the EXPONENT office. Both are graduates of the Pharmacy Department of the University of Kansas and have been spending their vacation by taking a trip around the Great Lakes and visiting New York and other Eastern cities, and expected to return to their regular duties about the first of September. They have inspected many of the important drug establishments and express themselves as much pleased with what they have seen. They report the drug trade in good condition here in Atchison and Leavenworth.

—DR. J. A. CONKEY, of Richmond, Ind., has been appointed the Indiana delegate to the National Conservation Congress to be held at St. Paul, Sept. 5 to 9. Dr. Conkey until recently conducted drug stores in Indianapolis and Richmond, but has disposed of his Indianapolis interests. He is a graduate both of pharmacy and medicine but practices pharmacy exclusively. He is a 32d° Scottish Rite Mason and Mystic Shriner, besides being a member of the Richmond Young Men's Business Club, Commercial Club, Y. M. C. A. and N.A.R.D.

—DR. JOHN R. MINEHART, dean of the Department of Pharmacy, Temple University, Philadelphia, is making a record as a deep sea fisherman among the lovers of that sport who sail from Anglesea, N. J., where the well known physician and educator is a weekly visitor. Early in the spring, Dr. Minehart moved to a handsome home at 4821 Germantown avenue where he enjoys facilities for tennis and croquet in both of which he is an acknowledged expert.

—LOUIS SPENCER LEVY, president and treasurer, and Jos. S. Menline, secretary of the Perfumer Publishing Co., New York, sailed for Hamburg on the Steamship Amerika Aug. 13. Mr. Levy is the editor of the *American Perfumer and Essential Oil Review*, and intends to visit manufacturers of perfumers' and soapmakers' raw materials in Germany, France and England.

—P. A. DAKIN, veteran salesman, known to druggists throughout the Middle Atlantic and New England States, as the representative of the Major Manufacturing Co., while on a vacation trip recently from New York to Portland, Maine, by water, was taken so seriously ill that he was compelled to return home. At last advices he was very much better.

—H. L. TROXEL, Ph. D., formerly with the Burrough Bros. Manufacturing Co., and Sharp & Dohme, of Baltimore, has become superintendent and chemist of Masengill Bros. Co., Bristol, Tenn. The company will discontinue jobbing the medical products of other houses and will manufacture and sell its own goods exclusively.

—MRS. STALEY, wife of the proprietor of the Hartwell Pharmacy, Cincinnati, who was confined to the Good Samaritan Hospital for several weeks by a severe illness, has returned to her home, and is slowly improving. She is a prominent member of Cincinnati Charter of W.O.N.A.R.D.

—S. A. ECKSTEIN, prominent in Milwaukee retail drug circles and president of the Milwaukee Druggists' Association, is a delegate to the convention of the N.A.R.D. at Pittsburg this month. He bears an invitation to the national organization to hold its next annual meeting in Milwaukee.

—MISS M. C. DOW, the Cincinnati druggist, a prominent worker in the Ohio Humane Society of that city, is contemplating having 50,000,000 copies of various pleas for animals printed at her own expense, to be distributed by her and the society.

—JOHN B. THOMAS, of the Thomas & Thompson Drug Company, and president of the Baltimore Retail Druggists' Association, has been spending a vacation of nearly one month in Maine. He states that he had an excellent time.

—M. L. SHAFFNER, '08, has been elected president of the Pharmacy Alumni Association of Temple University. The other officers are Amos S. Rutt, '10, vice-president; John C. Cassy, '10, secretary, and Daniel Cartwright, '10, treasurer.

—WM. M. COOPER, Ph. G., 2386 Washington street, Boston, and wife are passing [illegible] weeks' vacation period on his farm at Wolfeboro, N. H. [illegible] M. Sheddon was in charge of the pharmacy during the absence of Mr. Cooper.

—J. C. COOPER, Robert S. Lehman and George Thum, of the New York German Apothecaries' Society, started on August 20 on a three weeks' trip to Yellowstone Park. They were accompanied by Miss Elsa Thum.

—JOHN S. MUTH, of Muth Bros. & Co., Baltimore, is having a handsome frame cottage built for his own use at Walbrook, a suburb. He expects to occupy the place before the winter sets in.

—HARRY FREKING, of Cincinnati, attorney of the Ohio Valley Druggists' Association, has the smile that won't come off. It's a fine baby boy—the first one. Mother and son are doing fine.

—ED. MOULIC, of Percy, Ill., recently returned home after making an extensive trip through the south. He enjoyed trips on the Gulf, and came up the Mississippi to St. Louis, from Memphis.

—HENRY H. BOOM of Philadelphia, professor of physiology and hygiene at Temple University, is enjoying an extended canoe trip through the inland waterway of the Atlantic Coast.

—R. N. MCKNIGHT, vice-president and general manager of the Behrens Drug Co., of Waco, Texas, spent a few days in Indianapolis the latter part of July as guest of Eli Lilly & Co.

—FERDINAND T. SCHMIDT, of 1502 Cortelyou Road, Flatbush, Brooklyn, spent his vacation last month with friends in Buffalo, N. Y., where he had a very enjoyable visit.

—GEO. L. DOUGLASS, counsel for the Proprietary Association of America, recently paid a brief visit to New York friends on his way from Chicago to the seashore.

—E. E. HORRALL, of Decatur, and Mrs. Horrall, recently spent several days in St. Louis, which was their first visit to the city since their wedding trip six years ago.

—HENRY FISHER and H. EVERETT KENDIG, members of the faculty of the department of Pharmacy, Temple University, Philadelphia, are summering at Atlantic City.

—W. J. FRAZIER, druggist of Wichita, Kan., attended the Knights Templars conclave at Chicago, stopping over in St. Louis to buy goods before returning home.

—FRANK SCHEUBER, who formerly conducted a drug store at Jefferson, Wis., but who is now located in Livingston, Mont., is visiting at his old home.

—GEORGE RAMSEY, manager of the Hegeman Corporation, New York City, was expected home Sept. 1, from a vacation of several weeks spent in Canada.

—HENRY M. CAMPBELL, of Detroit, member of the board of directors of Parke, Davis & Co., was a recent visitor at the company's New York office.

—W. D. ROWLES, of Parke, Davis & Co.'s special preparation department, New York City, recently visited Boston and Canada on his vacation.

—EARL DONOVAN, Portage, Wis., has resumed his position in the Klenert Drug store after a vacation of several weeks spent at Appleton, Wis.

—DR. E. K. BOLTZ, a well known physician and pharmacist of Philadelphia, spent a portion of his vacation at his old home at Lebanon, Pa.

—EDWARD PENSCHUCK of New York, has accepted a position as prescription clerk in the Woodhead Pharmacy at Ashland, Wis.

—COL. JOHN W. LOWE, Boston representative of Eli Lilly & Co., spent his vacation during August with friends on Long Island Sound.

—JOHN BURNSIDE, connected with Parke, Davis & Co.'s New York office, spent the last two weeks of August vacationing.

—PAUL SCHUETTE, of Reedsburg, Wis., has accepted a position in the Prideaux & Bliss drug store at Mineral Point, Wis.

—WILLIAM MCKAY, connected with Parke, Davis & Co.'s New York office, spent several weeks of August out of town.

—L. H. WIKOFF, for 12 years postmaster at Emington, Ill., has resigned and will also retire from the drug business.

—GEORGE MOEHLE, secretary of the Milwaukee Drug Co., spent his vacation at Fish Creek, near Green Bay, Wis.

—EDWARD KIPP, druggist at Colerain avenue and Hopple street, Cincinnati, is the father of a fine new daughter.

—DR. WILLIAM MUIR, of Brooklyn, N. Y., has been enjoying the Summer at Prospect Point, Lake Bomoseen, Vt.

—HENRY S. LIVINGSTON, secretary for Schieffelin & Co., enjoyed several weeks' vacation during last month.

—DR. WILLIAM SCHIEFFELIN, of this city, spent the latter part of August at Bar Harbor, with his family.

—W. A. SENTON, of Marshfield, Wis., is spending the summer at Wampeen Lake with his family.

MERGER MADE BY WHOLESALERS IN CHICAGO.

Olney & Jerman Co. Unites with Peter Van Schaack & Sons, Mr. Jerman Continuing as Vice-President.

CHICAGO, Aug. 20.—In the interests of an economical administration of affairs in line with the 20th Century methods, and to serve their customers more satisfactorily, the Olney & Jerman Co. have completed arrangements to merge their business with that of their old-time neighbors and competitors, Peter Van Schaack & Sons, and the business will be carried on in the future under this latter title, at 138 and 140 East Lake street. With increased capital and with exceptionally good facilities for handling the combined business they feel certain that they can serve their trade to better advantage than in the past.

President A. R. Olney, after 40 years continuous work as head of Olney & McDaid and the Olney & Jerman Co., retires from active service in the drug trade, although he will be connected with the new organization as an interested stockholder. C. A. Jerman, also a stockholder, becomes vice-president of Peter Van Schaack & Sons and as the active head of the Sales Department will give his special attention to the customers of O. & J. Co. Practically all of the O. & J. sales force, as well as house employees, are connected with P. Van Schaack & Sons,

Eastern Drug Co. Absorbs Hoagland-Curtis Co.

BOSTON, Aug. 20.—The Hoagland-Curtis Drug Co., one of five wholesale drug houses of Boston, was absorbed last month by the Eastern Drug Co., which secured the entire stock of merchandise of the Hoagland-Curtis Co., together with their good will. The traveling salesmen of the Hoagland-Curtis Co. were also taken over by the Eastern Drug Co., and they have continued in their same territories.

Ralph P. Hoagland, president of the Hoagland-Curtis Drug Co., when seen by a representative of the ERA, said: "The move has been under consideration for some time, and only the completion of the details delayed it. We go out of the retail and wholesale drug business. We retain the shellac and varnish part of the business, which has been the chief feature of our business. We are importers of shellac and carnauba wax and we will continue that line, and be an exclusively importing house."

Charles L. West, vice-president of the Eastern Drug Co., who arranged for the purchase of the business of the Hoagland-Curtis Co., said: "The circulars sent out by the Hoagland-Curtis Co. and by us, tell the whole story. Our company has bought their business and good will."

PLUCKY DRUGGIST CATCHES NEGRO SHARPER.

Was Earning Several Dollars a Day by Defrauding Retailers in Various Parts of Philadelphia.

PHILADELPHIA, August 20.—A sharper who had been victimizing the druggists of this city, came to grief here recently. This fellow, who is a well educated negro, would enter a drug store, order a lot of goods for a family in the neighborhood for which he said he worked and direct that they be sent C. O. D., the next morning. Just before leaving he would decide to take one or two of the articles with him for immediate use. Next day the messenger would find that this family had placed no such order and did not know the negro.

Then the fellow would go to some other store and declare that he had purchased certain articles there recently and would ask for his money back, turning over to the accommodating druggist, the articles he had secured from the other store. He tried this game on Oliver Lamody, the manager of the S. B. Davis store at Thirteenth and Ritner streets, explaining that he had purchased an eighty-cent article a few days before from Mr. Davis himself. He received the money, but when the manager mentioned the incident to Mr. Davis a day or so after, the latter declared he had made no such sale to a colored man.

Although it was Mr. Lamody's day off he happened to be at the store today when who should come in but the same negro. The plucky manager immediately grabbed him and with the assistance of the proprietor subdued him and then sent for another druggist or two who had been victims of the fellow's work. The negro had been working the game all over the city and had been realizing several dollars a day.

The U. S. P. Board of Trustees.

This excellent photograph is of six of the seven members of the board of trustees of the U.S.P. who attended the recent meeting at Atlantic City. Dr. William J. Schieffelin, owing to a trip to Europe, was unable to be present. Top row (left to right), Dr. J. H. Beal, Dr. George H. Simmons, Prof. Joseph P. Remington. Sitting (left to right), F. W. Meissner, Dr. Henry M. Whelpley, Dr. Harvey W. Wiley.

CLERK FAILS TO GET DRUGS ON FORGED ORDER.

Discharged Employe of Bronx Pharmacists Arrested When Trying to Steal From Lehn & Fink.

James Berg, a drug clerk, recently presented an order at Lehn & Fink's city order department from Kantor & Co., druggists, who have two stores in the Bronx, for assorted merchandise. The liberal quantities of high priced goods ordered, among which were five ounces cocaine, aroused the suspicion of the order clerk. Berg, who wanted to take the goods with him, was told to wait until the order had been completed. Meanwhile Kantor & Co. were communicated with and gave the information that Berg had been discharged from their service several days previously for stealing and that the order was forged. He had taken Kantor & Co.'s order-book, which he showed to Lehn & Fink's clerk when he placed his order, but the mental suggestion of this trick failed to produce hypnosis in the order clerk, as events proved. Berg was promptly arrested and was held in $1000 bail before Judge Cornell for the action of General Sessions.

Northern Ohio Druggists Enjoy an Outing.

CLEVELAND, Aug. 20.—Annual outing of the Northern Ohio Druggists' Association, held on the 17th at Avon Park Beach, was enjoyable and successful. E. Petersilge, E. R. Selzer and Wm. Ruess will represent the association at the N.A.R.D. convention at Pittsburg. The following officers have been elected for the year 1910-1911:

President, E. Petersilge; first vice-president, W. M. Fox; second vice-president, O. E. Mouhlhan; treasurer, George J. Hoehn; secretary, H. V. Arny.

THE DRUG MARKETS

BUSINESS OF SEASONABLE PROPORTIONS.

Sharp Advance in Refined Glycerin—Shortage in Production of Oil of Rose Sends Price Upward.

CHANGES SINCE LAST REPORT

A Acid, acetic	lb.	.80	.90
A Acid, carbolic, crystals	lb.	.20	.24
A Acid, gallic, Std.	oz.	.28	.33
D Acid, Levulic	lb.	.18	.22
Powdered	lb.	.25	.27
D Acid, Nitric, 42° Baumé	lb.	.16	.18
A Acid, tartaric, Extra, selected	lb.	1.50	1.60
Good, fair	lb.	1.40	1.50
Powdered	lb.	1.80	1.90
A Benzoin, Penang, true	lb.	2.20	2.30
A Buchu Leaves, long cut	lb.		1.50
Powdered	lb.		— 1.60
Short	lb.		1.75
Powdered	lb.		1.85
A Cloves	lb.	.56	.60
Powdered	lb.	.60	.65
A Flaxseed, crushed	bbl.		9.25
Less	lb.	.06½	.08
Ground	lb.	.06	.07½
A Glycerin	lb.	.26	.30
A Ipecac Root, Cartagena	lb.	1.50	1.75
Powdered	lb.	1.60	1.85
Rio	lb.	3.00	3.25
Powdered	lb.	3.20	3.50
A Jalap Root, selected	lb.	.55	.60
Powdered	lb.	.62	.67
A Lavender Oil	lb.	5.00	5.50
A Lavender	lb.	.85	.90
A Menthol, bulk	lb.	3.50	3.75
A Oil Cajeput, yel. and white	gal.	.90	1.00
A Oil Hemlock, Schimmel's	oz.		3.00
A Oil Linseed, Boiled	gal.	1.05	1.10
Raw	gal.	1.03	1.08
A Oil Rose, Kissanlik	oz.	7.00	7.25
A Oil Sweet Birch or Cl.	gal.	.90	1.00
D Opium (Natural)	lb.	5.60	5.80
Granulated	lb.	6.90	7.00
U.S.P. Powdered	lb.	6.90	7.00
A Pareira Brava Root	lb.	.50	.60
D Pepsin, Aff. Boldus	oz.	.35	.40
D Santonin, American (Saltzer)	oz.	.10	.50
A Santonine	lb.	12.00	12.50
A Sarsaparilla Root, Honduras	lb.	.75	.80
Medium cut	lb.	.25	.30
Powdered	lb.	.28	.33
A Senna, Tinnevelly, Sifted	lb.	.22	.25
D Serpentaria (Va. Snakeroot)	lb.	.67	.72

NOTE: A, advanced; D, declined; C, correction. A new

see page 920 and following pages for Prices Current

NEW YORK, Aug. 25. Although the general drug and chemical market continues to present a quiet appearance, with business chiefly in jobbing quantities, the aggregate volume of transactions of reasonable proportions and a healthy tone is manifested on the part of sellers. Price fluctuations are few and comparatively unimportant, interest being largely confined to the new crop items, some of which are now arriving, while others are expected to arrive in the near future. Opinion is without material change. Advices from primary markets continue to indicate a firm situation. Cables received from abroad within the past week report a further hardening tendency in some instances. Reports from primary markets in this country also indicate a firm situation. Jobbers are doing a fair business in small lots for immediate delivery.

Acetanilid—Is in good demand and prices are firm.

Acid, Acetic—Is in good demand and prices are firm.

Acid, Boric—Is in good demand and prices are firm.

Acid, Carbolic—Is in good demand and prices are firm.

Acid, Citric—Is in good demand and prices are firm.

Acid, Gallic—Is in good demand and prices are firm.

Acid, Levulic—Is in good demand and prices are firm.

Acid, Nitric—Is in good demand and prices are firm.

Acid, Tartaric—Is in good demand and prices are firm.

Aconite Root—Is in good demand and prices are firm.

Alcohol—Is in good demand and prices are firm.

Alkanet Root—Is in good demand and prices are firm.

Almonds—Are in good demand and prices are firm.

Aloes—Are in good demand and prices are firm.

Alum—Is in good demand and prices are firm.

Ammonia Water—Is in good demand and prices are firm.

Anise Seed—Is in good demand and prices are firm.

Antimony—Is in good demand and prices are firm.

Arrowroot—Is in good demand and prices are firm.

Asafetida—Is in good demand and prices are firm.

Balsam Peru—Is in good demand and prices are firm.

Balsam Tolu—Is in good demand and prices are firm.

Belladonna Root—Is in good demand and prices are firm.

Benzoin—Is in good demand and prices are firm.

Bismuth—Is in good demand and prices are firm.

Blood Root—Is in good demand and prices are firm.

Buchu Leaves—Are in good demand and prices are firm.

Calamus Root—Is in good demand and prices are firm.

Camphor—Is in good demand and prices are firm.

Canada Snakeroot—Is in good demand and prices are firm.

Cantharides—Are in good demand and prices are firm.

Capsicum—Is in good demand and prices are firm.

Cardamom—Is in good demand and prices are firm.

Cascara Sagrada—Is in good demand and prices are firm.

Castor Oil—Is in good demand and prices are firm.

Catechu—Is in good demand and prices are firm.

Cinchona—Is in good demand and prices are firm.

Cinnamon—Is in good demand and prices are firm.

Cloves—Are in good demand and prices are firm.

Cocaine—Is in good demand and prices are firm.

Cochineal—Is in good demand and prices are firm.

Cod Liver Oil—Is in good demand and prices are firm.

Colchicum Root—Is in good demand and prices are firm.

Colchicum Seed—Is in good demand and prices are firm.

Coriander—Is in good demand and prices are firm.

Cubeb—Is in good demand and prices are firm.

Dandelion Root—Is in good demand and prices are firm.

Digitalis—Is in good demand and prices are firm.

Ergot—Is in good demand and prices are firm.

Ether—Is in good demand and prices are firm.

Euonymus—Is in good demand and prices are firm.

Fennel Seed—Is in good demand and prices are firm.

Gelsemium—Is in good demand and prices are firm.

Gentian Root—Is in good demand and prices are firm.

Ginger—Is in good demand and prices are firm.

Ginseng—Is in good demand and prices are firm.

Glycerin—Is in good demand and prices are firm.

Golden Seal—Is in good demand and prices are firm.

Guaiac—Is in good demand and prices are firm.

Hellebore—Is in good demand and prices are firm.

Hemlock—Is in good demand and prices are firm.

Henbane—Is in good demand and prices are firm.

Hops—Are in good demand and prices are firm.

Hydrastis—Is in good demand and prices are firm.

Ipecac—Is in good demand and prices are firm.

Iron—Is in good demand and prices are firm.

Jalap—Is in good demand and prices are firm.

Juniper Berries—Are in good demand and prices are firm.

Lavender—Is in good demand and prices are firm.

Lemon Oil—Is in good demand and prices are firm.

Licorice—Is in good demand and prices are firm.

Linseed Oil—Is in good demand and prices are firm.

Lobelia—Is in good demand and prices are firm.

Logwood—Is in good demand and prices are firm.

Lupulin—Is in good demand and prices are firm.

Manganese—Is in good demand and prices are firm.

Menthol—Is in good demand and prices are firm.

Mercury—Is in good demand and prices are firm.

Morphine—Is in good demand and prices are firm.

Mustard—Is in good demand and prices are firm.

Nux Vomica—Is in good demand and prices are firm.

Oil Anise—Is in good demand and prices are firm.

Oil Bergamot—Is in good demand and prices are firm.

Oil Bitter Almond—Is in good demand and prices are firm.

Oil Cajeput—Is in good demand and prices are firm.

Oil Cassia—Is in good demand and prices are firm.

Oil Cinnamon—Is in good demand and prices are firm.

Oil Citronella—Is in good demand and prices are firm.

Oil Cloves—Is in good demand and prices are firm.

Oil Eucalyptus—Is in good demand and prices are firm.

Oil Geranium—Is in good demand and prices are firm.

Oil Lavender—Is in good demand and prices are firm.

Oil Lemon—Is in good demand and prices are firm.

Oil Orange—Is in good demand and prices are firm.

Oil Peppermint—Is in good demand and prices are firm.

Oil Rose—Is materially higher in sympathy with corresponding conditions in producing markets, and quotations have been sharply advanced, jobbers asking $7.00@$7.25 per ounce for Kissaulik. Recent advices from Constantinople indicate that there is an actual shortage of about 30 per cent against the output of last year and the average of the two years 1908 and 1907 is not even reached. These facts account for the advance in price.

Buchu Leaves—Prices for both long and short varieties have been advanced and offerings continue limited to small parcels. The prevailing opinion is that manufacturing consumers are short of supplies, and that any important demand will result in a further material advance in values. There are some who profess to believe that a $2.00 market will be reached.

Glycerin—Refined is decidedly firmer owing to continued scarcity and higher values of crude abroad and manufacturers have advanced their prices nearly two cents per pound. Jobbers are quoting 26c.@30c. and the tendency of values is still upward.

Balsam Peru—Remains very firm with supplies scarce in this market. Some holders are asking $1.85 per pound by the case, while dealers are quoting smaller parcels at $2.20@$2.30 per pound.

Prickly Ash Berries—Are easier under freer offerings and lack of important demand. New crop has begun to arrive and quotations have been reduced to 35c.@40c. per pound, but no business is reported.

Star Anise Seed—Is again called higher in producing markets and quotations have been advanced to 28c.@33c. as to quantity and quality.

Lupulin—Is higher owing to scarcity together with firmer markets abroad. The import cost is said to be about 80 cents and jobbers are asking 85c.@90c. per pound.

Menthol—Is higher abroad and spot stocks report an important advance. Jobbers quote $3.50@$3.75 per pound for crystals.

Pareira Brava Root—Supplies are light with here and there recent advices being to the effect that the stock in London is reduced to forty packages. Prices in this market have been advanced to 50c.@60c. per pound.

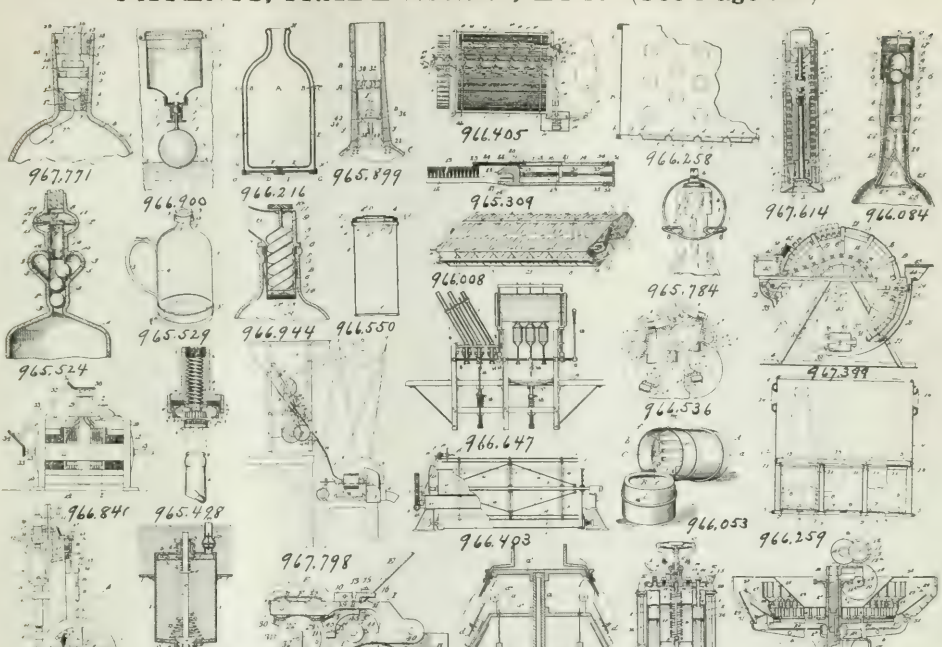
Santonine—The present advanced scale of prices, which came into force on July 1 is firmly maintained at $12.00@$12.50 per pound. Reports from abroad indicate that the syndicate controlling the Turkestan factories not only hold, but are likely to continue to hold the complete command of the market for santonine and it is believed that if any change in price does come, it will again be in an upward direction.

Linseed Oil—Jobbers are quoting $1.03@$1.08 per gallon for raw and $1.05@$1.10 per gallon boiled. Stocks of oil all over the country are about exhausted and the leading oil interests here seem to think that no lower prices will obtain in the near future. New crop seed is beginning to arrive in the Northwest, but in this market prices have been advanced to $9.25 per barrel for sifted and cleaned seed.

Name and Address of Manufacturer Wanted

An ERA subscriber writes: "Can you oblige me with the name and address of Brown's Root Remedy? Can you kindly supply the information?

PATENTS, TRADE MARKS, ETC.—(See Page 910)



PATENTS.

Granted July 26, 1910.

965,170—Karl Elbel, Biebrich, Germany, assignor to Kalle & Co., Aktiengesellschaft. Process of condensing reduction products of meta-phthalene-quinone, etc.

965,275—Henry Bernstein, Philadelphia. Process of making cuprammonium solution.

965,309—Frederick L. MacDonald, Waltham, Mass., assignor, by direct and mesne assignments, to Domenic Conte. Fountain tooth-brush.

965,498—Benjamin Adriance and Amos Culleson, Brooklyn; said Culleson assignor to said Adriance. Method of sealing bottles.

965,524—Jabez Humphrey, Philadelphia. Non-refillable bottle.

965,535—Georg M. C. Nielsen, Millis, Mass., assignor, by mesne assignments, to United Cork & Seal Co. Bottle-sealing apparatus.

965,629—Theodor Holz, Cleveland, assignor to The Holz Manufacturing Co. Bottle-handling device.

965,765—John C. Taliaferro, Baltimore. Sealing composition.

965,784—Sydney J. C. Wilkinson, Johannesburg, Transvaal. Means for attaching bottle-closures.

965,823—Hans Lebach, Ludwigshafen-on-the-Rhine, Germany, assignor to Knoll & Co. Process for hardening condensation products from phenols and aldehydes.

Granted August 2, 1910.

965,899—Fred W. Herbert, Pelham, N. H. Non-refillable bottle.

965,903—Fritz Hofmann and Carl Gentelle, Elberfeld, Germany, assignors to Farbenfabriken vorm. Friedr. Bayer & Co. Process of making tetramethylendiamin.

965,966—Jean Jacques Van Dandaigne, Montreal, Quebec. Formalin vaporizer.

966,008—Sigmund L. Goldman, Chicago. Bottle-rack.

966,053—Meyer L. Rhein, New York. Powder holding and dispensing container.

966,084—Homer V. Colvin, St. Louis. Non-refillable bottle.

966,092—Richard Herz, Frankfort-on-the-Main, Germany, assignor to Cassella Color Co., New York. Indophenolic compound and process of making same.

966,196—Henry M. Goodman, Louisville, Ky. Method of separating organic materials from aqueous liquids.

966,216—Konrad Kather, San Francisco, and George P. Schild, Vallejo, Cal. Vacuum-bottle.

966,258—Frank Sochurek, Sr., Milwaukee. Bottle-tray.

966,259—Louis Sochurek, Milwaukee. Bottle-case.

966,270—Henry W. Van Leir, Philadelphia, assignor to S. S. Wenzell Machine Co., Charlestown, W. Va. Bottle filling machine.

966,403 and 966,405—Walter L. Bodman, Cincinnati, assignor to Isaac Rheinstrom. Bottle-soaking machine.

966,404—W. L. Bodman, assignor to I. Rheinstrom. Bottle washing machine.

Granted August 9, 1910.

966,463—Edgar S. Miller, Atchison, Kans., assignor to Industrial Engineering Co. Labeling-machine.

966,536—Edward Ermold, New York. Wiper for bottle-labeling machines.

966,538—Dudley T. Fisher, Columbus, O. Illuminated sign.

966,542—Herman L. Hartenstein, Constantine, Mich., assignor to Continental Investment Co., Duluth, Minn. Method of making calcium carbide.

966,550—John M. Hothersall, New York, assignor to American Can Co. Sifter-top can or box.

966,642 and 966,643—Albert D. Barr, Batesville, Ark. Medicament and process of producing the same.

966,647—Joseph H. Brandt, Philadelphia. Bottle-stoppering mechanism.

966,820—Albert Friedlaender, Berlin-Halensee, Germany, assignor to Arthur Horowitz. Process of rendering hydroxyl derivatives of aromatic hydrocarbons soluble in water.

966,838—Hermann Jaffee, Hoboken, and Edward M. Dorstewitz, New York. Antiseptic body germ protector.

966,840—Ernest C. Ketchum, Boston. Automatic mercury-dropper.

966,900—George H. Garnet, Allentown, Pa. Disinfector.

966,944—Wm. R. McDonald, Dallas, Oreg. Non-refillable bottle.

967,001—Auguste Deiss, St. Barnabe, Marseille, France. Process of manufacturing cellulose.

967,049 and 967,050—Anders A. Pindstofte, Copenhagen, Denmark. Bottling-machines.

Granted August 16, 1910.

967,399—William Lipps, Chattanooga. Bottle-washer.

967,413—Ellsworth L. McCain, Detroit. Tooth-brush.

(Continued on Page 910.)

PATENTS.

(Continued from page 909.)

965,784—Emil F [illegible] Leverkusen-on-the-Rhine, Germany, assignor to Kalle & Co., Actien-Gesellschaft, [illegible] and process of making same.

965,794—Edward L. Wright, New York. Bottle-cap.

965,814—Charles P. Morosh, Brooklyn, N. Y., assignor to Charles P. Morosh Manufacturing Company, same place. [illegible]

965,888—Charles F. L. Hitchens, Formby, Eng. Topical medicated pad.

965,910—W. E. [illegible] and E. P. Hoy, Avonmore, Pa. Non-refillable bottle.

965,965—John Lyons, New Cross, London, Eng., assignor to Arrowsmith & Co., Limited, Bristol, Eng. Cork-grinder and presser.

965,985—Walther Schoeller and Walther Schmidt, Berlin, Germany, assignors to Farbenfabriken vorm. Friedr. Bayer & Co., Elberfeld. A salt consisting of orthooxymercuric salicylic anhydride and one of the same parties, secondary alkali salts of orthooxymercuric salicylic acid. 965,840, same parties, medicinal soaps.

TRADE MARKS.

Published July 26, 1910.

[illegible]—National Chemical Co., Memphis. Remedy for local application and internal in the treatment of headache, neuralgia, faceache, catarrh, and hay-fever.

41,878—Max Dienstfertig, Fraustadt, Germany. Remedy for diseases of [illegible].

45,906—Serum-Laboratorium, Ruete-Enoch, Hamburg, Germany. Antiseptic serum.

46,857—Hoffmann-La Roche Chemical Works, New York. Bismuth oxyiodogallate, a powder for use in healing and [illegible] wounds.

46,875—Frank R. Carter, Anaconda, Mont. A hair tonic.

49,031—Miro-Dena Co., Syracuse. Perfume.

49,062—Joseph Housewerker, Albany. Remedy for headaches, neuralgia, and heartburn.

49,307—Davis & Lawrence Co., New York. A vegetable remedy for malaria.

49,870—Zymace Co., New York. Laxatives and purgatives.

49,950—Hartman Drug Co., Fort Wayne, Ind. Liver pills, buchu, sarsaparilla, salve, and medicinal remedies for headaches, etc.

50,115—Abraham C. Snyseer, Miamiville, O. Tooth wash.

50,153—Milam Medicine Co., Inc., Danville, Va. Blood remedy and tonic for the treatment of rheumatism, eczema, chronic sores, etc.

50,318—Baldomero de la Prida, Mexico. Hair-tonics.

50,[illegible]—Pierce Laboratories, New York. Foot-powder.

50,[illegible]—Pierce-M Sales, Augusta, Ga. Hair-tonic.

Published August 2, 1910.

45,360—Carl Bienek, Oakland, Cal. Stomach-bitters.

46,144—Elijah H. Lynn, Sr., Brookport, Ill. Salve.

46,145—E. H. Lynn, Sr., Poultices.

47,731—A. Francis & Co., Detroit. Perfumes, face-powders, and toilet waters.

47,940—Dennis Manufacturing Co., Sutter Creek and Berkeley, Cal. An ointment for external use.

48,397—Prairie Medicine Co., Rolling Prairie, Ind. An ointment for the treatment of cancer, syphilitic sores, eczema, salt-rheum, fever-sores, etc., etc.

[illegible]—J. D. Wise Jackson Drug Co., Liquid anesthetics, preparations for destroying pus, nerve-killing preparations, and [illegible] embalming preparations.

49,595—Charles H. Edge, Houston, Tex. Paste preparation for cleansing the teeth.

50,483—Otho H. White, Buffalo. Preparations for the removal of [illegible].

[illegible]—Edward W. Dodez, Fort Wayne, Ind. A medicated detergent for cleansing the teeth.

[illegible]—E. H. Zeller & Co., Inc., Philadelphia. Remedy for fever and ague, dropsy, jaundice, restlessness, diarrhea cramp, dysentery, etc., etc.

[illegible]—Thompson Salve Co., Columbus. Salves.

49,[illegible]—Lee C. Atherton, East St. Louis, Ill. A remedy for hemorrhoids.

Published August 9, 1910.

42,022—Philo Hay Specialties Co., Newark. A dressing and invigorant for the hair.

47,082—The John Postlance Co., Cleveland. Face-powder and [illegible].

[illegible]—[illegible] Portland, Me. A liquid remedy for [illegible].

[illegible]—[illegible] Calcimine Co., Ill. Powders, paste, granules, and solutions for the extermination of noxious [illegible].

[illegible]—[illegible] New York. Tooth-brushes, etc.

[illegible]—[illegible] Drug Co., Chicago. Rheumatic remedies.

[illegible]—[illegible], Hollenbeck Park, N. J. Toilet preparations.

[illegible]—[illegible] Rose Co., San Francisco. Toilet rouge.

Published August 16, 1910.

[illegible]—Alfred C. Brown, Ft. Dodge. Toilet powder.

[illegible]—[illegible] Co., Inc., Ill. Medicines.

[illegible]—[illegible] Co., Pittsburg. Cork grinder and presser.

Copy of any TRADE MARK or PATENT, with 64 page Booklet on LEGAL TRADE MARKS, PROTECTIVE PATENTS and FOOD AND DRUGS ACT, sent for 25 cents. G. H. DAVIS, Attorney, 908 G St., N.W., Washington, D. C.

40,154—Crown Cork & Seal Co., Baltimore. Bottling machinery.

[illegible]—S. Zapf, [illegible]. Tuberculosis medicines.

[illegible]—[illegible] Baltimore. A piece of meat.

[illegible]—[illegible] Cobleskill, Vt. Liniment.

[illegible]—[illegible] M. Lyons, Zanesville, O. Insecticides.

50,[illegible]—[illegible] Mfg. Co., New York. Cancer remedy.

REVISED SCHEDULE OF ALCOHOLIC MEDICINALS

Held by Internal Revenue Commissioner to be Liable for Special Tax, Even if Dispensed as Medicine.

Royal E. Cabell, Commissioner of Internal Revenue, has issued (T. D. 1643) a list of alcoholic medicinal preparations which have been examined by his office and held to be insufficiently medicated to render them unfit for use as a beverage is published for the information of all concerned.

Special tax will be required for the sale of any of the preparations named, even though such sales are for medicinal use.

The names of most of the preparations heretofore given on the various lists which have been published will be found included in this list, the only exceptions being those the manufacturers of which have revised their formulas to meet the government requirements or which are no longer on the market.

Special tax will not be required for the sale for medicinal use of any alleged medicinal compound not on this list until the department has been communicated with and specific instructions received.

The preceding paragraph does not, however, apply to the class of compounds usually described by the term "Cocktail bitters," which are suitable for and usually used as beverages.

It having been found in various instances that there are several preparations of the same name on the market, the names of the manufacturers of the preparations examined are given, and it should be understood that only the preparation as compounded by the manufacturer whose name is given is embraced in this list.

Special tax will be required for the manufacture and sale of Beef, Wine, and Iron, unless it contains at least the percentages of beef and iron given in the formula on page 1821 of the nineteenth edition of the United States Dispensatory or is otherwise sufficiently medicated to be unsuitable for use as a beverage. Special tax will also be required for the sale of the compound ordinarily sold under the name of Rock, Rye and Glycerine.

Collectors and revenue agents will continue to secure and forward to the Internal Revenue Commissioner samples of preparations which they have reason to believe are, or may be, used as beverages. The list in full is as follows:

Ale and Beef, Ale & Beef Co., Dayton Ohio.
Allen's Restorative Tonic, Faxon & Gallagher Drug Co., Kansas City, Mo.
American Alimentary Elixir, American Drug Store, 1115 Canal street, New Orleans, La.
American Elixir, Beggs Mfg. Co., Chicago, Ill.
American Stomach Bitters, Amer. Drug Store, New Orleans, La.
Amer Prem. Co. Prem compounded.
Angostura Aromatic Tincture Bitters, E. R. Behlers, St. Louis.
Arbaugh's Newport Bitters, Dan'l Stewart Co., Indianapolis, Ind.
Arome Bitters, A. Gaines, 285 Hudson street, New York.
Aromatic Bitters, Hanigan Bros., Denver, Colo.
Aromatic Stomach Bitters, Pfeiffer Chemical Co., St. Louis, Mo.
Aroma Stomach Bitters, J. S. Smith & Co., Burlington, Iowa.
Atwood's La Grippe Specific, Excelsior Medicine Co., Chicago, Ill.
Augauer Bitters, Augauer Bitters Co., Chicago, Ill.
Augauer Kidney-Aid, Augauer Bitters Co., Chicago, Ill.
Augustiner Health and Stomach Bitters, A. M. August, Milwaukee, Wis.
Beef, Wine and Iron, Waudby, Son & Co., Pittsburg, Pa.
Berg's Hawkeye Bitters, Berg Medicine Co., Des Moines, Iowa.
Belvedere Stomach Bitters, Loewy Drug Co., Baltimore, Md.
Bismark Laxative Bitters, C. Lange & Co., Chicago, Ill.
Bismark's Royal Nerve Tonic, R. A. Smith & Co., Pana, Ill.
Bitters, The Atlantic Vineyard & Wine Co., Philadelphia, Pa.
Blackberry, Karlee Medicine Co., Aberdeen, S. Dak.
Blackberry Cordial, International Extract Co., Philadelphia, Pa.
Blackberry Cordial, Irondequoit Wine Co., Rochester, N. Y.
Blackberry Cordial, Strother Drug Co., Lynchburg, Va.
Blackberry and Ginger Cordial, Standard Chemical Co., Fort Smith, Ark.
Black Tonic, Albert Niggemann, St. Louis, Mo.
Boneknamp Stomach Bitters, Geo. J. Flixner, Springfield, Ill.
Boneknamp Bitters, J. S. Smith & Co., Burlington, Wis.
Botanic Bitters, F. E. Mayhew & Co., San Francisco, Cal.
Bradenberger's Colocynthis, Standard Chem. Co., Ft. Smith, Ark.
Brod's Celery Pepsin Bitters, Jno. Brod. Chemical Co., Chicago.
Brown's Iron Bitters, Light, A. E. & E. V. Brown Co., Mobile, Ala.
Brown's Aromatic Cordial Bitters, Chas. Leich & Co., sole agents, Evansville, Ind.
Brown's Vin Nerva Tonic, Brown Chemical Co., Nashville, Tenn.
Buckeye Bitters, Geo. Albert, Milwaukee, Wis.

(Continued on page 912.)

Let's Co-operate to Our Mutual Profit in the Sale of

DIAMOND DYES

We, as the manufacturers, have made Diamond Dyes so long that we are positive that they are the best. We claim they are "The Standard of the World" and millions of satisfied customers will bear us out.

Our outlet for sales is naturally through you, the druggist, so we provide you with an attractive display and selling cabinet and allow you a good margin of profit.

But vastly more important than this—we spend over $200,000 a year for advertising space in all the leading women's publications.

This advertising tells the wife, the mother, the maid, of the countless superiorities and wonderful economy of Diamond Dyes. Then it directs customers to your store to purchase them.

No other 10c. article in your place gets the advertising stimulus that we give Diamond Dyes.

And all we ask you to do is to keep a complete assortment of colors on hand to supply the demand.

If you don't already carry them, now is the time to put in a supply and get the benefit of our greatest advertising campaign.

DIAMOND DYES

are the best, the safest and most reliable dyes in the world. There are no risks or failures with Diamond Dyes and every use they are put to saves money.

When a lady asks you for Diamond Dyes it might be well to offer her

A FEW VALUABLE HINTS

First tell her you have Diamond Dyes for wool and Diamond Dyes for cotton. That no dye in the world works successfully with all kinds of materials.

Explain that wool, silk, alpaca and camel's hair are animal fibres that take up the dye very slowly, so it is necessary for her to use Diamond Dyes for wool.

And that cotton, linen and mixed goods are vegetable fibres that absorb the dyes quickly, so it is necessary for her to use Diamond Dyes for cotton.

Therefore, if she gets the right dye for the material, there is absolutely no chance of failure.

The Diamond Dye direction book will furnish every detail of information and the Diamond Dye Annual will give her the latest styles and many testimonials of the success of others.

There are many convincing arguments in favor of home dyeing and we are presenting them to the women of the country in a clear and forcible manner.

WELLS & RICHARDSON CO.

BURLINGTON, VERMONT

REVISED SCHEDULE OF ALCOHOLIC MEDICINALS.

(Continued from Page 911)

Cinchona Bitters, L. J. [illegible] Laud Co., West Bey
Cod Bitters and Angostura, [illegible] Mertz, Kalamazoo, Mich
Cod Bitters, [illegible] Bitters & Co., Peoria, Ill.
Cod & Beef Iron [illegible] Bitters, Allen & Co., N. Y. City.
Compound Cinchona Bitters, Crescent Co., Ft. Smith, Ark.
Compound Peruvian Bitters, Crescent Co., Ft. Smith, Ark.
Compound Peruvian Bitters, Packard Co., Shreveport, La.
Compound Sage Tonic Bitters, Gale Mfg. Co., New Orleans, La.
Coca Wine, Vendale Drug Store, 1115 Canal street, New Orleans, La.
Columbian Elixir Co., Philadelphia, Pa.
Columbian Regulator, J. E. Bragg & Co., New Orleans, La.
Columbo, Nervura, Mother & Co., Baltimore, Md.
Columbo, Quassia & Iron, Meyer Bros. Drug Co., St. Louis, Mo.
Columbo, Quassia & Iron, Peters & Fuller-Blake Co., New Orleans, La.
Dandelion Tonic Bitters, Mfg. Co., Chicago, Ill.
Daniel's Tonic Bitters, Daniel Co., Philadelphia, Pa.
DeWitt's Stomach Bitters, L. C. DeWitt & Co., Chicago, Ill.
Dr. Boyce's Blood Cordial, Texas Drug Co., Dallas, Tex.
Dr. Bosman's Iron Bitters, Bosman Co., Nashville, Tenn.
Dr. Boschee's Rheumatic Cure, Dr. Boschee's Sons Co., Louisville, Ky.
Dr. Bourgeois' Magic Bitters, (Imported).
Dr. Boyce's Mexican Mild Malt Mash Co., Louisville, Ky.
Dr. Brady's Iron Bitters, Central Botanical Co., Cherry Creek, N. Y.
Dr. Hobson's 3 Star Peruvian Tonic Compound, Pfeiffer Chemical Co., St. Louis, Mo.
Dr. Hostetter's Stomach Bitters, Doctor Hostetter's Manufacturing Co., Pittsburg, Pa.
Dr. Hopkins Union Stomach Bitters, F. S. Amidon, Hartford, Ct.
Dr. Hostetter's Stomach Bitters, [illegible] St. Louis, Mo.
Dr. Rattlinger's Bitters, Rattlinger's Medical Co., Sappington, Mo.
Dr. Smith's Iron Bitters, Dr. V. Smith & Co., New Philadelphia, Ohio.
Dr. Sweeney's Peruvian Tonic and Systematizer, Des Moines Medicine Co., Des Moines, Iowa.
Dr. Walton's Gentleman's Bitters, J. D. Heinsohn, Chicago, Ill.
Dr. Wood's Apple Extract Bitter Apple Bitters Co., Hattiesburg, Miss.
Dr. Wood's (Imported).
Dr. [illegible] (Imported).
Ducro's Alimentary Elixir (Imported).
Duffy's Malt Whisky, Duffy Malt Whisky Co., Rochester, N. Y.
Elixir of Bitter Wine, Pleasant Tonic Bitters Co., Chicago, Ill.
Elixir of Bitter Wine, V. Bokr, Chicago, Ill.
Elixir Calisaya Bond, Vivaudou & Cobb, New York City.
Elixir Calisaya Bond, Vivaudou Co., New York, N. Y.
Eucalyptus Cordial, Zwarts Pharmacy Co., St. Louis, Mo.
Eureka Stomach Bitters, Iowa Drug Co., Des Moines, Iowa.
E. Z. Laxative Bitters, Carmelitter Bitters Co., New York, N. Y.
Famous Wiener Bitters, Foxman Bros., Rock Island, Ill.
Ferret-Carlisl Ferret Bitters, C. Carlisl Co., New York City.
Ferro China Bascal (Manufacturer's name not noted; apparently imported).
Ferro China Bitter, W. P. Bertuzzo, New York City.
Ferro China Bitters (or Bisserit) Imported.
Ferro-China Carlisl Tonic Bitters, C. Carlisl Co., New York City.
Ferro-China-Citro Bitters, G. Citro & Co., Hoboken, N. J.
Ferro-China di Carlo, Lange Brothers, New York City.
Ferro-China, Ideal, Marrow & Lofar, Utica, N. Y.
Ferro-China Quina Laxative, Laxative Liquor Mfg. Co., N. Y. City.
Ferro-China Ricca, F. A. Ricca, Philadelphia, Pa.
Ferro-China-Trionfo, Basilea & Calandra, New York City.
Ferro-China Universale (Imported).
Fine Old Bitter Wine, Bates & P. Rossi, San Francisco, Cal.
Fine Old Bitter Wine, Stuzynski Bros., Chicago, Ill.
F. Miller & Co.'s Stomach Bitters.
Folger's Aromatic Bitters, M. D. Folger & Sons, Grand Rapids, Mich.
Gentian Bitters, Eckhart Bitters Co., Chicago, Ill.
Gentian Bitters, Evans Smith Drug Co., Kansas City, Kan.
Gentian Bitters, Mulled Bitters Wine Liquor, Edward Rinsa, Chicago, Ill.
Germania Herb, Root and Fruit Tonic Bitters, Dr. F. G. Nordman, Chicago, Ill.
German Stomach Bitters, Geo. Knevers, Granite City, Ill.
Gilbert's Rejuvenating Iron and Herb Juice, Gilbert Bros. & Co., Memphis, Mo.
Ginger Tonic, Loewy Drug Co., Baltimore, Md.
Ginseng Cordial, American Ginseng Medical Co., Syracuse, N. Y.
Ginseng Tonic (Elixir Pepsin), W. P. Underhill, Concord, N. H.
Gold Tonic, Gold Tonic Co., Brooklyn, New York City.
Golden Seal Tonic, M. V. Green, Son & Co., Selma, N. C.
Greiner's Blackberry Cordial, Greiner-Kelly Drug Co., Dallas, Tex.
Harrison's Quinine Tonic, I. X. L. Chemical Co., Chicago, Ill.
Hemo Tonic, Hemo Medicine Co., Chicago, Ill.
Herb Tonic, Herb Medicine Co., Reading, Pa.
Herbine, Herbine Co., Chicago, Ill.
Hoffman's Bitters, G. F. Heublein & Bros., N. Y. City.
Hindu Tonic, Hindu Tonic Co., Chicago, Ill.
Hop Bitters, Hop Bitters Mfg. Co., Rochester, N. Y.
Hop Tonic, [illegible] Hop Tonic Co., Chicago, Ill.
I. X. L. Bitters, I. X. L. Chemical Co., Chicago, Ill.
Jack Pot Laxative Bitter Tonic, J. B. Scheuer Co., Chicago, Ill.
Jaffe's Imperial Tonic, Jaffe Wine Co., Sacramento, Cal.
Jamaica Ginger, Jamaica Ginger Essence Co., St. Louis, Mo.
Jamaica Ginger, [illegible] Co., New Orleans, La.
Jamaica Ginger, [illegible] Drug Co., Nashville, Tenn.
Jamaica Ginger, [illegible] Co., Ft. Smith, Ark.
Kaltz's Compound Extract Malle German Bitters Co., Allentown, Pa.
Karlsbader Stomach Bitters, Jos. Landshut, Pittsburg, Pa.
Katarno, Katarno Co., New York City.
K.K.K., Morris & Dickson Co., Shreveport, La.
Koehler's Stomach Bitters, Koehler Bitters Co., N. Y. City.
Kohn's Iron and Malt Whisky, Kohn Bros., New York City.
Ko-Ca-Ama, The Wm. Brooks Medicine Co., Russellville, Ark.
Kola and Celery Bitters, Milburn & Co., Baltimore, Md.
Kola Wine, Reid, Yeomans & Cubit, New York City.
Kreuzberger's Stomach Bitters, R. Kreuzberger, Logansport, Ind.
Krummel's Bonekamp Maag Bitters, Hry. Krummel, N. Y. City.
Kuehne's A. P. Hypophosphite & Co., St. Louis, Mo.
Laxa Bark Tonic, Natchez Drug Co., Natchez, Miss.
Lee's Concentrated Stomach Bitters, Lee's Anti-Trust Medicine Co., Joplin, Mo.
Lemon Ginger, Ballard Snow Liniment Co., St. Louis, Mo.
Liverine, T. S. Mitchell Co., Providence, R. I.
Lutz Stomach Bitters, Chas. M. Lutz, Reading, Pa.
Magador Bitters, E. J. Rose & Co., Tacoma, Wash.
Magen Bitters, A. J. Wabersky, Chicago, Ill.
Mark's Famous Stomach Bitters, R. Marks, Milwaukee, Wis.
Mellowine, a Compound of Golden Seal, O. S. McCorrison, Minneapolis, Minn.
Meta Multa, Bernheim Distilling Co., Louisville, Ky.
Mikado Wine Tonic, Mikado Medicine Co., W. Manchester, N. H.
Milburn's Kola and Celery Bitters, Milburn & Co., Baltimore, Md
Miller Brand Bitters, Pure Food Cordial Co., New York City.
Mod Honey Wine, Struzynski Bros., Chicago, Ill.
Nervura, J. E. Schenck Co., Chicago, Ill.
Newton's Nutritive Elixir, Parker-Blake Co., New Orleans, La.
Novak's Stomach Elixir, Jno. Novak, Chicago, Ill.
Obermueller's Bitters, Jos. Bollenbeck, Sheboygan, Wis.
O'Hare's Bitters, O'Hare Bitters Co., Pittsburg, Pa.
Old Dr. Scroggin's Bitters, A. J. Adye, Adyeville, Ind.
Old Dr. Peppers Stomach Bitters, D. E. Cross & Co., Concord, N. H.
Orange Bitters, A. J. Joyce, Traverse City, Mich.
Our Ginger Brandy, Rex Bitters Co., Chicago, Ill.
Ozark Stomach Bitters, Lee's Anti-Trust Med. Co., Joplin, Mo.
Pale Orange Bitters, Field, Son & Co., London, England.
Panama Bitters, Richardson Drug Co., Omaha, Neb.
Pepsin Stomach Bitters (E. L. Arp) (Imported).
Peptone Stomach Bitters, Ross Bitters & Co., Chicago and New York.
Perrigo's 25c. Bitters, L. Perrigo Co., Allegan, Mich.
Peychaud's Bitter Wine Cordial, L. E. Jung & Co., New Orleans.
Pilsener Bitter Wine, Preusat Bitters Co., West Tex.
Pioneer Ginger Bitters, Dr. Koehler Medicine Co., Appleton, Wis.
Pond's Ginger Brandy, Pond's Bitters Co., Chicago, Ill.
Pond's Rock and Rye, Pond's Bitters Co., Chicago, Ill.
Quinquina Dubonnet (Imported).
Rheinstrom's Stomach Bitters, Rheinstrom Bros., Cincinnati, O.
Riley's Kidney Cure, Jas. S. Riley, Hayne, N. C.
Rimsovo Malto-Sove Vino Chino, Ed. Rimsa, Chicago, Ill.
Rockindy Cough Cure.
Royal Pepsin Tonic, L. & A. Scharff, St. Louis, Mo.
St. Rafael Quinquina (Imported Scheetz).
Scheetz Bitter Cordial, Percy R. Hentz, Pittsburg, Pa.
Simon's Aromatic Stomach Bitters, Samuel B. Schein, St. Paul, Minn.
Sirena Tonic, Sirena Mfg. Co., New York City.
Smart Weed, Francis Copper Co., Chicago, Ill.
Smith's Bitters, Van Natta Drug Co., St. Joseph, Mo.
Smith's Vitalizing Bitters, Ben Smith, Scranton, Pa.
Steinkonig's Stomach Bitters, Adam Steinkonig, Cincinnati, Ohio.
Stone & Bitters (Imported by L. & A. Scharff, N. Y. City.
Stoughton Bitters, A. L. Joyce, Traverse City, Mich.
Strauss Exhilarator, Wm. H. Strauss, Reading, Pa.
Sure Thing Tonic, Furst Bros., Cincinnati, Ohio.
Totra, B. Zeman, Chicago, Ill.
Tolu Rock & Rye.
True's Magnetic Cordial, Standard Chemical Co., Ft. Smith, Ark.
U-Go, Fritz T. Schmidt & Sons, Davenport, Iowa.
Uncle Josh's Dyspepsia Cure, Dr. Worthington's Drug Co., Birmingham, Va.
Underberg Boonekamp Maag Bitters, Imported by Luyties Bros., New York City.
Vin de Michael (Imported).
Vin Mariani, Mariani & Co., New York City.
Vino-Kolafra, Mead, Johnson & Co., Jersey City, N. J.
Warner's Stomach Bitters, Warner, Friday & Co., Sioux City, Ia.
Webb's A No. 1 Tonic, Webb's Co-operative Co., Sacramento, Cal.
Westphalia Stomach Bitters, E. R. Behlers, St. Louis, Mo.
White Cross Bitters, V. Gautier, New York City.
White's Dyspepsia Remedy, W. L. White & Co., Louisville, Ky.
William's Kidney Relief, Parker-Blake Co., New Orleans, La.
Woodbury Brand Bitters, Steinhart Bros. & Co., N. Y. City.
Zeman's Medicinal Bitter Wine, B. Zeman, Chicago, Ill.
Zinn Stomach Bitters, Zinn Bros. Manufacturing Co., Wheeling, W. Va.
Zig Zag, Walker's Tonic Co., Paducah, Ky.

T. P. Taylor Buys Building Containing Drug Store.

Lawrenceburg, Aug. 20.—The property on the southeast corner of Second and Chestnut streets has been bought by T. P. Taylor of T. P. Taylor & Co. The former owner, Dr. S. [illegible], disposed of the building preparatory to moving to California with his family. His drug business will be continued at least for a time by Peter Schuman, a brother.

In Bankruptcy—Assets Exceed Liabilities.

Louisville, Aug. 20.—S. W. Gaulin, a druggist at Hartford, Ky., has filed a petition in bankruptcy. He lists a number of local firms as creditors. His liabilities are $1,083.30, while his assets are $16,914.80, with several claims of $10,000.

MARCHAND'S
MEDICINAL PREPARATIONS

If you, Mr. Pharmacist, had devoted over *a quarter of a century* to the manufacture of five high grade preparations with only one standard of purity and uniformity, wouldn't you feel they were better than those made by a newcomer?

Then, is it any wonder we are proud of *our* preparations?

We were the first to manufacture Peroxide of Hydrogen (Marchand's) for medicinal purposes—that was thirty-one years ago—we are the PIONEERS.

PHYSICIANS KNOW

That MARCHAND'S PEROXIDE OF HYDROGEN (medicinal, 15 Vol.) is superior, because it is 50% *stronger* than the ordinary U.S.P., 10 Vol., and because it contains *NO ACETANILID*, and is absolutely free from any impurities.

That HYDROZONE (30 Vol.) is *THREE TIMES AS STRONG* as the ordinary preparations, and that it is the *most powerful of all germicidal agents*, yet is *absolutely non-poisonous.*

That GLYCOZONE ($C_3H_6O_4+C_5H_8O_3$), because of its remarkable properties is of signal value when applied to inflamed mucous membranes or other tissues. It is especially serviceable in acute and chronic forms of gastritis, intestinal catarrh, gastric ulcer, etc.

HYDROZONE AND MARCHAND'S PEROXIDE OF HYDROGEN (Medicinal) are put up in the best quality of flint glass bottles, for the reason that flint glass is not so brittle as amber glass. This, in connection with Marchand's improved process of manufacture, reduces the risk of breakage to a minimum.

When a prescription or a request comes to you for **MARCHAND'S PEROXIDE OF HYDROGEN (Medicinal), HYDROZONE, GLYCOZONE, MARCHAND'S EYE BALSAM** or the **DREVET MFG. CO.'S U.S.P. H_2O_2 Official**, see that it is dispensed and no attempt made to urge anything else upon the customer.

Your profit is **LARGER** than it would be if you urged the sale of an inferior article.

DREVET MFG. COMPANY
MANUFACTURING CHEMISTS

SOLE PROPRIETORS OF

CHAS. MARCHAND'S MEDICINAL PREPARATIONS

57-59 PRINCE ST., NEW YORK

WRITE FOR Catalog

Real Razor Strops
THAT ARE

EDGE MAKERS

AND

PROFIT GETTERS

Our Strops sell because they are made of the Correct Material, and the Prices are Right

Let us send you a small sample line for your approval

Koken Barbers' Supply Co.
STROPMAKERS

ST. LOUIS

Roger & Gallet
Perfumers

Paris -:- France

CHARLES C. SARGENT

Sole Agent

for the United States and Canada

25-27 West 32nd Street

New York

GROUP OF PORTION OF PARTICIPANTS IN CONVENTION OF LIQUID MANAGERS AND SALESMEN.

The last week in July was a most memorable week in every way connected with the Liquid Carbonic Co. Salesmen and branch managers from all over the country spent that week in conference at Chicago Headquarters. About 125 were in attendance. J. B. Greene, general sales manager, took personal charge of the meetings and conducted them with a zest and a "go" that made every minute count. The convention was in the nature of a school of instruction and both mechanical and selling forces at Chicago made it their business to demonstrate all the various things that the company makes. One forenoon was devoted to a trip to and through the new factory which is now nearing completion. The photograph shows a portion of the party lined up in front of the fine new plant. The spirit of "business" was in evidence every moment during the session.

GOVERNMENT HITS AT HEADACHE CURES.

Acetanilide Contents are Generally Misstated. "Mother's Friend" and "Cancerine" Misbranded.

WASHINGTON, August 20. The Department of Agriculture has given public notices of judgment 355 to 457, imposed by the courts in cases reported by the United States involving violations of the Food and Drugs Act, most of them relating to misbranding and adulteration.

Four headache remedies were found to be misbranded and their manufacturers prosecuted. The Celery Cracker Medicine Co., Manchester, N. H., shipped in inter-state commerce a quantity of drug product labeled "Dr. Wm. M. Eames' Tonic Headache Wafers. (Formerly called Celery Crackers)" and stating same did not contain any "dangerous drugs," whereas it contained acetanilide. Court imposed fined of $25 and costs of prosecution were limited to $25. The Fulton-Richardson Chemical Co., St. Louis, shipped a drug product labeled "Knox's Head-ake Powders." False claims were made for product and quantity of acetanilide present was misstated. Fined $10 and costs. Will H. Carslake, trading as the John A [illegible] Co., Bordentown, N. J., made several shipments of "Falck's One Minute Headache Cure," label on which did not state quantity or proportion of acetanilide present. Defendant entered plea of non vult and court suspended sentence in both cases. C. W. Horn, Slatington, Pa. shipped a consignment of "Telephone Headache Tablets," for which various claims for its harmlessness and remedial properties were advanced and a certain quantity of acetanilide stated on label to be present. On analysis, all of these statements were shown to be mis[illegible] and defendant was fined $25.

The Egg Cord Manufacturing Co., Detroit, shipped a consignment of "Eppo-stone, skin food for beautifying the complexion." Product consisted essentially of magnesium sulphate, colored with a pink dye, and was not a skin food in [illegible] claimed on the label. Defendant fined $10.

[illegible] Benson, 10 Sloane and Herbert Sloane, doing business as [illegible] & Sloane, St. Louis, shipped quantity of drug product [illegible] "Dandy Dixie Inhalator," on bottles which [illegible] and [illegible] amount of alcohol present. Fined $50 and costs.

A quantity of a [illegible] "Herbert's Cure Soothing Syrup," was [illegible] at Avonmore, by Herbert Yeagy, Pa., the labels on which bore false and misleading statements as to presence of morphine and quantity of alcohol contained therein. Fined $10 and costs.

The Bradfield Regulator Co., Atlanta, Ga., shipped two consignments consisting of 57 cases and 30 cases, respectively, of a drug labeled "Mother's Friend." Libels were filed against the cases, each one of the cartons containing the unit package being labeled: "The Mother's Friend, for the relief of the suffering incident to child bearing, etc." Such labeling was false, misleading, and deceptive. Product consisted essentially of an oil, together with a small amount of soap. Cases were condemned and forfeited but released to owner upon payment of costs and filing of bonds to dispose of goods in accordance with law.

C. Henry Wilson, Shelton, Conn., shipped a consignment of "Cancerine," same misbranded in that statement "this extract contains 2% alcohol," was stamped on carton with type smaller than 8-point (brevier) capitals, and also in that the word "Cancerine" falsely implied product would cure cancer. In pamphlet accompanying drug other false statements as to cancer curative properties were made. Fined $100.

Because a quantity of a drug product, "Eau Sublime Hair Coloring," shipped by Hippolyte Guilmard, was misbranded so as to indicate product was a vegetable substance which would color the hair, remove dandruff, prevent the hair from falling out and was harmless, defendant was fined $5.

A. Robinson McIlvaine, trading under the firm name of McIlvaine Brothers, Philadelphia, shipped a consignment of a drug, each package labeled "Powd. Colocynth, Trieste, 5 lbs., etc." Product was adulterated in that it was sold under a name recognized in the U.S.P. and differed from the official standard of strength, quality and purity. Misbranded "Powd. Colocynth" as whole colocynth apple was used in manufacture of product. Fined $10.

Mrs. Gervaise Graham, Chicago, shipped in inter-state traffic a quantity of a drug product, "Mrs. Graham's Dandruff Cure," misbranded "pure and harmless" and "a permanent cure for dandruff." Fined $25.

Aged Doctor Fined in Anti-Cocaine Crusade.

CINCINNATI, Sept. 1. The war of city officials and druggists' organizations against the illegal sale of cocaine here provided a sensational feature a few days ago when Police Judge Bode fined Dr. Allen Mullendore, an old physician, $250 and costs for having unlawfully sold cocaine.

IDENTICAL!!

Our famous concentrate for
Corylopsis of Japan

Over two hundred
others
as good.

The Charles E. Sholes Company.

164 FRONT ST NEW YORK.

Increase Your Candy Trade

Send for Price List

ORIGINAL ALLEGRETTI

Have You the Agency in Your Town?

Famous Chocolate Creams

Are Known Everywhere And Sell Themselves

Our Bon Bons, Chocolate Coated Almonds and Nuts, and Our El Fontana Mixed Chocolates, Are All Good Sellers

ALLEGRETTI CHOCOLATE CREAM CO.

220 Van Buren St., Chicago 929 Broadway, New York

THE NEW PACKAGES—CAPSULES 5 GRAINS

New packages thoroughly advertised to physicians only—in strict accordance with medical ethics.

Sealed containers. Contents perfect in all seasons—in all climates.

Usual prescription is 30 capsules 5 grs. 30's size bottle fills prescription promptly and attractively ***(druggist removing our label).***

All wholesalers carry these packages.

N. B.—The Powder Packages are still supplied.

RESOR-BISNOL CHEMICAL CO.
BALTIMORE, MD.

SPECIFY "M. C. W."

on your orders to wholesale druggists for ***Pure, Standard Alkaloids*** for dispensing. Consistent with the superior quality which we strive to maintain in all of our products, our Alkaloids may be relied upon to meet the most rigid requirements for purity.

MALLINCKRODT CHEMICAL WORKS

ST. LOUIS **NEW YORK**

BUSINESS NOTICES

Hohner's Harmonica Selling Device.

M. [illegible] is [illegible] harmonicas and as practically a [illegible] of these goods must [illegible] in stock, it is good [illegible] to [illegible] to [illegible].

The Hohner Harmonica is a favorite throughout the world and the manufacturer, M. Hohner, 455 Broadway, New York, has created a demand for [illegible] which is really the greatest selling device ever put before the dealer for this purpose. Owing to its novel arrangement and [illegible], as shown in the accompanying illustration, it can be thrown open and closed in a moment's time. When the cabinet is open the Harmonica display is exceptionally attractive, exhibiting the entire contents of 38 Harmonicas at one time and to great advantage. When closed, the complete cabinet occupies a [illegible] of space much less than a foot square. It is an ideal selling proposition, [illegible] and also enables him to make a gain of over 50 per cent on an investment of $8.75. Read the advertisement on another page in this issue and write to M. Hohner at the above address for further particulars.

Aikin-Lambert Co.'s Combination Novelty.

Shown herewith is an illustration representing the new Combination Pencil Holder, Cigar Cutter and Ear Wax Orderer, a popular novelty made by the Aikin-Lambert Co., the well known manufacturers and exporters of gold pens and pencils, 15-19 Maiden Lane, New York. Pencil holders, separately, are very popular and in great demand as gifts. Users of pencils find them to be not only convenient but economical, [illegible] and [illegible] to the extreme

[illegible] Pencil Holder, however, combining, as it does, an [illegible] pencil holder and cigar cutter all in one, has many claims for usefulness and as such it has already met with exceptional favor in the trade. These Holders are made in nickel, silver, gold plate and solid gold, and dealers may receive full information concerning them by writing to the Aikin-Lambert Co., at the above address.

Place Your Order—The Serum Season is Again Here.

If any doubt arises in the mind of the provident pharmacist that now is the time to order his early fall supplies of antidiphtheric serum, that doubt will be quickly dispelled upon examination of the advertising section of any one of a hundred and odd medical journals of the current month's issue. In other words, Parke, Davis & Co. have inaugurated their 1910 campaign [illegible] of [illegible] and [illegible] the last named product being a concentrated form of the [illegible] in the same style of [illegible] syringe and sold at the same price. As there is certain to be [illegible] and as [illegible] [illegible] [illegible]

A Valuable Business for You with a Good Profit

The typewriter business is a good business. It has a future. You can have a standard Typewriter for your own use and a permanent and valuable business by securing at once

The American $50 Typewriter

Do not miss this opportunity to secure a high-grade, high-speed guaranteed Typewriter at the lowest price for which a standard machine has ever been sold. Below we give a list of our branches from whom you can purchase this machine.

The $100 Machine

Universal Keyboard

Print from Ribbon

Type Bar Machines

Adaptability for Rapid Work

Various Degrees of complicated Mechanism

High Quality of Work

Carriage Action on Some Light; Others Cumbersome

Portability Impossible when Convenience is Considered

Durability Varied

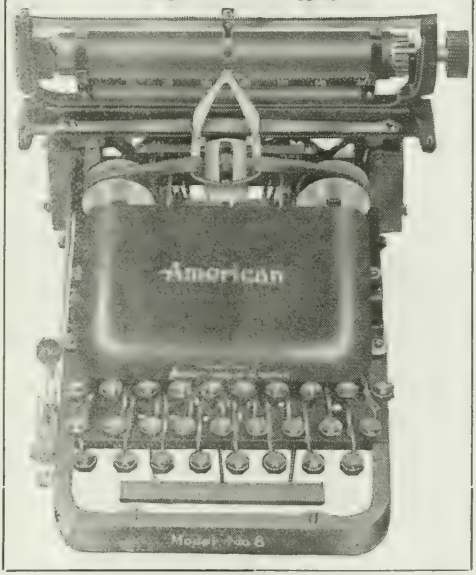
Two Color Ribbon Shift only on Some

A few have Tabulating Indicator

Price $100

You have the choice of three styles of type: Large for public speakers, medium for business, elite for personal correspondence.

COMPARE THE ESSENTIAL FEATURES OF THE $100 MACHINE AND THE $50 AMERICAN AS NOTED



The $50 American

So Has the American

So Does the American

So Is the American

Speed Unlimited on American

1200 Less Parts on the American

Perfectly Aligned, Clear Cut Impression from American

Extremely Light, Ball-bearing Carriage on American

Fewer Parts, Less Weight

One-piece Bar, Less Complex, Longer Life

Two-Color Ribbon Shift

Tabulating Indicator on Every American

Retail Price $50

Price to the Trade $30

Each machine has rubber dust cover, oil, type brush and full directions for using.

The Albany News Company, Albany, N. Y.
The Bridgeport News Company, Bridgeport, Conn.
The Brooklyn News Company, Brooklyn, N. Y.
The Buffalo News Company, Buffalo, N. Y.
The Central News Company, Philadelphia, Pa.
The Chapin News Company, Hartford, Conn.
The Cincinnati News Company, Cincinnati, Ohio.
The Cleveland News Company, Cleveland, Ohio.
The Colorado News Company, Denver, Col.
The Connecticut News Company, New Haven, Conn.
The Detroit News Company, Detroit, Mich.
The Georgia News Company, Atlanta, Ga.
The Indiana News Company, Indianapolis, Ind.
The Los Angeles News Company, Los Angeles, Cal.
The Minnesota News Company, St. Paul, Minn.
The Montreal News Company, Montreal, Can.
The Newark News Company, Newark, N. J.
The New England News Company, Boston, Mass.
The New Orleans News Company, New Orleans, La.
The New York News Company, New York, N. Y.
The Northern News Company, Troy, N. Y.
The Omaha News Company, Omaha, Neb.
The Pittsburg News Company, Pittsburg, Pa.
The Puget Sound News Company, Seattle, Wash.
The Rhode Island News Company, Providence, R. I.
The Rochester News Company, Rochester, N. Y.
The San Francisco News Company, San Francisco, Cal.
The South-West News Company, Kansas City, Mo.
The Springfield News Company, Springfield, Mass.
The St. Louis News Company, St. Louis, Mo.
The Toronto News Company, Toronto, Can.
The Washington News Company, Washington, D. C.
The Western News Company, Chicago, Ill.
The Wisconsin News Company, Milwaukee, Wis.

THE AMERICAN NEWS COMPANY

Dept. P. E. **9-15 PARK PLACE, NEW YORK**

THIS EXCLUSIVE PRESCRIPTION PHARMACY IN TACOMA IS MODEL OF PACIFIC COAST ENTERPRISE.

Prescription Department—E. A. Friend & Co.

Last spring E. A. Friend & Co. of Tacoma, opened one of the most interesting and [illegible] pharmacies on the Pacific Coast. The establishment is [illegible] pharmacy [illegible] Division and Commerce streets. Mr. Friend is a man of wide [illegible] and an accomplished pharmacist. And after thorough [illegible] of the situation in Tacoma he decided that an ethical pharmacy appealing strictly to the medical profession for sales of a most [illegible] for [illegible] biologicals, chemicals, pharmaceutics and supplies for the sick room. As an illustration of the thoroughness with which he prepared to meet the demands of a large and exacting prescription business he purchased a complete line of Red Lilly pharmaceuticals, chemicals and other classes of goods in proportion. The views herewith are of the interior. The waiting room contains wall shelves for sundries and miscellaneous supplies. The prescription department and laboratory is a model of convenience and neatness.

Waiting Room—E. A. Friend & Co.

Manufacturers Issue New Price List.

Daggett & Ramsdell, manufacturers of Perfect Cold Cream and other well known toilet articles, 314 W. 14th St., New York, have just issued their 1910-1911 Price List, a copy of which we have received. It is in booklet form, with fawn colored covers and beautifully printed and illustrated. Besides containing prices it gives to dealers some good reasons why it pays to handle reliable products made in a "perfect way."

Your **Profits**

of 100%—consider that on an article retailing for $1.00 a bottle.

Your **Name** a part of every advertisement of the goods in your home paper. Built to make it *your* advertisement. Contracted for by the year.

The **Remedy** a repeater—an article of sterling merit that actually performs the cures.

Your **Treatment**—broad, liberal—better than you're used to—no better than you deserve. That's what you get behind you when you

Take the Agency for

ZEMO

The clean treatment for Eczema, Pimples, Dandruff and all diseases of the skin and scalp. Come—get in line for the most satisfactory account you ever handled—we back you up.

E. W. ROE MEDICINE CO.

3032 OLIVE ST. ST. LOUIS, MO.

Medicinal Peroxides and Peroxide Salts.

Pharmacists, as well as members of the medical profession and manufacturers of pharmaceutical and toilet specialties, will be interested in the list of peroxides or active-oxygen preparations manufactured by patented processes under letters of patent by the Roessler & Hasslacher Chemical Co., of New York. These preparations find an extensive use in medicine and sanitary work, as the following notes will show:

Perborate of sodium, a white powder readily soluble in water, claimed to be most convenient form of [illegible] preparing the best substitute for the more or less unstable solution of peroxide of hydrogen, of any desired strength.

Peroxide of calcium, a powerful [illegible] and germicide.

Peroxide of magnesium, a non-toxic, tasteless powder, replacing bismuth salts as intestinal disinfectants, etc.

Peroxide of strontium, a [illegible] agent, used as a dressing powder in ointments, etc.

Peroxide of zinc, an odorless, fine powder, used extensively in surgery, gynecology, dermatology, etc., and recommended as a superior substitute for iodoform.

Peroxide zinc soap containing 10 per cent of peroxide of zinc, and liberating, when used, about 85 times its own value of active oxygen.

Perborate of magnesium, for similar uses to those of peroxide of strontium and peroxide of zinc.

Perborate of zinc, used as a dressing powder by some in place of the peroxide and sodium perborate.

Oxone, for the instantaneous production of pure oxygen for medicinal and laboratory purposes.

The Roessler & Hasslacher Chemical Co., also handle an oxone generator, a portable, handy outfit for quick supply of pure oxygen at any time or place and Hydrone, for producing pure hydrogen, 100 per cent.

Pape Co.'s Million Dollar Advertising Campaign.

Pape's Diapepsin and Pape's Diuretic are certain to be two heavy and constant sellers after the beginning of the "million dollar advertising campaign" in the Fall. These preparations should have the support and good will of every druggist because only clean, honest advertising will be used—and the formula is plainly printed on each package.

The manufacturers state that whenever a diuretic is indicated no mistake can be made in recommending Pape's Diuretic and every pharmacist should read and consider the formula. It is a safe and harmless diuretic. The Pape, Thompson & Pape Co. do not try to load druggists up or even ask them to put in a big stock, but merely suggest the advisability of getting the best discounts which wholesalers allow—as these two preparations are known to be absolutely staple and there is no danger of "dead goods" for many years to come. Pape, Thompson & Pape Co. have always made good and have never been known to "play unfair." Such firms should have the cordial support of the drug trade.

[illegible] to all druggists in [illegible] Price List.

$30.00 FREE!

Our Annual Perfume Offer for 1910 is one of the best and most profitable we have ever offered the Drug Trade. ALLAN'S HIGH GRADE PERFUMES are sold by the largest retail drug stores in the United States and are guaranteed to give satisfaction.

FOR 1910 WE OFFER YOU THE FOLLOWING:

1 pint	Allan's White Rose Quadruple	$4.00
1 "	" Crab Apple Quadruple	4.00
1 "	" Carnation Quadruple	4.00
1 "	" Locust Flower Quadruple	4.00
1 "	" Princess Violet Quadruple	4.00
1 "	" Heliotrope Quadruple	4.00
1 "	" Janice	8.00
1 doz.	" 25c. Box Perfumes, assorted	2.00
½ "	" 50c. Box Perfumes, assorted	2.00
	Total amount of order	$36.00
	Retails for	$70.00

With this we give you $30.00 worth of goods FREE as follows:

1 doz.	Allan's Eczema Salve (new pkge.) retails for	$6.00
1 "	" Kidney Pills (new pkge.) retails for	6.00
3 "	" Liver Pills retails for	9.00
3 "	" Laxative Cold Tablets retails for	9.00
		$30.00
	Total retail value of order and free goods	$100.00

All of the above are ready sellers and the perfumes can easily be sold during the holidays, so you are getting $100.00 on a $36.00 investment; besides we will give you an opportunity to sell the goods before you have to pay. We will ship the above offer immediately upon receipt of your order and give you until January 1st, 1911, to pay the bill, or you can deduct 3% for cash and pay the bill on November 1st, 1910.

REMEMBER YOU DON'T HAVE TO PAY UNTIL JANUARY 1st, 1911.

REMEMBER YOU GET $100.00 WORTH OF GOODS FOR $36.00 and you will make a mistake if you don't send us your order today—a postal will do.

ALLAN-PFEIFFER CHEMICAL CO., St. Louis, Missouri

ANNOUNCEMENT—Our PRICES are RIGHT and it will pay you to WAIT FOR OUR SALESMEN who will shortly visit you and show you the most up-to-date line of **Dishers, Cone Fillers, Lemon Squeezers, Strainers, Fruit Pitters,** and other good things that keen brains ever devised, or good workmen ever put together.

MOSTELLER MANUFACTURING CO., 322 West Indiana Street, CHICAGO, ILL.

A BIG $2 WORTH

One Copy Dispenser Soda Water Guide
One Copy Money Making Hints
The Soda Fountain for One Year

D. O. Haynes & Co., Publishers, 82 Fulton St., N. Y.

DRUGGISTS RECOMMEND AND SELL

SKIN-A-FIRE

(A Most Powerful Germicide and Efficient Remedy)

FOR ECZEMA and all other skin diseases. PRICE $8.00 per doz. RETAILS at $1.00 per bottle.
Satisfaction **guaranteed** or your money refunded.

SPECIAL OFFER—Until Dec. 1st if you will promise to display our attractive sign in your store or window, we will ship you **FREE**, one full size $1.00 bottle, with each ¼ doz. SKIN-A-FIRE ordered. Also free advertising matter.

HARTWIG DRUG COMPANY, 1954 Milwaukee Ave., Chicago

Prices Current *of* Drugs *and* Chemicals

TO SUBSCRIBERS—In comparing your invoice with the prices in this Price Current, remember that the prices here given are those ruling in the New York market, and are the average prices charged to retail druggists. For larger quantities and orgiual packages lower prices should be secured. Quality should always be taken into consideration

Acacia, select sorts	lb.	.40	— .45
1st sorts powdered	lb.	.45	— .50
Extra powdered	lb.	.45	— .50
Sorts	lb.	.22	— .27
Sorts, powd.	lb.	.25	— .30
Acetanilid, U.S.P.	lb.	.25	— .26
	lb.	.33	— .39
Acetphenetidine, U.S.P.	lb.	1.05	— 1.07
Acetone, pure, U.P. tmed	lb.		
Acid, Acetic, No. 8 sp. gr. 1.040	lb.	.08	— .10
U.S.P. 36 p. c.	lb.	.09	— .10
C.P. 99.5 p. c.	lb.	.27	— .28
Benzoic, flow, true	oz.	.13	— .17
Carbolic	lb.	.45	— .50
Boracic, cryst.	lb.	.11	— .12
Powdered	lb.	.12	— .15
Impalp.	lb.	.17	— .22
Butyric, 100 p.	oz.		
Carbolic, cryst., bulk	lb.	.10	— .14
10 and 5 lb. tins	lb.	.12½	— .14
Crystals, 1 lb. bottles	lb.	.15	— .16
Crude, 10-95 p. c.	gal.	.20	— .60
Chlorhydric, 1 oz. v.	oz.	.25	— .17
Chromic, 1 oz. v.	oz.	.07	— .11
C. P.	oz.		.32
Chrysophanic, true, vials	oz.	.35	— .40
Cinnamic, synthetic, v.	oz.	.28	— .32
Natural, 1 oz. v.	oz.		.40
Citric, cryst. (kegs)	lb.		.44
	lb.	.45	— .49
Granulated	lb.	.40	— .47
Powdered	lb.	.40	— .47
Formic, Conc., 1 lb. bot.	lb.	1.00	— 1.10
	oz.		.49
Gallic	lb.	.62	— .65
¼, ½, 1 lb. cartons	lb.	.65	— .71
Glycerinophosphoric	oz.		.40
Hippuric	oz.	.65	— .75
Hydriodic, sp. gr. 1.50, 1 oz.		.40	— .42
Sealed Tube	oz.	.50	— .52
Hydrobromic, conc., incl. oz.			.17
Dil., U.S.P., 1 oz. v. incl.	oz.		.09
Acid, Hydrocyanic, 1 oz.			
U.S.P.	oz.	.10	— .12
Hypophosphorous, 30 p. c. per cent			.10
U.S.P. 10 p. c.			.11
Lactic, conc., 1 oz. v.			.12
	lb.	.08	— .70
Picric	oz.		.08
Molybdic, C. P.	lb.		5.50
1 oz. vials	oz.		.14
Muriatic, conc., 20 deg. U.S.P.			
boxs, 120 lbs.	lb.	.05	— .07
C. P. Hydrochloric	lb.	.10	— .15
Nitro-Muriatic	lb.		.20
Oxalic, purified	lb.		.50
Oxynic	lb.	.12	— .14
Powdered	lb.	.20	— .22
Phosphoric, diluted	lb.		.10
U.S.P. 1880, 50 p. c.	lb.	.30	— .35
Syrup, 85 per cent.	lb.	.35	— .40
Glacial, sticks	lb.	.50	— .55
Picric	lb.		.35
Pyrogallic, ¼, ½ and 1 lb. cans	lb.	1.65	— 1.85
1 oz. v.	oz.	.18	— .21
Pyroligneous, purified	lb.		.20
Crude	gal.	.25	— .35
Salicylic, 1 lb. carton	lb.	.40	— .42
Bulk	lb.	.38	— .40
From Gaultheria, 1 oz. v.		.28	— .32
Sulphuric, aromatic	lb.		.50
Conc. 66 deg. by 100 lbs.	lb.		.01⅝
	lb.	.05	— .06
C. P.	lb.	.10	— .14
Sulphurous, U.S.P. solution	lb.		.16
Tannic, Phar., 1 lb. cart.	lb.	.70	— .85
Medicinal	lb.	1.20	— 1.30
Tartaric, cryst.	lb.	.27	— .32
Powdered	lb.	.27	— .32
Trichloracetic	oz.	.20	— .27
Valerianic, 1 oz. v.	oz.		.70
Aconeine	oz.		3.75
Aconin, 15 gr. v.	oz.		.25
Aconite leaves, fine	1 lb. bulk		1.25
German	lb.	.19	— .24
Powdered	lb.	.24	— .29
Root, English	lb.		.75
Powdered	lb.		.85
Root, German	lb.	.19	— .25
Powdered	lb.	.24	— .30
Aconitine, Amorp., ¼ oz. v.	ea.		1.40
Nitrate, Amor., gr. v.	ea.		.50
Cryst., ¼ gr. v.	ea.		.90
Adeps Lanae, Anhydrous	lb.	.27	— .30
Hydrous	lb.	.22	— .24
Agar Agar	lb.	.80	— .90
Agaricin	oz.		.84
Alcohol, Absolute	gal.		4.50
Cologne, Sp. .95%, U.S.P., bbls	gal.		2.63
Less	gal.	2.35	— 2.40
Com'l, 95%, U.S.P. bbls	gal.		2.05
Less	gal.	2.00	— 2.05
Denatured, bbls. & ½ b.gal.		.45	— .50
Less	gal.	.50	— .60
Methylic (Wood), bbls.	gal.	.55	— .60
Less	gal.	.65	— .75
Alkanet Root	lb.	.12	— .14
Alkannin, Powdered	oz.		.40
Allspice, clean	lb.	.11	— .14
Powdered	lb.	.16	— .20
Almonds, Bitter, shelled	lb.	.45	— .50
Sweet, Jordan	lb.	.45	— .50
Aloes, Barbadoes, true	lb.	.80	— .85
Powdered	lb.	.85	— .90
Cape	lb.	.14	— .18
Powdered	lb.	.22	— .27
Curacon, gourds	lb.	.20	— .24
Socotrine, True	lb.	.35	— .40
Powdered	lb.	.40	— .45
Purified	lb.	.75	— 1.00
Aloin, 1 oz. v.	oz.	.13	— .17
Althea Root, cut	lb.	.25	— .30
Alum, Ammonia, bbls.	lb.	.02	— .05
Dried, 1 lb. cartons	lb.		.14
Ground, bbls. or less	lb.	.02½	— .05
Powdered, bbls. or less	lb.	.03½	— .06

ALPHOZONE

PRICE REDUCED

Our facilities for the manufacture of Alphozone are so improved since the completion of our new chemical building that we are enabled to announce a reduction in the price of that article amounting to about 33 per cent.

Powdered Alphozone is now listed at $3 per oz.; $1.60 per ½-oz., and 85c. per ¼ oz.

Alphozone 1 gr. tablets are put up only in bottles of 60 (instead of 90 as formerly) and the price per bottle is 50 cents net.

The great superiority of Alphozone as a germicide, and the constantly widening field of usefulness that is being developed through clinical experiment, point to a largely increased demand. We shall be pleased to send literature to any pharmacist or physician requesting it.

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Manufacturing Pharmacists

DETROIT, MICH., U. S. A.

WINDSOR, CANADA LONDON, ENG. NEW YORK CITY

"Quick Loader"

INSECT POWDER GUN

LEADS THEM ALL

It Leads in Quick Sales
It Leads in Durability
It Leads in Construction
It Leads in Applying the Powder
It Leads in Price

There is as much profit and much more satisfaction in selling the "Quick Loader" than any other gun made.

If you buy in lots of 25 gross or more we will place your name on the top plate in place of ours, and in addition will furnish you with a reasonable quantity of attractive powder gun circulars, with your imprint.

Advise us the probable quantity of guns you will wish this coming season and we will make you an attractive price and help you to sell them.

American Can Company

New York Chicago San Francisco

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You proclaim yourself a discriminating buyer—establish your business upon the highest level of professional confidence—by dispensing **'Roche' chemicals** and **alkaloids.** Why? Because physicians have learned, through their acquaintance with Digalen, Thiocol, and other widely used 'Roche' products, **to put their trust in anything bearing the 'Roche' symbol.** The other day one of New York's leading ophthalmologists said to us—**"Your Homatropine is the best I have ever used."** The fact is, we specialize in the production of **chemicals, alkaloids, and specialties of rare quality.**

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Aconitine	**Atropine**	**Eserine**	**Hyoscine**
Arecoline	**Colchicine**	**Homatropine**	**Pilocarpine**

(in vials of 1, 2, 5, 10, and 15 grains, and upward.)

Benzo-Naphthol	**Hexamethylenetetramine**
Benzoic Acid	**Iodides**
Bismuth Salts	**Kresapol**
Bromides	**Morphine**
Brucine	**Phenolphthalein**
Caffeine	**Salicylic Acid**
Carbolic Acid, U. S. P.	**Salol**
Cocaine	**Saponin**
Codeine	**Sodium Benzoate**
Creosote (Beechwood)	**Sparteine**
Cumarin	**Strychnine**
Guaiacol (Carbonate)	**Theobromine**
Guaiacol (Liquid)	**Veratrine**

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FOR BOILS AND SORES OF ALL KINDS.

Price, $1.75 per Doz.

Gray's Celebrated Pile Ointment.....$3.00 per doz.
Gray's Carbolic Salve ..... 1.50 per doz.
House's Liver and Rheumatic Pills.... 1.50 per doz.

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BAYER PRODUCTS IN TABLETS

OF OUR OWN MANUFACTURE

In addition to tablets of Iodothyrine, Isopral and Piperazine, we are now prepared to furnish the following Bayer Preparations in tablet form:

THYRESOL
5 gr. tablets, cartons of 30

ALYPIN
1-3 gr., 3-4 gr., 1 1-8 gr. and 3 1-3 gr. tablets, tubes of 10

DIASPIRIN
5 gr. tablets, bottles of 25 and 100

HEDONAL
8 gr. tablets, tubes of 10

SAJODIN
8 gr. tablets, tubes of 20

SABROMIN
8 gr. tablets, tubes of 20

CITARIN
15 gr. tablets, tubes of 20

AGURIN
5 gr. tablets, bottles of 25 and 100

HELMITOL
5 gr. tablets, bottles of 25 and 100

NOVASPIRIN
5 gr. tablets, bottles of 25 and 100

VERONAL AND VERONAL-SODIUM
5 gr. tablets, tubes of 10 and bottles of 100

These tablets are most carefully prepared. They can be easily crushed and will disintegrate quickly on the tongue or in water. You will have call for them. Order a supply from your jobber.

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Prices Current *of* Drugs *and* Chemicals—(*Continued*)

Aluminum Acetate	lb.	.10	— .15
Metallic, pow'd.	os.	.10	— .15
Powdered, coarse	os.		— .10
Sulphate, Com'l	lb.	.80	— .90
Cryst., C. P.	lb.		— .14
Purified	lb.		— .20
Ambergris, gray	dr.	4.00	— 4.50
Ammonia, Water, 16 deg	lb.	04½	— .05
20 deg	lb.	07½	— .09
26 deg., Conc.	lb.	.07	— .10
Ammoniac, Gum, tears	lb.	.30	— .35
Powdered	lb.		— .75
Ammonium, Acetate, crys	oz.		— .14
Benzoate	oz.	.11	— .14
From true Benzoic A.	oz.	.22	— .26
Bromide, 1 lb. bots.	oz.	.38	— .42
Carbonate, Jars	lb.	.12	— .15
Resubl. Cubes, 1 lb. bots.	lb.	.28	— .31
Powdered	lb.	.20	— .22
Citrate 1 oz. v.	oz.		— .15
Hypophosphite (lb. 1.60)	oz.	.16	— .20
Iodide	lb.	3.75	— 3.90
Mosphate	oz.	.15	— .18
Muriate	lb.	.13	— .16
C. P. Gran	lb.	.18	— .20
Gran.	lb.	06¾	— .13
Powdered	lb.	.16	— .18
Nitrate, cryst.	lb.		— .25
Granulated	lb.	.20	— .25
Oxate, 1 lb. bots.	lb.		— .42
Phosphate, 1 lb. bots.	lb.	.50	— .60
Salicylate	lb.	.90	— 1.00
Sulphate	lb.	.05	— .07
Pure, resub.	lb.	.28	— .30
Valerianate	oz.	.18	— .22
Angelica Root, foreign	lb.	.30	— .35
Seed	lb.	.35	— .40
Anise Seed, Italian	lb.	.15	— .22
Star	lb.	.29	— .35
Annatto Seed	lb.	.12	— .15
Apomorphine Muriate, Amor-			
phous, ¼ oz. v.	ea.		— .35
Crystals, ¼ oz. v.	ea.	1.20	— 1.25
Arecoline Hydrob., 15 g. v.	ea.		— .65
Aristol, Bayer	oz.		— 1.80
Arnica Flowers	lb.	.18	— .22
Powdered	lb.	.25	— .27
Root	lb.	.10	— .15
Arrowroot, American	lb.	.08	— .10
Bermuda, true	lb.	.65	— .75
Arrowroot, Jamaica	lb.	.20	— .25
St. Vincent	lb.	.16	— .18
Taylor's ¼ lb. tin foil boxes, 12 lb.	lb.	.26	— .32
Arsenic, Bromide, crystals	oz.		— .27
Iodide	oz.	.32	— .34
White, powd. com'l	lb.	.08	— .12
Powdered, pure	lb.	.11	— .14
Yellow, Lump (Orpiment)	lb.	.16	— .18
Powdered, Medic.	lb.	.25	— .30
Asafetida, extra, selected	lb.	1.30	— 1.40
Good, fair	lb.	1.40	— 1.50
Powdered	lb.	1.80	— 1.90
Atropine, ¼ oz. v.	oz.		— 6.50
Sulphate, ¼ oz. v.	oz.		— 5.25
Balmony Leaves, Pressed	lb.		— .28
Balsam, Fir, Canada	lb.	.70	— .80
Oregon	lb.	.20	— .25
Peru, true		2.20	— 2.30
Tolu	lb.	.30	— .38
Barium Carbon, prec., pure	lb.	.28	— .30
C. P.	lb.	.75	— .85
Caustic Hydrate, C. P.			— .28
Cryst.	lb.		— .75
Chloride, 1 lb. bots.	lb.		— .17
Dioxide, Anhydrous	lb.		— .30
C. P., 1 lb. bots.	lb.		— .90
Nitrate, powdered	lb.	06½	— .11
Pure, 1 lb. bots.	lb.		— .35
Sulphate, Powd. (Barytes)	lb.	.07	— .10
Pure Precip.	lb.	.35	— .37
Basswood Bark, Pressed	lb.		— .24
Bayberry Bark, select	lb.	.12	— .16
Bay Laurel Leaves	lb.	.10	— .15
Bay Rum, P. R., bbls.	gal.	1.75	— 1.80
less	gal.	2.00	— 2.15
Beans, Tonka, Angostura	lb.	3.00	— 3.25
Vanilla, Mexican, long	lb.	8.25	— 7.50
Short	lb.	5.25	— 6.25
Cuts	lb.	3.75	— 5.25
Bourbon	lb.	4.00	— 5.00
Belladonna Leaves, English, 1 lb. bots.	lb.		— 1.20
German	lb.	.30	— .35
Cultivated, S. & C.	lb.		— .50
Germun Root	lb.	.28	— .32
Powdered	lb.	.33	— .38
Benzine	gal.	.20	— .25
Benzoin, Sumatra	lb.	.50	— .55
Powdered	lb.	.65	— .70
Benzonol, 1 oz. v.	oz.		— 1.25
Berberine, C. P., ¼ oz. v.	ea.	.60	— .65
Phosphate	oz.		— 2.75
Sulphate, 1 oz. v.	ea.	1.45	— 1.50
Berberis Aquifolium	lb.	.20	— .25
Bismuth, Beta Naph. (Orphol)	oz.		— .30
Bromide	oz.	.31	— .35
Citrate and Ammonium	lb.	2.50	— 2.75
Salicylate, 64 p. c.	lb.	2.15	— 2.25
40 p. c.	lb.	1.80	— 1.85
Sub-benzoate	lb.		— 4.15
Subcarbonate	lb.	2.50	— 2.60
Subgallate	lb.	2.00	— 2.10
Subiodide	oz.	.90	— .95
	lb.	3.65	— 3.80
Subnitrate	lb.	1.95	— 2.05
Tannate	oz.	.20	— .25
Valerianate	oz.		— .30
Blue Mass (Blue Pill)	lb.	.55	— .60
Powdered	lb.	.60	— .65
Blue Vitriol (see Copper Sulphate)			
Bone, Cuttlefish	lb.	.20	— .25
Powdered	lb.	.20	— .25
Jewelers'	lb.	.90	— .95
Boneset, Leaves and Tops	lb.		— .20
Borax, Refined	lb.	.06	— .08
Powdered	lb.	.06	— .08
Buchu Leaves, Long	lb.		— 1.50
Powdered	lb.		— 1.60
Short	lb.		— 1.75
Powdered	lb.		— 1.85
Buckthorn Bark	lb.	.15	— .18
Buds, Balm of Gilead	lb.	.50	— .55
Cassia	lb.	.30	— .35
Burdock Root, Crushed	lb.	.20	— .25
Seed	lb.		— .30
Cacao Butter, bulk	lb.	.30	— .35
Baker's A and white	lb.	.40	— .45
Dutch	lb.	.32	— .38
Hustler's, 12 lb. box	lb.		— .30
Maillard's	lb.	.35	— .40
Caffeine, pure	lb.	3.75	— 4.00
	oz.	.30	— .35
Benzoate	oz.	.31	— .35
Bromide	oz.	.31	— .33
Citrated	lb.	2.75	— 2.90
Hydrobromide, gran., eff.	lb.	.50	— .55
Hydrochloride (true salt)	oz.	.35	— .50

A PAIN-RELIEVING HEALING OIL

25 and 50 cents

M. R. ZAEGEL & CO.

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Insect Powder, strictly pure. Any size package from a 2 oz. sprinkle top can to 100 lb. drum. Write us for samples and prices.

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SODA FOUNTAINS and STORE FIXTURES

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HORLICK'S MALTED MILK

The Original and Only Genuine

The tired and warm customer likes a cold drink with an invigorating "body" to it. Let him try this—(afterwards he will ask for it.)

HORLICK'S MALTED MILK with Ice Cream

Vanilla Syrup (or any flavor)	**1½ ounces**
Uncharged water	**⅓ glass**
Horlick's Malted Milk	**One tablespoonful**

Shake thoroughly till dissolved, strain and add Ice Cream, fill glass with plain soda (fine stream). Serve with spoon.

We will be pleased to send attractive Cold Soda Advertising material, free and prepaid, on request

HORLICK'S MALTED MILK COMPANY

Slough, Bucks., England
Montreal, Canada

Racine, Wis., U. S. A.

Make a note of the brand—Y & S—on our Pepsin Gum. This brand—Y & S—has been used by us and our antecedents for forty years on the best known stick licorice in this country.

It means just as high quality when used on our chewing gum.

Four flavors: LICORICE, PEPPERMINT, WINTERGREEN, SPEARMINT. Each piece wrapped singly, 5 pieces to package, 20 packages to box. Order a trial box, assorted if required, from your jobber.

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7 Years of the Miles Plan

Has Made the Retail Druggists Hundreds of Thousands of Dollars in Profits.

Did You Get Your Share?

PRICE PROTECTION

is after all the only live issue—the one that gives point to the druggists' motto:

"Live and Let Live."

The co-operation of the Druggist is especially due to those who help him.

THE DR. MILES MEDICAL CO.
ELKHART, IND.

Prices Current *of* Drugs *and* Chemicals—(*Continued*)

Caffeine Sulphate, ¼ths	oz.	.40	– .45
Valerianate	oz.	.80	– .90
Calamus Root, peeled	lb.	.18	– .20
Powdered	lb.	.22	– .25
White, peeled and split	lb.	.38	– .45
Calcium [illegible]	oz.		– .10
Bromide	lb.	.55	– .60
Chloride, granular	lb.	.06½	– .08
Iodate	lb.		– .24
Oxalate, precipitated	lb.		– .25
Glycerophosphate	oz.		– .22
Hypophosphite	lb.	.75	– .80
Iodide	lb.	3.15	– 3.25
Lactate	oz.		– .17
Lactophosphate, Sol.	lb.	1.20	– 1.30
Permanganate	oz.		– 1.05
Phosphate, Precip.	lb.	.17	– .19
Sulphate Precip., pure	lb.	.35	– .45
Sulphite, Neutr., for cider	lb.		– .14
Salicylate	oz.	.07	– .11
Calendula Flowers	lb.	.40	– .50
Cassia, see Mercury Chloride			
Camphor, refined (bbls. 48)	lb.	.48	– .52
¼ lb. squares (cases 49)	lb.	.50	– .54
Powdered	lb.	.54	– .64
Japanese, ozs.	lb.	.52	– .57
Monobromated	oz.	.17	– .21
Canary Seed, Sicily	lb.	.04	– .06
Savory	oz.	.04½	– .06
Canella Bark, powdered	lb.	.30	– .40
Cannabis Indica Herb	lb.	1.80	– 1.90
Cantharides, Russian, sifted	lb.	.90	– 1.00
Powdered	lb.	1.10	– 1.20
Capsicum, African	lb.	.20	– .25
Powdered	lb.	.27	– .32
Caraway	lb.	.18	– .22
Powdered	lb.	.23	– .28
Carbon Disulphide	lb.	.11	– .17
Cardamom Seed, bleached	lb.	1.00	– 1.00
Decorticated	lb.	.80	– .90
Powdered	lb.	.90	– .95
Carmine, No. 40	oz.	.30	– .35
Cascara Sagrada Bark	lb.	.20	– .25
Powdered	lb.	.20	– .25
Cascarilla Bark	lb.	.30	– .35
Powdered	lb.	.35	– .40
Cassia, China	lb.	.20	– .25
Powdered	lb.	.20	– .25
Saigon, thin, select	lb.	.60	– .70
Powdered	lb.	.70	– .80
Catechu, Medicinal	lb.	.14	– .16
Catnip Leaves, pressed, oz	lb.	.27	– .30
Celery Seed	lb.	.25	– .30
Cerussa, White	lb.	.20	– .22
Yellow	lb.	.18	– .20
Cetraria (Cetraria)	lb.	.45	– .50
Chalk, Precipitated, Lag	lb.		– .07
lb. bags	lb.	.06½	– .11
Prepared, Lag, Thomas	lb.		– .07
lb. box, white	box		– .50
Pink	box		– .65
White, ozs.	lb.	.08½	– .10
Chamomile Flowers, Ger.	lb.	.40	– .45
Roman	lb.	.22	– .28
Charcoal, Willows, pwd.	lb.	.12	– .15
Chile	lb.	.09	– .10
Hardwood	oz.	.10	– .12
Hickory, pure	oz.		– .45
Chiretta	lb.	.25	– .30
Chloral Hydrate, Cryst.	lb.	1.15	– 1.50
Chloroform	lb.	.25	– .40
Chrysarobin	oz.	.40	– .45
Cinchona Bark, pale, select	lb.	.25	– .40
Red	lb.	.40	– .50
Yellow	lb.	.25	– .40
Cinchonidine, Alkal., pure	oz.	.50	– .55
Salicylate	oz.		– .30
Sulphate	oz.	.28	– .32
Cinchonine, Sulphate	oz.	.15	– .17
Salicylate	oz.		– .30
Cloves	lb.	.20	– .25
Powdered, pure	lb.	.25	– .30
Cobalt, powdered (Ely Fellson)	lb.	.35	– .40
Cocaine, Alkaloid, ¼ oz. v.	oz.	4.50	– 4.70
Muriate, Cryst., ozs.	oz.	3.45	– 3.70
¼ oz vials	oz.	3.85	– 3.90
Oleate (5 p. c. Alk.)	oz.	1.00	– 1.15
Coca Leaves	lb.	.25	– .30
Cocculus Ind. (Fish Berries)	lb.	.10	– .12
Powdered	lb.	.22	– .27
Cochineal, Honduras	lb.	.67½	– .75
Powdered	lb.	.75	– .85
Codeine	oz.	4.65	– 4.90
Phosphate	oz.	4.20	– 4.45
Sulphate	oz.	4.65	– 4.80
Colchicum Root	lb.	.21	– .30
Powdered	lb.	.26	– .31
Seed	lb.	.70	– .80
Powdered	lb.		– .90
Collodion, U.S.P., 1900	lb.		– .40
Flexible	lb.		– .54
Colocynth, select	lb.	.40	– .50
Pulp	lb.	.15	– .20
Colombo Root	lb.		
Comfrey Root, Crushed	lb.	.65	– .75
Condurango Bark, true	lb.	.15	– .20
Conium Leaves	lb.	.18	– .22
Seed	lb.	.15	– .20
Copaiba, S. A.	lb.	.55	– .60
Para	lb.	.65	– .70
Copper, Acetate, distilled	lb.		– .50
Ammoniated	lb.		– .50
Carbonated	lb.	.24	– .32
Chloride, Pure, cryst.	lb.		– .35
Iodide	lb.	.36	– .40
Subacetate (Verdigris)	lb.	.42	– .45
Powdered	lb.	.40	– .45
Sulphate (Blue Vit.)	lb.	.10	– .12
Barrels	lb.		– .07
Powdered	lb.	.15	– .20
Copperas (see Iron Sulphate).			
Coriander	lb.	.10	– .12
Powdered	lb.	.16	– .20
Corrosive Sublimate (see Mercury Bichloride).			
Cotoin, (true, ¼ oz. v.	oz.		– 1.75
Cotton Root Bark	lb.	.15	– .20
Powdered	lb.	.20	– .25
Coumarin	oz.	.20	– .25
Cramp Bark	lb.	.22	– .25
Cranesbill	lb.	.24	– .29
Powdered	lb.	.20	– .25
Cream Tartar, powd.	lb.	.24	– .28
Creosote, Beech Wood	lb.	.90	– 1.50
Carbonate	oz.		– .65
Croton-Chloral (Butylchlo.)	oz.		– .65
Cubeb Berries, sifted	lb.	.58	– .63
Powdered	lb.		– .65
Cudbear	lb.	.20	– .25
Culver's Root	lb.	.15	– .20
Cumin Seed	lb.	.27	– .32
Damiana, leaves	lb.	.60	– .70
Dandelion Herb	lb.	.25	– .30
Root	lb.	.20	– .25
Cut	lb.	.22	– .27
Dewberry, Yerba	lb.	.08	– .10
White	lb.	.08	– .10
Digitalin, ¼ths	oz.	6.25	– 6.50
15 gr. vials		.50	– .55

MADAM DEAN'S ANTISEPTIC VAGINAL SUPPOSITORIES

A PERFECTLY RELIABLE VAGINAL ANTISEPTIC

Price $3.50 per doz. Retails at 50c. per box.

Sold by all Jobbers, or order direct from

THE UNITED MEDICAL COMPANY, Inc.

P. O. Box No. 74. Send for Free Samples. LANCASTER, PA.

A GOOD SELLER

Write for Prices of **CRUDOL**

The new antiseptic powder in four sizes, 5c, 10c and 25c tins. Also CRUDOL ANTISEPTIC SHAMPOO, an ideal [illegible] 4 oz. and 16 oz. tin bottles.

The Crudol Company, 1777 Broadway, New York

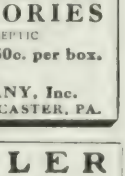
MAKE MORE MONEY

BY SELLING THE

Fischer Bunion Protector

THE FISCHER MFG. CO.

[illegible] Milwaukee F, Wis.



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[illegible] Smith's Compound Wild Cherry and Tar Cough Syrup. Insist on this package for the genuine. MacKellar, Smiths & Jordan Co., N. Y. Beware of cartoons. Order through your jobber.

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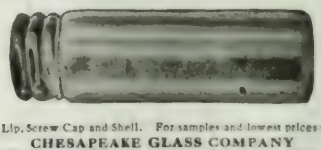
HOMOEOPATHIC VIALS



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CHESAPEAKE GLASS COMPANY

424-426 W. Conway St. Baltimore, Md., U.S.A.

Make Money Selling The Strongest Line of the Most Palatable and Effective Lozenges, and Well Known to Public

Sweetly PURE **LONDON HOSPITAL THROAT LOZENGES**

(Formulas of Sir Morell Mackenzie)

English Coltsfoot Rock, English Bath Pipe, English Peppermint LOZENGES. Exquisite and Delicious Fruit Tablets (per Jar), 90c. In lots of 12 Jars, $12.80 net.

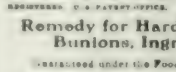
SPECIALLY ADAPTED FOR DRUGGISTS

Put up in 5c. Packages. Write for Price-List.

ENGLISH PEPPERMINT LOZENGES
EX STRONG WINTERGREEN LOZENGES
LICORICE GUM DROPS LEMON GUM DROPS
PINE TREE TAR GUM DROPS
ENGLISH MINT AND LICORICE JUJUBES

When ordering from your jobber be sure to specify Roworth's

THE ROWORTH MFG. CO. 85 Maiden Lane, New York



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Remedy for Hard and Soft Corns, Calluses, Bunions, Ingrowing Nails and Warts

Guaranteed under the Food and Drugs Act, June 30, 1906. No. 5479

Wholesale Price, $1.75 per Dozen

Medicated Artificial Skin Co., Box 274 Denver, Colo.

Formerly La Crosse, Wis.

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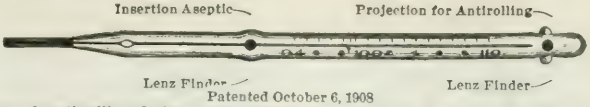

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Perfectly aseptic, equipped with lenz finders and anti-rolling devices provided with means to limit the extent to which it should be inserted into the body.

½ min. registration, with Certificate, in Rubber Case.....$6.50 per dozen
1 min. registration, with Certificate, in Rubber Case..... 6.25 per dozen
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RED OR BLUE BULB, FOR RECTAL USE
1 min. registration, with Certificate, in Rubber Case.....$6.25 per dozen

Every instrument tested by our Certified Government Standard and fully guaranteed . . . .

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THE BEST OF ALL MALT TONICS
A rich, nutritious, concentrated liquid food. Before the public 15 years. Prescribed and endorsed by thousands of physicians.
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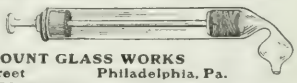
TEST TUBES, MEDICINE DROPPERS
Special offer yielding 200 per cent profit. Write for pamphlet.



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Established 1865
Justus Brauer & Son, 129 Arch St., Philadelphia
MACHINE CUT CORKS
Prescription and Homeopathic Corks

FLI-STIK-ON The Fly Ribbon
THE GREATEST FLY CATCHER IN THE WORLD
Retails at 5c. $4.80 per Gross
The Fly Ribbon Mfg. Co.
NEW YORK
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A "Formula" introduced by the late Mr. Planten Over 70 Years Ago

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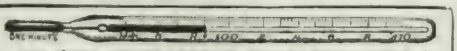
Beware of "NEAR GOODS," "NEAR NAMES," and Imitations

ONE OF THE OLDEST AND BEST REMEDIES FOR
Chronic and Acute Gonorrhoea, Gleet, Urethritis
H. PLANTEN & SON Founded 1836 BROOKLYN, N. Y.

Prices Current of Drugs and Chemicals—(Continued)

Digitalis Leaves, Eng.	lb.		— .85
German	lb.	.40	— .50
Powdered	lb.	.45	— .55
Pressed, era	lb.	.30	— .35
Dog Grass, Cut	lb.	.16	— .18
Dover's Powder	lb.	1.60	— 1.70
Dragon's Blood, powdered	lb.	.70	— .80
Extra	lb.	.90	— 1.00
Powdered	lb.	1.10	— 1.25
Reeds	lb.	.75	— .88
Dusted	oz.		— 1.50
Dwarf Elder	lb.	.35	— .40
Elaterium	oz.	2.75	— 2.95
Elder Berries	lb.	.25	— .30
Flowers, pressed	lb.	.35	— .40
Juice, Sambuci	lb.		— .30
Elecampane Root	lb.	.12	— .16
Ground	lb.	.15	— .20
Elm Bark, select	lb.	.25	— .28
Ground, pure	lb.	.22	— .25
Powdered, pure	lb.	.25	— .30
Epsom Salt (see Magn. Sulp.)			
Ergot	lb.	.56	— .60
Powdered	lb.	.60	— .65
Ether, Acetic	lb.		— .67
Chloric, U.S.P.	lb.		— .37
Nitrous Conct.	lb.	.80	— 1.00
U.S.P.	lb.		— .31
U.S.P., 1880	lb.	.35	— .40
Washed	lb.		— .36
Valerianic	oz.		— .45
Eucaine Hydrochlor	oz.		— 3.50
Eucalyptol, U.S.P.	oz.	.10	— .14
Eucalyptus Leaves	lb.	.10	— .12
Euonymin (Eclectic powd).	oz.	.80	— .90
Euphorbium	lb.		— .30
Powdered	lb.		— .40
Euquinine	oz.		— 1.40
Exalgine	oz.		— 1.40
Fennel Seed	lb.	.30	— .35
Flaxseed, cleaned	bbls.		— 2.25
less	lb.	.06½	— .08
Ground	lb.	.06	— .07½
Fly-Stikon Fly Ribbon	gross		— 4.80
¼ gross cartons			— 1.20
Foenugreek Seed	lb.	.08	— .10
Ground	lb.	.09	— .12
Formaldehyde	lb.	.22	— .35
Galangal Root, selected	lb.	.12	— .15
Powdered	lb.	.16	— .20
Galbanum	lb.	.60	— .65
Gamboge, blocky	lb.	1.00	— 1.10
Powdered	lb.	1.00	— 1.10
Select, Pipe, bright	lb.	1.10	— 1.20
Garlic, on strings	string	.20	— .25
Gaultheria (see Wintergreen)			
Gelanthum	lb.		— .75
Gelatin, pink	lb.	.90	— 1.00
Gold	lb.	.45	— .60
Silver	lb.	.33	— .36
Gelsemin (Resinoid)	oz.		— 2.50
Gelsemine, C.P., crystals, German, 15 gr. vials	ea.		— 2.50
Sulphate, 15 gr. vials	ea.		— 2.50
Gelsemium Root	lb.	.25	— .30
Powdered	lb.	.30	— .35
Gentian Root	lb.	.12	— .15
Powdered	lb.	.14	— .18
Ginger Root, African	lb.	.13	— .16
Powdered	lb.	.18	— .22
Jamaica, bleached	lb.	.25	— .30
Ground	lb.	.22	— .24
Powdered	lb.	.27	— .32
Ginseng	lb.	8.50	— 9.50
Glycerin	lb.	.26	— .30
Gold and Sodium Chloride, U.S.P., 15 gr. vials	doz.		— 2.70
Gold Thread (Coptis trifol.)	lb.	1.10	— 1.20
Golden Seal Root	lb.	2.40	— 2.55
Powdered	lb.	2.50	— 2.65
Grains of Paradise	lb.	.35	— .40
Powdered	lb.	.40	— .45
Grindelia Robusta Herb	lb.	.15	— .20
Powdered	lb.	.23	— .28
Guaiac, Resin	lb.	.38	— .38
Powdered	lb.	.42	— .50
Wood rasped	lb.	.03	— .06
Guaiacol, liquid	lb.	2.40	— 2.50
Carbonate, lbs. 3.10	oz.	.23	— .27
Salicylate (Guaiacol-Salol)	oz.		— 1.00
Valerianate (Geosote)	oz.		— 1.34
Guarana (Paullinia)	lb.	2.80	— 3.00
Powdered	lb.	3.20	— 3.30
Gun Cotton (Pyroxylin)	oz.	.20	— .25
Gutta Percha, crude chips	lb.	1.50	— 1.75
Sheet	lb.	1.50	— 1.75
Hellotropin	oz.		— .60
Hemlock Bark, crushed	lb.	.12	— .15
Powdered	lb.	.16	— .18
Hemol	oz.		— .80
Hemp Seed	lb.	.04	— .06
Henbane Leaves, English	lb.		— 1.00
German	lb.	.28	— .32
Powdered	lb.		— .38
Seed	lb.	.30	— .35
Herba Leaves	lb.		— .35
Heroin Hydrochl., 15 gr. v	ea.		— .32
Hexamethylenamine	lb.		— 1.00
Holocain, 1 gm. vials	ea.		— .35
Homatropin Alk.	gr.	.35	— .40
Hydrobromide	gr.	.20	— .21
Hydrochloride	gr.		— .45
Salicylate and Sulphate	gr.		— .45
Honey, strained	lb.	.12	— .16
Hops, select (1907)	lb.	.35	— .40
Pressed, ¼ & ½ lb. pkgs.	lb.	.40	— .45
Hydrastine, Alk., C.P. cryst.	oz.		—10.00
Hydrochloride	oz.		—15.00
Sulphate	oz.		—10.00
Hydrochinon	oz.	.11	— .13
Hydrogen Peroxide, Sol. Medicinal	lb.	.16	— .23
Sol. Technical	lb.	.15	— .20
Hyoscine Hydrobrom 1 gr. v	gr.	.20	— .30
Hyoscyamine, Amorph., 15 gr. vials	ea.		— 3.00
Crystal, white	gr.	.32	— .40
Hydrobromide	gr.	.20	— .25
Iceland Moss	lb.	.12	— .16
Ichthyol	lb.	4.00	— 4.25
Indigo, Bengal, true	lb.	1.35	— 1.50
Manila	lb.	.60	— .70
Insect Powder	lb.	.50	— .55
Pure Uncol'd Dalmatian	lb.	.50	— .60
Iodine Bromide	oz.		— .42
Resublimed	lb.	2.95	— 3.10
Iodoform, cryst. & powd.	lb.	3.40	— 3.60
Deodorized	oz.	.50	— .55
Ipecac Root, Carthagena	lb.	1.50	— 1.75
Powdered	lb.	1.65	— 1.85
Rio	lb.	3.00	— 3.25
Powdered	lb.	3.20	— 3.50
Irish Moss, bleached	lb.	.15	— .20
Irisin (Eclectic Powder)	oz.		— .60
Iron, Acetate, dry	oz.		— .20
Bromide	oz.		— .10
Benzoate	oz.		— .22
Chloride, cryst., U.S.P.	lb.		— .26
Citrate, U.S.P.	lb.	.58	— .62
and Ammonia, Sol.	lb.	.54	— .58



One dozen **EXCELLENCIES** Minute Thermometers in Aluminum Cases, with cloth and plush, at $5.00 per doz.

OFFER With the first order we will send ½ doz. 4 Minute 150 Thermometers with Government Certificates, to use as Stakeholders, free of charge. Order from your Jobber.

Write for Catalogue on Hypodermic Syringes, etc.

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METAL POLISH

Used and Endorsed by the Leading Druggists

SOLD ALL OVER THE WORLD

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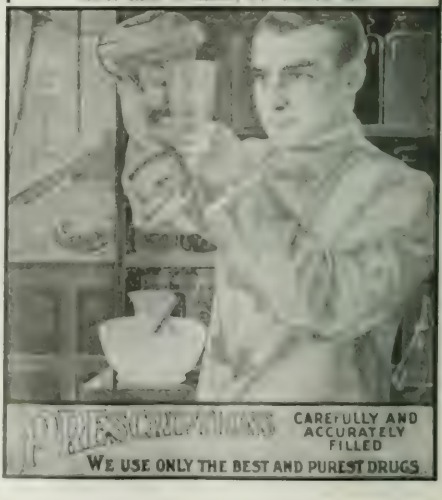

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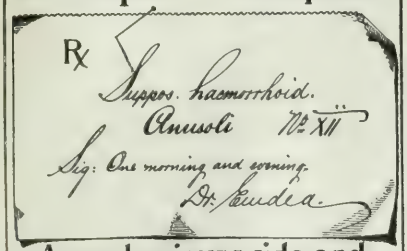

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Schering & Glatz, New York.

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Incorporated Aug. 3, 1908
CAPITAL STOCK FULLY PAID

Recognized by the public and profession as the

Only Permanent Remedy for Blood Poison

acquired or hereditary in any stage, Rheumatism any form.

Paralysis, Locomotor Ataxia, Necrosis, Catarrh, Malaria and all the worst forms of blood disease.

The better class of druggists in every state and territory now carry this remedy in stock.

WE SUPPLY BOOKS, SIGNS AND NOVELTY ADVERTISING

Write for full information

SALVAR MEDICINE CO.
ST. LOUIS, MO.

$5.50 PROFIT
on a
$6.00 ORDER

Would you spend 50c. to make $5.50 and at the same time insure the future regular patronage of twenty-five people? You can do it if you co-operate with us in the sale of

KRANK'S
PINK BLUSH
MASSAGE CREAM

A quality article, a toilet necessity so near perfection that in the short time it has been on the market the sales are wonderful.

Thousands of Dollars for Advertising

To tell the people of its merits and direct them to the druggists.

To make our plan a complete success, we wish your co-operation in selling an article of merit, under the *protected price selling plan*, which pays you a profit of 50 per cent. You have the same opportunity as your competitor, you buy and sell at just as low a price as he can

If you are interested in our proposition send for our booklet which explains all about our advertising campaign. How Pink Blush is marketed, and how to make $5.50 profit on a $6.00 order. Write us today.

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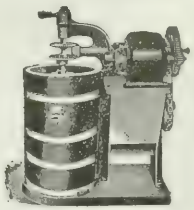
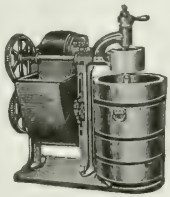
153 SIXTH STREET . ST. PAUL, MINN.

The BEST FREEZERS FOR DRUGGISTS

Druggists Special 20 qt.


20 qt. Monarch Freezer, Crusher and Motor


40 qt. Monarch Freezer, Crusher and Motor

Catalogue C B Free

J. W. Allen & Co.
110-118 N. Peoria St.
CHICAGO, ILLINOIS

Prices Current *of* Drugs *and* Chemicals—(*Continued*)

Iron and Quinine Cit. U.S.P. (12 per cent. Scales)	lb.	1.60	— 1.75
Quinine and Strychnine	lb.	2.25	— 2.50
Hydrastine, 1/8 oz.		1.20	— 1.50
Iodide	oz.	.27	— .30
Strych	oz.	.25	— .30
Nitrate, Solution, U.S.P.	lb.	.25	— .30
Oxymuriate	oz.		— .14
Phosphate, gran., 1 lb. bots.	lb.	.55	— .57
U.S.P. Scales	lb.	.58	— .62
Precipitated, 1 lb. bots.	lb.	.35	— .40
Pyrophosphate Scales			— .30
Pyrophosphate Scales, Sol.	lb.	.52	— .57
Quinine and Strychnine Hydrogenol	lb.	.50	— .55
Salicylate	oz.		— .15
Sesquichloride	lb.	.35	— .40
Solution	lb.	.13	— .18
Subcarbonate	lb.	.25	— .35
Solution (Monsel's)	lb.	.12	— .18
Sulphate (Copperas), 100 lbs.	lb.	1.00	— 1.12
U.S.P. Scales	lb.	.08	— .10
Dried	lb.	.15	— .20
Tartrate and Ammonium	lb.		— .62
and Potassium, Scales	lb.	.48	— .52
Terasulph, Solution, U.S.P.	lb.		— .20
Valerianate	oz.	.15	— .90
Isinglass, Russian	lb.	3.50	— 3.75
Jamestown Leaves	lb.	.25	— .30
Powdered	lb.	.30	— .35
Jalap Root, selected	lb.	.50	— .60
Powdered	lb.	.57	— .62
Juniper Berries	lb.	.09	— .11
Kamala	lb.	.35	— .40
Powdered	lb.	.45	— .50
Purified	lb.	1.50	— 1.75
Kaolin	lb.	.05	— .08
Kino	lb.	.45	— .50
Powdered	lb.	.50	— .55
Kola Nuts, small and large	lb.	.15	— .25
Powdered	lb.	.30	— .35
Kousso, powdered	lb.	.35	— .40
Lac [illegible]	lb.	5.50	— 6.00
Ladies' Slipper Root	lb.	.55	— .65
Lanolin	lb.	.30	— .35
Anhydrous	lb.	.40	— 1.25
Lavender Flowers	lb.	.40	— .45
Lead Acetate (Sugar)	lb.	.15	— .18
Chloride	lb.	.50	— .55
Iodide, powdered	oz.	.20	— .22
Nitrate	lb.	.16	— .18
Oxide, Litharge	lb.	.07	— .08
Red	lb.	.07	— .12
Subacetate Solution	lb.	.15	— .18
Leptandra, Dry Sawdust		.04	— .06
Lettuce Pure Extract		.14	— .15
Levigated	lb.	.18	— .20
Licorice, Cake	lb.	.28	— .32
Mass	lb.	.45	— .50
Powdered	lb.	.38	— .42
Root, Russian, cut	lb.	.15	— .20
Powdered	lb.	.18	— .20
Spanish, Sticks	lb.	.24	— .28
Powdered	lb.	.12	— .15
Lime, Chlorinated	lb.	.04	— .06
Assorted, 1, ½ and ¼ lb.	lb.	.10	— .12
Lithium Acetate	oz.		— .19
Benzoate	oz.		— .19
Bromide	lb.		1.70
Carbonate	lb.	.92	1.00
Citrate	lb.	1.32	1.40
Glycerophosphate			.95
Salicylate	lb.	1.10	— 1.20
Lobelia Herb	lb.	.20	— .25
Powdered	lb.	.25	— .30
Seed, cleaned	lb.	.50	— .60
Powdered	lb.	.60	— .70
Lovage Root, select, white	lb.	.90	— 1.10
Seed	lb.		— .95
Lupulin	lb.	.50	— .60
Lycopodium	lb.	.50	— .60
Mace, whole	lb.	.55	— .60
Powdered	lb.	.60	— .65
Magnesium, Benzoate	oz.	.25	— .29
Calcined	lb.	.55	— .60
Carbonate, 4 ozs.	lb.	.15	— .20
2 ozs.	lb.	.16	— .20
Powdered	lb.	.08	— .15
Perdromus	lb.	.80	— .85
Glycerophosphate	oz.	.10	— .14
Hypophosphite, pure	lb.	1.25	— 1.35
Metal, Powdered	oz.		— .20
Ribbon	oz.		— .60
Phosphate, pure	oz.	.08	— .10
Sulphate (Sal Epsom)	lb.	.03	— .05
C. P. Crystals	lb.	.17	— .20
Dried	lb.		— .15
Malva Flowers, large	lb.	.30	— .35
Blue, small	lb.	.50	— .55
Mandrake Root	lb.	.12	— .16
Powdered	lb.	.16	— .20
Manganese, Binoxide	oz.		— .36
Carbonate, crystal, medic	oz		— .14
Chloride, cryst	lb.		— .50
Hypophosphite	lb.	1.35	1.50
Iodide	oz.		.50
Oxide, black, powdered	lb.	.08	— .10
Marigold, flower, large	lb.	.90	— 1.00
Small	lb.	.65	— .75
Matico Leaves	lb.	.25	— .30
Menthol, cryst.	lb.	3.25	— 3.50
	oz.	.30	— .35
Mercury	lb.	.80	— .95
Ammon. (white precip.)	lb.	1.34	— 1.41
Bichloride fr. sublimate	lb.	.92	.96
Powdered	lb.	.95	— 1.00
Bisulphate	lb.	.73	— .76
Chloride, mild (Calomel)	lb.	.96	— 1.06
Iodide, green, Proto	lb.	2.50	— 2.75
Red (Perc.) Binoiodide	lb.	2.75	— 3.00
Nitrate Solution	oz.		— .18
Oxide, red (Red Precip.)	lb.	1.11	— 1.31
Yellow		.15	— .18
Salicylate	oz.	.23	— .27
Sulphate (Turp. Mineral)	lb.		— 1.05
Mercury with Chalk (by succussion)	lb.	.51	— .54
Millet, sweet, American	lb.	.04	— .05
German	lb.	.04½	— .06
Morphine, Acetate, 1-8 oz. v.	oz.	3.55	— 3.70
Alkaloid, pure, 1-8 oz. v.	oz.	4.90	— 5.05
Hydrobromide, 1-8 oz. v.	oz.	3.80	— 3.90
Hydrochloride, 1-8 oz. v.	oz.	3.55	— 3.70
Sulphate, 1 oz. v.	oz.	3.45	— 3.56
1-8 oz. v.	oz.	3.55	— 3.70
Valerianate, 1-8 oz. v.	oz.	5.05	— 5.75
Morrhuol	oz.	.55	— .60
Mullein Flowers, 1 lb. cans	lb.	.90	— 1.00
Musk Root	lb.	.18	— .28
Powdered	lb.	.25	— .30
Mustard Seed, black	lb.	.12	— .14
Ground	lb.	.13	— .15
White	lb.	.06	— .10
Ground	lb.	.13	— .15
Myrrh (Gum-Resin)	lb.	.28	— .33
Naphthalene, flake or balls	lb.	.02½	— .05
Nickel, Acetate	oz.		— .34
Bromide	oz.		— .37
Sulphate			— .35
Nickel and Ammo. Sulphate	lb.	.29	— .30
Nutgalls	lb.	.27	— .32

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It Never Fails To Pay

ROOT JUICE can be bought, from any jobber, at $8.00 per doz., but we will do exclusive advertising, over the name of one druggist in every town, which has a weekly newspaper, if the druggist will deal with us, direct, thus enabling us to keep tab on results of the advertising. We will also allow deduction of freight, and liberal discounts, on quantity lots. Write us. Scores of druggists throughout the country are having a wonderful sale on Root Juice.

W. P. CABLER ROOT JUICE MEDICINE CO.

FORT WAYNE -:- INDIANA

THIS MEANS YOU!

INCREASE YOUR INCOME WITHOUT INVESTING A DOLLAR

We have no goods to sell you or to send you on consignment.

Our proposition is square and strictly within your line.

Druggists who have availed themselves of our plan are enthusiastic about it and are deriving a good income without the expenditure of a single dollar.

Limited space precludes full details. Fill out coupon and mail it to us today and we will fully explain.

THE PANTER REMEDY CO.

67 South Clark Street CHICAGO

THE PANTER REMEDY CO.,
67 So. Clark St., Chicago.

We are interested in your proposition and desire information regarding it.

Name .....

Address .....

You Want THE BEST of Everything

YOUR CUSTOMERS WANT THE BEST, TOO. THE BEST

SCENIC POST CARDS ARE KROPP'S VIEWS

Up to date, artistic, refined appearance. There is life and snap to our cards. We solicit merely a trial order, later the quality of our goods will bring in your subsequent orders. *"It's to your advantage to send for samples today."*

E. C. KROPP CO. MANUFACTURERS SINCE 1898 Department E **Milwaukee, Wis.**

Send for Samples Free.
Just a cube and a little boiling water and you have delicious bouillon with
"STEERO"
BOUILLON CUBES
No seasoning required, not even salt or pepper.
A CUBE MAKES A CUP
The quality is proved by the Samples we mail you Free. Write at once.
Distributed and guaranteed by
Schieffelin & Co., William St., New York
Made by American Kitchen Products Co.
STEERO

"STEERO" BOUILLON CUBES

HAVE YOU STOCKED THEM?

¶This cut is one of a series of advertisements now appearing in the leading periodicals.

¶Write us for a sample and our "SPECIAL OFFER"

¶Try "STEERO" at home and at the Fountain.

¶The simplicity and quickness with which "Bouillon" or "Beef Tea" is prepared with "STEERO" Cubes will delight you.

Schieffelin & Co.

195 William Street New York City

HAND COLORED LOCAL VIEW POST CARDS

MADE TO ORDER

$7.20 for 1000. : : : : : : : :

Made from any fair photo and delivered in two to three weeks. ***Best made in America.***

BLUE DELFT (2 colors) **$5.00 for 1000.**

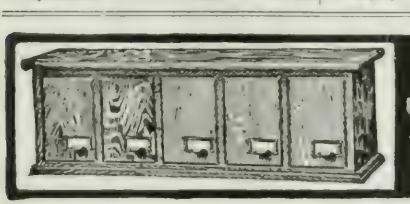
SEND FOR SAMPLES

Season, Florals, Comics, Greeting Cards, Etc., direct from factory

National Colortype Co., Dept. I, Cincinnati, Ohio

Prices Current *of* Drugs *and* Chemicals—(*Continued*)

Nutgalls, powdered	lb.	.32	— .37
Nutmegs	lb.	.33	— .45
Extra large	80 to lb.	.55	— .65
Nux Vomica	lb.	.10	— .14
Powdered	lb.	.18	— .23
Oil, Almond, bitter	lb.	5.50	— 6.00
Without Acid	lb.	6.50	— 7.00
Sweet, pure	lb.	.55	— .65
Amber, crude, dark	lb.	.18	— .25
Rectified	lb.	.30	— .43
Aniseed, Star	lb.	1.35	— 1.45
Bence (sesame), imported, bbls or less	gal.	.70	— 1.00
Bergamot	lb.	4.25	— 4.40
Birch, black (Betula)	lb.	1.90	— 2.00
Cade	lb.	.30	— .35
Cajuput, bottles	lb.	.85	— .90
Camphor	lb.	.29	— .34
Capsicum, red	oz.	.45	— .50
Caraway	lb.	1.75	— 2.00
Cassia	lb.	1.20	— 1.30
Castor, American	lb.	.12	— .14
Cedar Leaves, pure	lb.	.75	— .85
Celery	oz.	.75	— .80
Chaulmoogra	lb.	2.00	— 2.50
Cinnamon, Ceylon	oz.	1.00	— 1.25
Citronella	lb.	.40	— .70
Cloves	lb.	.95	— 1.05
Cod Liver, Norwegian	gal.	1.30	— 1.35
Bbls.	ea.	32.00	—34.00
½ bbls.	ea.	17.50	—18.50
Copaiba, pure	lb.	1.40	— 1.50
Coriander	oz.	.75	— .85
Cottonseed, yel. & white	gal.	.90	— 1.00
Croton	lb.	1.00	— 1.20
Cubeb	lb.	4.45	— 4.60
Cumin	lb.	5.75	— 6.00
Dill	oz.	.45	— .50
Erigeron, true	lb.	2.25	— 2.50
Eucalyptus	lb.	.85	— 1.10
Fennel Seed, pure	lb.	1.50	— 1.60
Gaultheria Leaf	lb.	5.50	— 6.00
Geranium, Rose, natural	lb.	3.50	— 3.60
Ginger	oz.	.50	— .60
Haarlem, Dutch	gross	4.00	— 4.25
Gold Medal Tilly, large,	gross		—18.00
Regular	gross		— 6.00
Capsules	gross		—24.00
Sylvester's	doz.		— 3.00
Oil Hemlock, cans, 20 lbs. or less	lb.	.75	— .90
Juniper Berries	lb.	1.25	— 1.50
Wood	lb.	.45	— .55
Lard	gal.	1.50	— 1.60
Lavender, Mitcham	oz.	1.40	— 1.60
Flowers	lb.	3.25	— 3.75
Garden, French	lb.	1.15	— 1.35
Lemon	lb.	1.10	— 1.25
Lemongrass	lb.	1.35	— 1.50
Linseed, boiled	gal.	1.05	— 1.10
Raw	gal.	1.00	— 1.08
Male Fern, Ethereal	lb.	2.10	— 2.25
Mustard, artificial	lb.	3.00	— 3.50
Essential	oz.	.50	— .55
Expressed	gal.	.60	— .70
Neatsfoot	gal.	.80	— .90
Neroli, Bigarade best	oz.	5.50	— 6.00
Petale, extra	oz.	6.00	— 6.25
Nutmeg	lb.	1.25	— 1.40
Olive, Lucca, Cream, ½ gal. and 1 gal. cans	gal.	3.10	— 3.20
3 gal. and 6 gal. cans	gal.	2.75	— 2.85
Malaga	gal.	1.50	— 1.65
Orange, bitter	lb.	3.00	— 3.20
Sweet	lb.	2.85	— 2.90
Paraffin	gal.	.35	— .45
Peach Kernels	lb.	.40	— .50
Pennyroyal	lb.	1.90	— 2.40
Pepper, black	lb.	.80	— .90
Peppermint, N. Y.	lb.	2.50	— 2.75
Hotchkiss	lb.	2.60	— 2.70
Western	lb.	2.25	— 2.50
Pimenta	lb.	3.10	— 3.35
Poppy, true	lb.	.35	— .40
Rape Seed	gal.	.80	— 1.00
Rose, Kissanlik	oz.	7.00	— 7.25
Rosemary Flowers	lb.	1.40	— 1.50
Trieste	oz.	.80	— .90
Rue, pure	oz.	.40	— .50
Salad, Union Oil Co.	gal.	.90	— 1.00
Sandal Wood, English	lb.	4.75	— 5.00
Sassafras	lb.	.80	— .90
Spearmint, pure	lb.	2.50	— 2.75
Sperm, winter, bleached	gal.	.90	— 1.00
Tansy	lb.	3.00	— 3.15
Tar, U.S.P.	gal.	.60	— .75
Thyme, com'l	lb.	.45	— .55
Red, No. 1	lb.	1.25	— 1.35
White	lb.	1.90	— 2.00
Oil, Whale	gal.	.70	— .75
Wine, Ethereal, light	lb.	3.50	— 3.75
Heavy, true, *L. grapes*	lb.	5.00	— 5.25
Wintergreen	lb.	5.25	— 5.50
Synthetic	lb.	.50	— .53
Wormseed, Baltimore	lb.	1.75	— 2.00
Wormwood, Amer., good	lb.	6.00	— 6.50
Ointment, Mercurial, ⅓ mercury	lb.	.55	— .60
1-3 mercury	lb.	.45	— .50
Opium (Natural)	lb.	5.40	— 5.80
Turpentine,		6.90	— 7.00
U.S.P. Powdered	lb.	.06	— .08
Orange Flowers	lb.	1.30	— 1.45
Peel, Curacoa	lb.	.15	— .20
Orris, Florentine	lb.	.18	— .22
Select Finger	lb.	.70	— .85
Verona	lb.	.10	— .12
Paraffin	lb.	.10	— .12
Parsnip	oz.		— .35
Paraldehyde	lb.	.70	— .80
Pareira Brava Root	lb.	.50	— .60
Pelletierine Tan, 15 gr. v	ea.		— .25
Paris Green	lb.	.23	— .28
Pepper, black, clean sifted	lb.	.12	— .15
White	lb.	.28	— .30
Peppermint, Herb, German	lb.	.55	— .60
Leaves, pressed, ozs.	lb.		— .24
Petrolatum, U.S.P., white	lb.		— .15
Phenacetin, Bayer	oz.		— .33
Phosphorus, Amorphous	lb.	1.30	— 1.40
Pilocarpine, Alk., pure	gr.	.08	— .09
Hydrobromide, 5 gr. v	gr.	.08	— .09
Hydrochloride	gr.	.04	— .05
Nitrate	gr.	.04	— .05
Pink Root, true	lb.	.50	— .60
Piperidine	oz.		— 1.00
Piperin	oz.	.55	— .59
Pitch, Burgundy, American	lb.	.04½	— .10
Plaster, Calcined	bbl.	2.00	— 3.00
True, dentists' sifted	bbl.		— 2.50
Pleurisy Root	lb.	.20	— .25
Powdered	lb.	.30	— .35
Podophyllin (Resin)	lb.	3.75	— 4.00
Poke Berries	lb.	.20	— .25
Root	lb.	.16	— .20
Powdered	lb.	.20	— .25
Poppy Heads	lb.	.25	— .30
Seed, blue (Maw)	lb.	.15	— .20
White	lb.	.18	— .20



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E. B. READ & SON CO., - BALTIMORE, MD.
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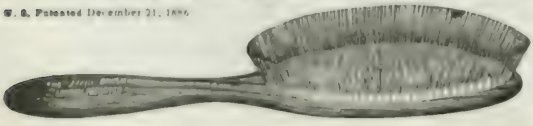
Sylvester's Haarlem Oil

FOR 200 YEARS
the standard remedy of the world for
Kidney Diseases, Bladder Trouble, Gravel and all Inward Inflammation

WE ARE EXCLUSIVE AGENTS
for the U. S. and Canada for the importation of
Genuine Sylvester's Haarlem Oil
FROM HAARLEM, HOLLAND
None other is genuine Look for "C. SYLVESTER" on the label
M. COWARD Successor to C. SYLVESTER
Depot: No. 270 Greenwich Street, New York

Pepto-Mangan (Gude)
(Reg. U.S. Pat. Off.)
is *the one and only* absolutely uniform and unalterable solution of iron and manganese in the form of true organic peptonates. It is also *the one and only* preparation lawfully entitled to be known as "Pepto-Mangan," a valid trademark, which is our exclusive property. We respectfully request the trade to take due notice of these facts.
M. J. Breitenbach Co., New York, U. S. A.

AIR CUSHION.
The Ideal Hair Brush.
U. S. Patented December 21, 1886



SIBERIAN BRISTLES.
Nothing Like it on the Market.
Do not confound this brush with the rubber back wire brushes. It is entirely different. The "Ideal" has an Air-Cushioned Back and Genuine Siberian Bristles. It is the best selling brush on the market. Order through your jobber, wholesale drug or dry goods.
HENRY L. HUGHES, Exclusive Licensee and Importer
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Advertising signs and novelties will be cheerfully supplied on receipt of a line from you, with your card or label, that we may be certain to get your name and address correct. If you write to us we will send you customers, not only for our remedy, but for all you sell. Your customers will be pleased, your business will be enlarged and your profits thereby increased to our mutual advantage as a result of our outlay and enterprise and your co-operation.

PLEASE REMEMBER *the VERY LIBERAL DISCOUNT OF* **EIGHT PER CENT**

which all wholesale druggists allow on our remedy on one gross lots or over from the list price of $48.00 per gross, and of five per cent on half gross lots and over, and send in your orders direct to your wholesaler, but write to us for the advertising matter. It pays to sell SYRUP OF FIGS AND ELIXIR OF SENNA, and we wish to increase your sales. Thanking you most cordially, we are, yours very truly,

CALIFORNIA FIG SYRUP CO.

Louisville, Ky. SAN FRANCISCO, CAL. New York, N. Y.

COCOA POWDERS

You have not exhausted the possibilities in Cocoa Powder buying, without at least seeing what we can do for you.

We make nearly one hundred varieties, and certainly some one of them should suit your requirements. Our Cocoa plant is one of the finest in the world and we keep abreast with all improvements.

Our machinery enables us to furnish not only a Cocoa more completely freed from the oil than others but also **ANY** degree of dryness desired.

We can give you the Dutch processed Cocoa of highest grade and fully equal to the finest imported, and we can give under the same process, Cocoa that is slightly processed or heavily processed. We can give the same **QUALITY** of Cocoa not Dutch processed.

We can give you a Cocoa Powder that could only be sold at a small profit at $1.00 per lb., and from that absolutely pure Cocoa down to a price that would **SURPRISE YOU.**

If you are a large user we can and will make a blend solely for your purpose. We make only absolutely pure Cocoa powders.

We pack in barrels, half barrels, 50 and 25 lb drums and 10, 5 and 1 lb. tins.

PLEASE REMEMBER other manufacturers **MAY** be able to please you, **BUT** you should see what we can do before you place your contracts or orders.

PLEASE REMEMBER other manufacturers **MAY** be able to satisfy you, but **WE CAN** and our capacity assures you of prompt deliveries.

YOU SIMPLY DON'T KNOW UNTIL YOU TRY

ROCKWOOD & CO.

88 Washington Ave. BROOKLYN, N. Y.

Re Price Protection on SANATOGEN

We wish to reiterate with all emphasis that as the sole licensees of the United States Patent under which Sanatogen is manufactured and sold, we are invested by law with the privilege to insist that retailers strictly maintain the minimum retail rates plainly stamped on each box of Sanatogen. Any dealer violating this condition renders himself liable to injunction and damages.

Gentlemen of the drug trade, this is no mere "say-so," but a true statement of fact. We do not wish to intimidate anyone, but merely to give proper notice that we mean to enforce our rights wherever necessary.

This means *true protection*, the kind of protection that gives everybody a square deal and puts the small druggist on an even level with the biggest "chain corporation" or department store.

Three sizes, sold by all wholesalers and jobbers, at $9, $17.25 and $33; to retail at $1, $1.90 and $3.60, and *no less*.

Write to us today for effective display matter.

The Bauer Chemical Co.

Everett Bldg., Union Square, New York

SPECIFY

P-W-R Chemicals

COMPLETE LIST ON REQUEST

MORPHINE SULPHATE, Flakes or Cubes
QUININE SULPHATE and other Salts

STRYCHNINE CODEINE THYMOL IODIDE
POTASSIUM IODIDE ACID CITRIC BISMUTH SUBNITRATE

OPIUM DEODORIZED FOR THE DIRECT PREPARATION OF TINCTURE OPIUM DEODORIZED

Powers-Weightman-Rosengarten Co.

NEW YORK PHILADELPHIA ST. LOUIS

Prices Current *of* Drugs *and* Chemicals—(*Continued*)

Potassa, Caustic, Com.	lb.	.08	— .12
White, sticks	lb.	.28	— .35
Potassium, Acetate	lb.	.35	— .40
Benzoate	oz.	.15	— .19
Bicarbonate	lb.	.13	— .16
Bichromate	lb.	.13	— .15
Bisulphate, cryst.	lb.		— .50
C. P.	lb.		— .65
Bitartrate, Ref. (Cream Tartar) pure powder	lb.	.24	— .28
Bromide	lb.	.27	— .32
Carbonate (Pearl Ash)	lb.	.09	— .11
C. P.	lb.	.50	— .55
Refined (Sal Tartar)	lb.	.13	— .15
Chlorate	lb.	.13½	— .20
Powdered	lb.	.14½	— .21
Purified and gran.	lb.	.25	— .30
Chloride, C. P.	lb.	.35	— .40
Citrate	lb.	.45	— .50
Glycerophosphate	oz.	.16	— .20
Hypophosphite	lb.	.90	— 1.05
Iodide	lb.	2.15	— 2.25
Lactophosphate	oz.	.20	— .24
Nitrate	lb.	.07	— .10
Powdered	lb.	.07½	— .12
C. P.	lb.	.35	— .40
Permanganate	lb.	.20	— .24
Pure, powdered	lb.		— .30
Prussiate, red	lb.	.50	— .55
Yellow	lb.	.22	— .25
Salicylate	oz.		— .15
Sulphate, powdered	lb.	.10	— .12
C. P.	lb.	.30	— .35
Sulphide	lb.	.14	— .15
Tartrate, Pow. (Sol. Tartar)	lb.	.50	— .56
Powder, Dover's, U.S.P.	lb.	1.60	— 1.70
Prickly Ash Bark	lb.	.33	— .38
Powdered	lb.	.38	— .43
Berries	lb.	.35	— .40
Pulsatilla Herb	lb.	.22	— .27
Pumpkin Seed	lb.	.15	— .20
Quassia, rasped	lb.	.09	— .11
Powdered	lb.	.15	— .20
Quebracho Bark	lb.	.25	— .35
Quince Seed	lb.	1.00	— 1.15
Quinidine, Alk., cryst.	oz.		— .75
Sulph.	oz.		— .65
Quinine alkaloid	oz.	.50	— .54
Acetate	oz.	.53	— .57
Bimuriate	oz.	.50	— .54
Quinine, Bisulphate	oz.	.15	— .22
Carbolate	oz.	.79	— .83
Hydrobromide	oz.	.45	— .49
Hydrochloride	oz.	.43	— .47
Lactate	oz.	.51	— .55
Salicylate	oz.	.40	— .50
Sulphate, 100 oz. tins	oz.	.14	— .15
5 oz. tins	oz.	.16	— .17
1 oz. vials	oz.	.21	— .28
Tannate	oz.	.31	— .35
Valerianate	oz.	.49	— .53
Quinoline Tartrate	oz.		— .45
Rape Seed, English	lb.	.06½	— .08
German	lb.	.05½	— .08
Red Saunders	lb.		— .10
Ground	lb.	.10	— .12
Resin, common	lb.	.02	— .04
Good, strained...per 280 lbs.		1.95	— 2.00
Powdered	lb.	.10	— .12
Resorcin, pure, white	lb.	1.15	— 1.30
Rhubarb, Canton	lb.	.47½	— .53
Clippings	lb.	.50	— .75
Powdered	lb.	.60	— .75
Powdered, extra, tins.	lb.	1.10	— 1.25
Rochelle Salt	lb.	.18½	— .25
Rose Leaves, pale	lb.	.40	— .45
Red	lb.	1.15	— 1.25
Rubidium Bromide	oz.		— 1.00
Alum, 32 gm. v.	ea.		— .50
Bitartrate, 15 gr. v.	ea.		— .40
Iodide, 1 oz. v.	ea.		— 1.50
Rue, Herb, pressed, ozs.	lb.		— .34
Saffron, Amer. (Safflower)	lb.	.40	— .50
Spanish, true, Valencia.	lb.	11.00	—11.50
Safrol	lb.	.60	— .70
Sage, leaves, Italian	lb.	.09	— .12
Domestic	lb.	.25	— .32
Sal Acetosella	lb.	.20	— .22
Salicin	lb.	4.50	— 4.75
Salol	lb.	.96	— 1.00
Sandalwood	lb.	.20	— .25
Ground	lb.	.25	— .30
Sandarac, Gum, clean	lb.	.30	— .35
Santonine	lb.	12.00	—12.50
Sarsaparilla, Root, Hon., cut	lb.	.55	— .60
Mexican, cut	lb.	.25	— .30
Powdered	lb.	.28	— .33
Sassafras, Pith	oz.	.18	— .20
Bark	lb.	.20	— .31
Powdered	lb.	.31	— .36
Saw Palmetto Berries	lb.	.20	— .25
Scammony, Virgin	oz.	.65	— .75
Scopolamine, Hydrobromide 15 gr. vial	ea.		— 1.95
Hydrochloride, 5 gr. v.	ea.		— 1.00
Skullcap Herb	lb.	.80	— .85
Senega Root	lb.	.75	— .85
Powdered	lb.	.82	— .90
Seidlitz Mixture	lb.	.15	— .20
Senna Leaves, Alexandria	lb.	.30	— .35
Powdered	lb.	.25	— .30
Tinnevelly, select	lb.	.22	— .25
Serpentaria (Va. Sn'k rt.)	lb.	.67	— .72
Silver, Chloride	oz.	.70	— .74
Cyanide	oz.	1.00	— 1.04
Nitrate, cryst.	oz.	.45	— .47
Fused cones	oz.	.65	— .70
Stick, (Lunar Caustic)	oz.	.50	— .55
Oxide	oz.	1.10	— 1.14
Precipitated	oz.	1.40	— 1.44
Simaruba, Bark of Root	lb.	.25	— .30
Powdered	lb.	.35	— .40
Skunk Cabbage, Root	lb.	.20	— .25
Soap, Castile, green	box		— 5.00
Mottled, genuine	box		— 5.25
White, Conti's	box		— 5.70
Powdered	lb.	.30	— .35
Soap Tree Bark, whole	lb.	.14	— .17
Cut	lb.	.17	— .20
Powdered	lb.	.20	— .25
Soda Ash	lb.	.03	— .04
Caustic, purified, fused	lb.	.25	— .34
Sodium, Acetate	lb.	.18	— .20
Arsenate	lb.	.20	— .54
Arsenite, pure	lb.		— .60
Benzoate	lb.	.40	— .48
From True Benzoic Acid	lb.		— 1.00
Bicarbonate	lb.	.02½	— .05
C. P., powdered	lb.	.10	— .14
Bichromate	lb.	.21	— .25
Bitartrate	lb.	.90	— 1.00
Bromide	lb.	.30	— .35
Carbonate (Sal Soda), 100 lbs.		1.00	— 2.50
C.P. cryst., U.S.P.	lb.	.20	— .24
Dried, purified	lb.	.10	— .18
Gran.	lb.	.02½	— .04
Chloride, C. P.	lb.	.20	— .23
Dried	lb.		— .40
Cinnamate	oz.		— .36
Citrate	lb.	.46	— .51

BENGER's FOOD

"Retained when all other foods are rejected"

Is a pancreatised cereal and is devised to be used with fresh milk. Can be adapted to suit the dietetic need of infants, invalids and the aged.

PRICES

Retail, 25c., $2.25 per doz.
60c., 5.40 "
$1.75, 15.75 "

Samples, literature and show cards on application. Write for particulars of co-operative advertising.

BENGER'S FOOD, Ltd.

92 WILLIAM ST., NEW YORK

FREE

WALNUTTA HAIR STAIN

Cut the coupon out of this ad. and send to address below, with an order for one-quarter dozen WALNUTTA HAIR STAIN, to be sent through any jobber you name, and we will send you, ABSOLUTELY FREE OF ALL COST, in the United States, one 60-cent bottle of WALNUTTA HAIR STAIN, if you will agree to display our handsome window sign in the front window so you can sell WALNUTTA.

WALNUTTA TRADE MARK

Sign is only 36 x 12 inches.

HOWARD E. NICHOLS

ST. LOUIS Drawer 42 MISSOURI

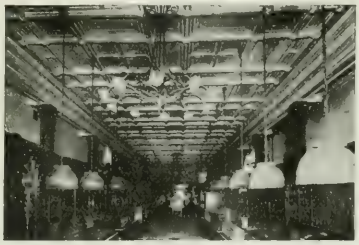
Please send ¼ dozen Walnutta Hair Stain, through Jobber

Name

Address

60 cent bottle and sign free, direct

WHEELING METAL CEILINGS



The Largest and Most Up-to-Date Jewelry Establishment in New England has recently purchased a large

WHEELING METAL CEILING.

Unless we could show Artistic Designs, True Economy and Sanitary Advantages, we could not have secured the contract.

FIRE PROOF—VERMIN PROOF—PERMANENT. NO REPAIRS—NO WORRY.

Send your diagrams for Drawings and Designs. No charge. Address Dept. "P" for Personal attention.

WHEELING CORRUGATING CO.
WHEELING, W. VA.
BRANCH OFFICES AND STORES
NEW YORK CHICAGO
PHILADELPHIA CHATTANOOGA
DETROIT ST. LOUIS
BOSTON

A Necco Trade Headed Your Way

There's a big Necco trade headed your way, for Necco Sweets advertising is again predominating in all the most popular magazines and papers.

As usual, the Necco Sweets Message is "Look for the Necco Seal for Confectionery of known quality"—a message that applies with equal force to dealers—to *you*—as to customers. One of our leaders is

NECCO WAFERS
In 5c Rolls

Other five-cent package goods are Necco Chewing Gum, Necco Chocolate Pecan Fudge, Pastilles, Necco Licorice Drops, Necco Chocolate Mints, Peerless Wafers (the last named variety sold also in bulk).

10c. Package Goods—Necco Chocolate Almonds, Necco Chocolate Maple Walnut, Necco Chocolate Molasses Crisp, Necco Chocolate Caramels. Over five hundred varieties of Necco Sweets in all, including the famous Lenox Chocolates. *We help you sell.*

Order from your jobber. Write us if he doesn't carry them.

NEW ENGLAND CONFECTIONERY COMPANY
BOSTON, MASS.

GLYCO-THYMOLINE

TRADE MARK—REGISTERED U. S. PATENT OFFICE

IN USE SEVENTEEN YEARS

THIS TRADE MARK IS THE PROPERTY OF **KRESS & OWEN COMPANY** NEW YORK

Wall Display Cases
R Partitions
R Workboards
Fluid Extract Cases

"Good Fixtures"
W. B. McLEAN MFG. CO.
1038-1056 HERRON AVE., PITTSBURGH, PA.
We make a specialty of Planning and Building Drug Store Fixtures

Show Tables
Chairs and Stools
Counters
Special Work

A NEW CREATION
of rare quality, deservedly popular among particular people

Violette Rico TOILET WATER

Not surpassed by any toilet water now on the market. Pays better profit than any other preparation of like quality. Wholesale, $7.00 doz.; retail, 85c. bottle. Order of your jobber.

Daggett & Ramsdell
Manufacturing Chemists
D. & R. Building NEW YORK

An excellent Cola Drink, the kind so popular everywhere. Has just the right flavor.

COLA-COKE
FOR THE **Fountain**

In syrup or extract form:

SYRUP—$1.00 per gal.; in bbls., **85c.** per gal.

EXTRACT—$3.50 per gal.; in 10 gal. kegs, **$3.00** per gal.

SEND FIVE 2-CENT STAMPS FOR SAMPLE

The LEHMAN-ROSENFELD CO., Cincinnati, Ohio

ness and a lower loss, but it was not until 1905 that the profits began to appear. Since then the growth in trade and profits has been marvelous, the total business last year reaching $2,115,842 and the profits being $365,000, additional to large expenditures for permanent improvements. For this year the total business is conservatively estimated at $3,500,000 and the profits at $550,000.

Under such successful methods can there be any wonder that so many of the satisfied stockholders place their complete confidence in the man who has fought for the last eight years, or more, to bring about these phenomenal results?

THE SALE OF PROPRIETARIES.

Pharmacists generally will agree regarding the wisdom of restricting the sale of proprietary remedies to drug stores, which was advocated in resolutions passed by the International Congress of Pharmacy at Brussels, as reported elsewhere by our special correspondent. The subject is a good one for agitation, but unfortunately under present business conditions in this and other countries it is difficult to see how this very desirable object can be accomplished, except through the thorough co-operation of the proprietors and the enactment of restrictive legislation which would be difficult of attainment.

It would be exceedingly hard to get all of the proprietors to agree to confine their sales to druggists and even with their favorable co-operation the non-professional sellers of these remedies (department stores, etc. would have to be reckoned with and no doubt would put up a stiff fight against being forced to relinquish this branch of their business. Nevertheless, the topic is one which pharmacists should take up and discuss with a view to possible action. This line of trade unquestionably and rightly belongs to the retail druggists and they ought to have it.

NEW YORK HEALTH BOARD'S ACTIVITY.

Pending a conference with Health Commissioner Lederle, the druggists of this city are greatly concerned over changes in the Sanitary Code, affecting the sale of preparations containing morphine, cocaine, etc. The changes are arbitrary and were made without giving the druggists of the city an opportunity to be heard, although as noted on page 997, a post-facto conference will be held. Two contentions made by the druggists are obviously meritorious: that the more common N.F. and U.S.P. preparations used as household remedies should not be affected and that if a law of this nature is to go on the statute books it ought to be enacted by the Legislature for the entire State, without singling out the druggists of New York City.

The action of the Kings County Ph.S. and other societies in undertaking to defend their members who may be accused of violations is perfectly natural. It is doubtful if the code could be enforced in its present form, so far as it relates to the matters under discussion.

Rumors of activity of the so-called "Doctors' Trust" in this connection probably are not well founded, but the unusual activity of the city health authorities in harassing druggists, without previous notice or consultation, must inevitably open the doors to suspicion. Would similar radical laws affecting doctors have been put in force without due notice to them? In fact, would such changes have been put into effect at all?

NO CORPORATION STORES IN QUEBEC.

One of the most interesting of recent court decisions is that of a high court in the Province of Quebec which establishes the principle that corporations cannot own and operate drug stores. The Quebec Ph.A. sued the Modern Drug Store, Ltd., for $10,000 in penalties for conducting two drug stores unlawfully. The defendant had a Dominion charter empowering it to sell drugs and each store was provided with a registered pharmacist, which, it argued, was sufficient compliance with the law.

Mr. Justice Carroll, in his opinion, declares that a drug store in the province can only be operated by a natural person, who must previously qualify as a licensed physician or druggist. Obviously a corporation could not pass the necessary examinations, nor could it comply with the Pharmacy Act. The presence of the licensed pharmacists in the two stores, he held, did not by any means offset the fact that the ownership was held by a corporation. The chartered permission to sell drugs was set aside on the ground that it was well within the police power of the province to limit the character of the ownership of stores for the sale of poisons. In view of the decision the Quebec Ph.A. will proceed to eliminate the corporation owned pharmacies in the province.

PRIZE COMPETITIONS NOT LOTTERIES.

Druggists who have been unable to secure the publication in newspapers of advertisements containing offers of prizes to their patrons, on account of a ruling of the Postoffice Department barring such publications from the mails under the Anti-Lottery Law, will be interested in a test case which has just been tried in Brooklyn, N. Y. The *Eagle* took up the cudgels in a case where the postmaster excluded copies of that newspaper from the mails because it contained the advertisement of Francis H. Leggett & Co. offering a prize to the writer of the best essay on the merits of a breakfast food, which, the postmaster held, was a lottery because the contestants were required to send three wrappers from food packages with their literary effort, in addition to which it was contended that the offer was "vague."

Mr. Justice Chatfield, in deciding in favor of the *Eagle*, made the following comments:

> "The wording of any advertisement, or the precise application of this decision, cannot be determined in anticipation of every possible change which may be made in the language of the advertisement itself. The defendant will not be precluded from showing at a trial that the scheme or plan as worked out, or as advertised through the mails, is really a lottery; but on this record and good faith admitted and a bona fide contest being planned for a competition in essay writing, the mere fact that it is an advertising scheme does not make the plan a lottery."

Whether the Postoffice Department will modify this rule to agree with the decision of the Federal

Court is not known, but that would seem to be the proper thing to do. The intention of the legislators who enacted the Anti-Lottery Law was unquestionably to prevent the use of the mails by concerns like the Louisiana and the Havana lottery companies and not to bar out reports of competitions in which the merits of foods or other articles might be the subjects of prize essays. Following Mr. Justice Chatfield's decision as to the scope of the law no doubt the postal authorities will take a more liberal view of the situation.

A VICTORY AGAINST SUBSTITUTION.

One of the most persistent and consistent opponents of substitution has won a signal victory against the evil in a way which shows the utility of aggressive combat and the value of organization in the drug trade. As told in the September issue of *The Soda Fountain*, page 792, several Philadelphia druggists were being prosecuted, or about to be proceeded against, for selling something else when Hires rootbeer was called for, the manufacturer believing that the purchasers should in all fairness get what they ask and pay for.

In this emergency the Philadelphia Association of Retail Druggists appointed a committee to confer with the manufacturer and as a result the latter withdrew the old charges, with the understanding that if the offenses were repeated the offenders would be prosecuted. In this way, by mutual agreement, the atmosphere has been cleared. It would be a good thing if all local associations would take up the substitution evil and discuss it in a way that would place its unfairness and undesirability prominently before their members. Such a course would be good for everybody, retail druggists, manufacturers and the public.

INTERNATIONAL ACTIVITIES.

Theoretically the proposition to establish an International Pharmaceutical Association, which was favorably acted upon by the International Congress of Pharmacy at its recent Brussels convention, is attractive in many ways, but the difficulties to be overcome in effecting a useful and representative organization are so great that the project comes close to inclusion in impracticable class, where, no doubt, the sponsors of previous futile attempts to establish a similar society will feel inclined to place it.

The question naturally arises: Cannot the International Congress of Pharmacy, which has just held its tenth session and is apparently in good working order, serve every purpose which would come under the scope of the proposed new association? It may be that the projectors have in mind a merger of the two societies, in which case it would be merely a matter of name, but if the intention is to have two separate organizations there is danger that the workers in the field of international pharmacy may divide their time and efforts, thereby weakening their influence and diminishing their achievements, for it must be taken into consideration that the number of pharmacists who have the inclination, the time and the financial resources to engage in international activities is extremely limited and very few of them would find it possible to devote their attention to more than one body of this description.

PRICE LIST CHANGES—IMPORTANT NOTICE.

On pages 1008 and 1010 of this issue will be found a list of changes, additions and corrections for the benefit of users of the Era Price List for 1910. Most of the items are in shape so that they can be cut out and easily transferred to the proper places in the Price List, being arranged alphabetically and page numbers given of either part 1, or part 2, as the case may be, or the lists may be used as supplements to these parts of the Price List. Every user of this valuable reference volume should at once make the necessary alterations and thereby bring the entire contents right up to the minute.

Pennsylvania Ph.A.'s Proceedings for 1910 is a model one in many ways and reflects credit upon the efficient secretary, Edgar F. Heffner, who has issued this book of 420 pages in excellent style and with commendable promptness. It is the largest and most complete proceedings of any State association, so far as we can recall, and in it are given in full a draft of the proposed pharmacy law and 38 original papers, some of which are of considerable value and all worth reading, in addition to the usual information of interest.

In reorganizing the new Board of Pharmacy in New York State the members administered a severe rebuke to some Brooklyn druggists who made a remarkable protest against the appointment of Dr. Diekman by promptly electing him president. The objection to Dr. Diekman seems to have been chiefly that he was a prominent member of the old board and participated in its activities in enforcing the laws relating to the practice of pharmacy. An account of the new board's first session appears on page 1001.

Attention has been called lately to the danger of using similar names for both harmless and harmful preparations, two deaths having followed the dispensing of Lysol in place of Laxol. In one case careless writing by the physician was the cause, the other being in doubt. Had the druggists taken the precaution to assure themselves that they fully understood the character of the prescriptions two lives would have been saved and much trouble avoided.

Death of J. F. W. Meyer, reported on page 999, brings to an end a long and useful life, which, in the success achieved, may well form a bright example for the young men of today. The same perseverance, attention to business and honesty of purpose can win as well in the future as it has done in the past, perhaps not always so conspicuously as in the case of Mr. Meyer, but inevitably with satisfactory results to those who practice these principles.

N.A.R.D.'s stand that druggists should only sell liquor medicinally and that the Internal Revenue characterization of a druggist so selling should no longer be "retail liquor dealer" is the proper and logical one. There should be no objection at Washington to the change of designation.

So there came near being a Liggett-Riker-Hegeman consolidation! President Liggett tells the story of negotiations on page 996 of this issue of the Era. His address to his stockholders throws a new and interesting side light on the tendency towards big combinations in retail drugdom.

Secretary Taylor's report that Indiana and Missouri have adopted the Pharmaceutical Syllabus is welcome news to advocates of better preparation and higher education for the practitioners of professional pharmacy.

That price cutting is unethical is the recorded verdict of the International Congress of Pharmacy, whose members report that the evil is existent in other countries as well as in the United States.

CORRESPONDENCE

Missouri, Indiana and The Pharmaceutical Syllabus.

Editor The Pharmaceutical Era:

Your attention is called to the action of the Indiana Board of Pharmacy with a view to its publication in the interests of pharmaceutical education. The influence of the Pharmaceutical Syllabus is apparent and its bringing of the schools and boards together is not one of the least of its purposes.

The criticism that the amount of work should require more than 1000 hours is one that is uniformly made by those that give close consideration to the subject, but the fact should be recalled that the campaign for even 1000 hours was long and arduous and that many have not fully recovered from the effects of this standard.

"The Indiana Board of Pharmacy at its July meeting called a conference of all the schools of pharmacy in the State, each of which sent a representative. After a lengthy discussion the schools with the Board of Pharmacy adopted the syllabus as the standard. The criticism of all was that the standard was rather low and that the amount of work should require more than 1000 hours."

It may be noted, in this connection, that the Regents, on the recommendation of the New York State Board of Pharmacy, have advanced the requirements in New York State to 1100 hours, 500 recitation and 600 laboratory.

The Missouri State Board of Pharmacy also has adopted the Pharmaceutical Syllabus, used it for the past three examinations, reporting that the members are pleased with it and will continue to use it in the preparation of the question papers of the future examinations.

H. L. TAYLOR,
Albany, N. Y. Sec. National Executive Committee.

The Price of Santonin.

Editor The Pharmaceutical Era:

In your August issue, you quote Santonin at 11 @ 11.50 lb. My jobber in Council Bluffs charges me $13.50, and when I object he writes me as follows:

"Replying to your favor Aug. 6th, we have to advise you that our price on Santonin at $13.50 as invoiced is correct and you will doubtless find that this is the price which both our competitors in the local field are billing this item at. It is true as you state that THE PHARMACEUTICAL ERA, August, quotes the item for $11.00 @ $11.50, but you will understand that this is a New York quotation and that our prices are regulated by the New York markets according to the weekly records which we receive from our brokers and agents there. As an instance showing the reliability of this price list we find that Merck's Report of Aug., 1910, quotes Santonin in pound lots at $14.00 per lb. container extra f.o.b. New York. When it is understood that Merck & Co. are the largest importers of this item in the United States and that their official price list quotes this item at $2.50 to $3.00 per lb. above the ERA's quoted list, it is safe to say which is the authority in the matter."

What good are your quotations to us? Very truly yours,
Arcadia, Iowa, Aug. 13, 1910. MOHR & MAHER.

Messrs. Mohr & Maher, Arcadia, Iowa.

GENTLEMEN:—Replying to your recent favor, relating to the quotations on Santonin, we beg to submit the following:

First, please note at the head of our prices current, the following standing notice, which explicitly declares that these are the *average* prices charged to retail druggists in the New York market:

[illegible]

authorities in the New York market. Note the following:

New York *Commercial*: (July 25 to August 15, wholesale, quantities,)

crystals .....$10.25 @ $11.00
powdered .....$10.45 @ $11.20

New York *Journal of Commerce*: (practically same period,)

crystals .....$10.00 @ $11.00
powdered .....$10.20 @ $11.20

Druggists' Circular, August: $11 per pound.
Practical Druggist, August: $12 per pound.
American Druggist, August: $12 @ $12.25 per pound.
Oil, Paint and Drug Reporter: (first two weeks, August, wholesale,)

crystals, bulk .....$10.00 @ $10.75
powdered .....$10.20 @ $10.95

This range covers the New York market pretty well and our average for the quantities ordinarily bought by the average retailer appears to be justified.

In the Chicago market, which is closer to you, *N.A.R.D. Notes* for early August quotes Santonin at $10.50 a pound.

Now as to actual selling prices in the New York market: Among others the following firms, quote these prices on Santonin:

	crystals	powdered
Schieffelin & Co.	$11.30	$11.60
Lehn & Fink	11.00	11.20
McKesson & Robbins	11.25	11.45

Without going into the subject further, we trust that you will agree with us that our quotations fairly represent what you would have paid in the New York market for the goods in question.

Prices vary for all commodities, as you know, for various reasons, but we aim to give the general prevailing prices, which we have done in this case.

We beg to thank you for calling our attention to this matter and for giving us the opportunity to show you that our Prices Current agree with conditions as mentioned in the "Note to Subscribers." Yours very truly,
New York, Aug. 15, 1910. D. O. HAYNES & Co.

[Since the above was written the price of Santonin has advanced and as will be noticed by consulting the ERA.S Prices Current, beginning on page 1016 of this issue, it is now quoted in the New York market at $12.00@$12.50 per opund. This advance was reported in the regular market report in the September ERA.—ED.]

Bebees or California Bees.

Editor The Pharmaceutical Era:

Some time ago you published an article on Bebeés or California Bees. At that time no known source of supply was available. Since that time we have found a number of sources and I wish you would advise your readers that the Bees can be procured of Mrs. Truman Davis, 50 Atkinson St., Dover, N. H. L. F. KEBLER,
Washington, Aug. 9. *Chief Division of Drugs.*

Out of Hospital and Out of Work.

Editor The Pharmaceutical Era:

Brother Pharmacist: Today Brother E. Hartung, Ph.G., and R.P., aged 50, with 30 years' experience as drug-clerk and 6 years' experience as traveling salesman, left the hospital, his broken arm cured. He lost everything July 4 at midnight, by fire. He is out of work now and desires position as salesman. Address:
2035 Fifth ave., Pittsburg, Pa E. HARTUNG.

Soda Fountain Full of Good Things.

D. O. Haynes & Co., New York City:

Please find enclosed money order for $1 to renew my subscription to *The Soda Fountain*. I find your magazine full of good things every issue. Yours respectfully,
Stafford, Kansas. W. N. MAHER.

Price Cutting.

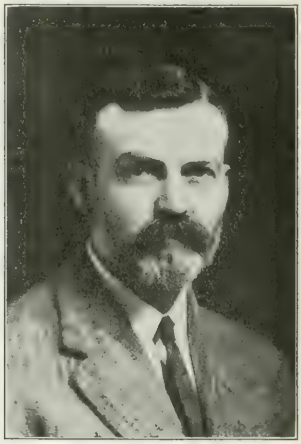
The price-cutter on advertised goods always reminds me of the man cleaning out a well who, becoming impatient at delay, called up the shaft, "If yes don't haul me up I'll cut th' rope."
—*American Grocer*

Pittsburg Convention of N.A.R.D. Proves to be Big Success.

Harmony Prevails. Attendance Large. Price Protection, Propaganda and Legislation for Retail Druggists Chief Issues—Many Important Topics Acted On.

H. B. GUILFORD, Rochester, N. Y.
elected president of the N.A.R.D.

CHAS H. HUHN, Minneapolis,
retiring president, executive committee.



CHARLES F. MANN, Detroit,
re elected chairman exc. com. N.A.R.D.

PITTSBURG, with its many mills and its numerous manufacturing plants, its countless wheels and numberless pulleys and ovens, its tall chimneys belching black smoke and its beautiful environs following in panoramic picturesqueness the Monongehela, Allegheny and Ohio rivers—this was the strategic point at which was held the 12th annual convention of the N.A.R.D. Throughout this notable gathering of the retail drug clans, harmony, goodfellowship and a spirit of fairness was noticeably present. With such a feeling predominating the meeting there was apparent an absence of factions or friction and general satisfaction was evinced over the new roster of officers—a condition which augers well for the coming year both officially and in point of co-operation throughout the various sections of the country. The officers elected are:

President, H. B. Guilford, Rochester, N. Y.; first vice-president, P. C. Gladding, Hartford; second vice-president, Peter G. Walter, Pittsburg; third vice-president, E. A. Bernius, St. Louis; treasurer, Harvey I. Leith, Providence, R. I.; secretary, Thos. H. Potts, Chicago; executive committee, Charles F. Mann, (chairman), Detroit; Chas. H. Huhn, Minneapolis; Henry W. Merritt, Plains, Pa.; H. C. Shuptrine, Savannah; A. E. Zuber, Chicago; E. H. Thiesing, Cincinnati.

In selecting the new officers the nominating committee considered for president the retiring first vice-president, Mr. Guilford and Thos. S. Armstrong, of Plainfield, president of the New Jersey State Ph.A. The vote was very close, Mr. Guilford winning. Theo. F. Hagenow, of St. Louis, nominated for the executive committee, was replaced by Mr. Thiesing, as St. Louis had been given a vice-presidency. At the installation on the last day President-elect Guilford and other officers made stirring addresses and Mr. Armstrong spoke eloquently in presenting the new president to the convention.

The second week of September, which was devoted to the convention, was fully occupied with business and with the enjoyment of the bounteous hospitality of Pittsburg's citizens. The large attendance and the excellent entertainment gave justification to the selection of the city for the meeting. The total registration was about 1200. There were 91 associations represented and the delegate vote was reported as 231.

The formal opening of the convention took place in the English Room of the Fort Pitt Hotel at 8:30 p.m. with President Huhn in the chair. The Rev. Clayton F. Smucker offered a suitable invocation of divine aid. Dr. E. R. Walters, director of the Department of Health, Pittsburg, tendered heartiest greetings. Peter G. Walter, president of the Western Pennsylvania R.D.A., extended the welcome of local and State druggists to the "Smoky City." He called attention to the fact that during the year of strife and accusation on many sides, the W.P.R.D.A. with its 375 members, had stood faithful and true to the National organization.

Mrs. Lester I. Lorah extended greetings from the Women's Auxiliary of the W.P.R.D.A., and welcomed the wives, daughters and mothers of the N.A.R.D. W. S. Elkin of Atlanta, responded in his usual happy manner.

Mrs. Nellie Florence Lee, president of the W.O.N.A.R.D., made an address, which, while in a humorous vein, contained a deal of historical fact. She aptly compared the N.A.R.D.'s beginning to the birth of a child and each convention as a birthday.

Fraternal greetings were brought from the A.Ph.A. by Prof. Julius F. Koch, of Pittsburg, who said he trusted the time would come when the N.A.R.D. and the A.Ph.A. would show greater community of action.

The credential committee was announced as consisting of Thos. S. Armstrong (chairman), N. J.; P. F. Moriarity, Mass.; M. B. Craig, Florida; B. A. C. Hoelzer, Ill.; Theo. F. Hagenow, Miss. The assistant secretaries were: W. E. Bingham, Alabama, and Walter Rothwell, Penn.

With Vice-President Guilford in the chair, President Huhn read his address in which he traced the history and growth of the N.A.R.D. leading up to its present efficiency. He justified his dual positions in the N.A.R.D. and A.D.S. and spoke of necessity of intelligent support of good legislation and of united opposition to harmful statutes. He urged an expansion of the work of the legal department in the way of expert legal protection to the members. He went on record against the sale of liquor in drug stores except for medicinal purposes. The mail-order house was considered in its destructive relation to the business of the retail druggist and the unfair and far-reaching competition deplored.

President Huhn ventured the opinion that "the chain-store disease would annihilate neither jobber nor manufacturer, but that the tendency would be to reduce the number and handicap business progress for the remaining to an extent hitherto unknown." He recommended that in order to avoid confusion that the name "Wood Naphtha" be used instead of "Wood Alcohol." He commended the work of each of the various departments. He regretted what he calls the "ill

[illegible] of the L. S. T. Revision Committee toward N. A. R. D. [illegible] to believe that in the end the aggressive of the position would work ultimate good rather than harm to the [illegible]

President Huhn discussed a variety of subjects and made [illegible] recommendations, most of which were later acted upon favorably. His address was broad, clean-cut and vigorous. It had a "lift"ing effect.

The chairman of the executive committee, Charles F. Mann, gave a resumé of the year's work. He said:

[illegible] the Association has grown extended on important trouble issues and policies of the past has shown us the truer light and more than ever the conviction that our success lies in the independent stand for principles and for higher ideals, professionally and commercially. This policy must be the bracing of our sound constitutional rights rather than begging for their indulgence.

Unjust and Unwarranted Accusations.

The past year has been one of considerable turbulence. Censorship and accusations have run rampant. The N. A. R. D. has been accused of a [illegible] with a commercial co-operative organization. Unjust charges have been indulged in that have [illegible] the ranks of [illegible] in the medical and pharmaceutical professions. It is charged that the N. A. R. D. has been most frankly discriminated against. Almost from the beginning of this Association there have been those who have aimed to bring discredit on the N. A. R. D. through charges of undue influence of the others. We have been charged in the past with being influenced by the proprietary manufacturers and the jobbers and now by the A. D. S.

To the credit and glory of the N. A. R. D., we assert most emphatically that none of these charges have ever been substantiated, nor have they been founded upon facts. They have emanated mostly from evil or misguided minds, but let us be charitable and credit some with attempting an analysis that finally left them with an unknown quantity whose easiest elimination led to conviction of the N. A. R. D.

The importance of the Propaganda work was emphasized and the executive committee had been impressed with the progress of the work and strongly recommended its continuance. Mr. Mann spoke of price protection and the danger of not [illegible] it. He said:

Price protection is still a very live issue, and the manufacturer and selling agent who makes no effort to insure the retailer a reasonable profit finds it harder each year to successfully market his products. Were it possible to attain authentic statistics on this question, we believe the revelations would be astounding. The N. A. R. D. has educated the retailer to be as passive as possible in stocking and furthering the sale of commodities that offer little or no profit and careful observation, especially in the larger centers, reveal the fact that the **sales of non-price protected articles are decreasing.**

Should Help Those Who Help the Retailers.

The bitterness with which co-operative organizations are attacked is good evidence of the inroads being made on non-price protected proprietaries. It is not only the duty but the salvation of the retailer to lend his support to those who help make his business remunerative.

It is the N. A. R. D. doctrine to be as passive as possible in lending support to the manufacturer who does not make a legitimate effort to insure the retailer a profit. Likewise it is N. A. R. D. doctrine to avoid the manufacturer who sells direct to the physician and mail order houses.

The retailer has but one weapon to protect the profits of his business and that is discrimination. The N. A. R. D. loses no opportunity to show the way and it is for the individual to embrace it.

Secretary Potts gave a detailed account of the associations which at present constitute the membership 1630 in all a net gain of 16. The sales department, advertising stores for sale, association pins and buttons, organization, publicity, prosecution and legal departments all had been conducted with the sole idea in view of giving the best service possible.

Treasurer John W. Coleman's report showed receipts and disbursements of $66,080.66 during the past year. A balance of $7,177.23 had been left over and to this was added new receipts of $88,823.43—of which $41,459.33 was taken in for advertising in *Notes*. After disbursing the expenses a balance remained of $10,507.55. The total number of members in good standing, at the time the treasurer's report was prepared, was 14,292.

Chas. M. Carr gave an account of the publicity department. The advertising had been carefully selected and the receipts therefrom were satisfactory. F. C. Ulrich, the general organizer, gave an interesting account of the work of his Department. In addition to himself, seven organizers were employed and the amount expended was $21,517.59, of which $7,316.40 went for traveling expenses. The force is to be increased to [illegible]

James W. Evans reviewed the work of the legal department. Many [illegible] and [illegible] decisions [illegible] mailed to members and assistance given in relation to proposed legislation. The judge's report showed a year of activity.

W. S. Richardson, of Washington, D. C., whose work was highly praised by President Huhn, gave an account of the tireless and painstaking effort necessary in the legislative department. So vitally does this work affect the druggist everywhere, he said, and so very necessary is it as a means of protection against unfair and thoughtless legislation, as well as to aid the passage of commendable measures, that every person interested in the drug business should keep in close touch with all proposed measures to lend aid wherever possible. Mr. Richardson gave a list of the measures affecting druggists which have recently been pending in Congress.

H. C. Shuptrine, of Savannah, reported on pharmacy laws and his recommendations were referred to the committee on resolutions for consideration.

Fighting Against the Free Lunch 'Phones.

Wilhelm Bodemann of Chicago reported on telephones, pointing out that in this connection "Vigilance is the price of liberty and perseverance is the price of success." He spoke of the difficulty of making people in widely separated localities think alike. It had taken time to accomplish results but they were well worth the effort. The very people in Chicago who had opposed the new idea were now its warmest supporters, thus proving its practicability. He told of the discouragements frequently met by reformers and declared that it was the intention of this committee "to fight for the emancipation from the Free Lunch telephone to the last ditch."

Dr. Wm. Muir, of Brooklyn, made an appeal for funds for the Procter Memorial and reported receipts to the amount of $69.50.

Secretary Potts reported on an effort made to ascertain the feeling concerning casualty insurance. Out of 804 letters sent out, 45 per cent replied; 163 said they could be interested in such a proposition, 99 had answered in the negative and 100 were doubtful.

Invitations were received for next year's Convention to be held in Washington, D. C., Milwaukee, Cedar Point, Ohio, and Rochester, N. Y.

A "Pure Food" banquet, attended by about 400 of the druggists, was an interesting feature. The menu was excellent and the best of good humor prevailed. Around the speakers' table were gathered all the officers, both past and present, and some who are in a receptive mood. Each was given an opportunity to make a speech and most of them took advantage of the opportunity.

Toastmaster B. E. Pritchard introduced Assistant City Solicitor H. M. Irons as the first speaker. He responded briefly in a happy and witty vein. Interesting talks were made by Charles H. Huhn, the retiring president, and H. B. Guilford, the president-elect. The Rev. Clayton Smucker, very capably responded to the toast, "Our Times and Troubles."

It was a "dry" banquet, but the dryness did not deter the diners from joining in "The Stein Song," led by one of their number, with glasses filled with clear, crystal water.

Fine Display Made by Exhibitors.

Exhibits made in connection with the N. A. R. D. convention at Pittsburg were particularly fine. Lack of space prevents extended mention but among the many deserving special attention were Morgan Drug Co., Purity Drug Co., Horlick's Malted Milk Co. (W. A. Greene), Welch Grape Juice Co. (A. L. Wolcott), New-Skin Co. (Wm. Luke), Miles Medical Co., W. B. McLean Mfg. Co., Major Mfg. Co., American Druggists' Syndicate, J. Hungerford Smith Co., Borden's Malted Milk Co., Geo. A. Kelly Co., Bromo-Lithia Chemical Co., E. R. Squibb & Sons, Pennsylvania Chocolate Co., De Villbiss Mfg. Co., Torsion Balance Co., A. J. Krank Laboratories, Colgan's Gum Co., L. B. Worcel Co., Liquid Carbonic Co. Other exhibits were satisfactory and the display was probably better than any of its predecessors.

The Pittsburg entertainment committees certainly did themselves proud. B. E. Pritchard was in charge. Edward Kretz was chairman of general arrangements. L. B. Hughes and Mr. Schweitzer had charge of the entertainment of the men's contingent and Clarence M. Dorsey and Louis Emanuel of registration. Mrs. L. H. Buttner was chairman of general arrangements for the women. Entertainment: Mrs. L. B. Hughes, Mrs. J. J. Keil; reception, Mrs. Louis Emanuel and Mrs. W. H. Altman.

HENRY W. MERRITT, Plains, Pa.
member executive committee, N.A.R.D

P. C. GLADDING, Hartford, Ct.,
first vice-president N.A.R.D.

H. C. SHUPTRINE, Savannah, Ga.,
member executive committee, N.A.R.D.

Louisville Action on Buying Clubs Reaffirmed—Resolutions on Many Subjects.

AN interesting feature of the N.A.R.D. convention was an opening session of the resolutions committee, at which the chairman, Dr. Wm. Anderson, of Brooklyn, presided. Many prominent members took part in the discussions and the sentiment expressed served as a guide for the committee in the preparation of its conclusions.

The gist of the report of the committee on resolutions, which is given below, shows the concrete sentiment of the convention, which adopted it:

Resolved, that price protection, propaganda work and legislation continue to be the prominent issues of this association.

Whereas, price protection has always been one of the most important objects of this association;

Resolved, that we commend the action of proprietors and manufacturers who have honestly and effectively supported this principle.

We deprecate the fact that some proprietors and manufacturers disregard the interest of the retail drug trade by making direct sales to physicians and mail order houses.

Reaffirms Louisville Action On Buying Clubs.

A long preamble is devoted to relations with the N.W.D.A. and the P.A. of A. in reference to the tripartite plan, which "failed of its purpose for lack of proper support by the parties interested," as well as the direct contract plan, which also, did not receive expected support. The following action is thereupon taken:

Whereas, this failure upon the part of the organizations interested to properly co-operate made it necessary for the N.A.R.D. in self-protection for its members, to adopt at its Louisville Convention the following preamble and resolution, viz.:

"Whereas, the evident success of a number of co-operative buying clubs and manufacturing companies, owned and controlled by retail druggists, has made this subject of vital importance to all retail druggists, be it

"Resolved, that while the Association reaffirms its previous declaration that the N.A.R.D. as an organization should not enter this field of work or become directly connected with any organization engaged in the same, we approve of co-operative organizations of retail druggists, the object of which is to carry out one of the principles of this organization to improve the business conditions of the retail drug trade, and that we co-operate with such organizations as far as practicable"; and,

Whereas, the adoption of this resolution has during the current convention year of the N.A.R.D. been seized upon by its enemies and its bearing distorted out of all proportion to its real meaning in a malicious manner; and,

Whereas, all of these conditions have militated against the welfare of the N.A.R.D. and its membership, and have injured both in the estimation of misinformed physicians; and,

Whereas, the situation demands that the N.A.R.D. express more completely its attitude towards co-operative organizations of retail druggists; therefore, be it

Resolved, that believing it to be right and proper, and in conformity with the policies of this Association the N.A.R.D. reaffirms its declaration made at the Louisville convention on co-operating buying clubs and manufacturing companies.

Resolved, that in thus approving of business enterprises that are of such unquestionable value to pharmacists this association does not in any way endorse or encourage the manufacture and sale of harmful nostrums, fake preparations, remedies in general that contain habit-forming drugs or tend to increase harmful self medication.

Will Not Engage in Commercial Enterprises.

Whereas, it having become an established policy of the N.A.R.D. to refrain from engaging as an association in any commercial enterprise, it must not be regarded as impolitic for it to encourage to as great a degree as possible any and all co-operative movements prompted and conducted independently by its members, when it shall be shown that the advantages and opportunities of such co-operative movements are open to all N.A.R.D. members alike, and that any such co-operative movements shall prove to be founded on substantial business lines affording safe investment and conducting its affairs lawfully and legitimately, be it

Resolved, that while it may be the policy of the N.A.R.D. to lend helpful aid, it should ever be established that the N.A.R.D. shall in no sense be regarded as endorsing or guaranteeing the reputability or standing of any commercial enterprise whatsoever; and, be it further—

Resolved, that the executive board of the N.A.R.D. should at all times be empowered to, so far as is in its power and judicial functions lie, safeguard the interests of its members, by sounding a note of warning whenever it shall become satisfied upon investigation that its members are in danger of having their financial holdings imperiled, or their confidence misplaced through fraudulent claims or evidence of mismanagement of enterprises built or established through the co-operation of its members.

Liability Insurance Plan is Rejected.

As the N.A.R.D. has gone on record as absolutely opposed to entering any commercial field or affiliating with any commercial organization, therefore this association shall not attempt any form of liability insurance.

Resolved, that this association shall not approve, endorse or recommend any enterprise along the lines of liability insurance, whether the same be by co-operation among druggists or otherwise, unless it be by a regularly incorporated casualty company, possessing ample capitalization to place it upon a substantial basis, enabling the company to comply with legal requirements and provide for its safety and permanency.

Resolved, that as affiliated associations have secured considerable advantage by reduction in rates for liability insurance from existing companies, through local agreements, that we recommend to our affiliated associations that they endeavor to secure similar advantages for their membership in their respective communities and that this association lend all possible aid to that end where and whenever requested.

Would Enforce Medical and Pharmacy Laws.

Whereas, medicine and pharmacy are two distinct professions, requiring several years of preparation, in most instances a college course of from two to four years, and in all cases a State board examination before a practitioner is allowed to enter upon his important duties as a full fledged licentiate; and,

Whereas, the two professions have entered upon an era of reform in "getting back to first principles" in medicine and pharmacy and in establishing closer relations in the interests of the physician, pharmacist and patient, the basis of which is mutual concessions and good will; therefore, be it

Resolved, that the laws of our statute books which prohibit under penalties the diagnosing and prescribing for the sick

by pharmacists, hereby receive our fullest commendation and the reasonable and proper enforcement of them our unqualified support.

Resolved, that this Association is also opposed to the general compounding and dispensing of medicines by physicians and hereby calls upon physicians to reciprocate by preventing as far as practicable the compounding, dispensing, distribution and sale of medicines by physicians.

Resolved, that it is the sense of this convention that the State boards of health and pharmacy should co-operate in the enforcement of the medical practice act and pharmacy law to the extent that the rights and privileges of each profession are preserved and the interests of the public safeguarded.

Joins in War on Habit-Forming Drugs.

Whereas, recent publicity of the dangerous character of a class of proprietary remedies sold for administration to children have awakened a larger knowledge on the part of the public to the evils attending the indiscriminate sale of preparations containing habit-forming drugs; and,

Whereas, the effect of pure drug legislation requiring special labeling of preparations containing narcotic, habit-forming and heart-depressing drugs has been to warn the public against the former free use of preparations of these classes; and,

Whereas, the general adoption of State pharmacy laws now provides for higher qualifications and a fitness on the part of the registered pharmacist, and the establishment of this class of public servants into whose hands should be placed the sale of all drugs and medicines possessing possibilities of public harm; therefore, be it

Resolved, that this association recommends to its members that they discourage as far as possible, the sale and use of patent medicines that contain habit-forming drugs, particularly those which are intended for administration to infants.

Resolved, that the legal department of the N.A.R.D. be empowered to actively engage in co-operative measures with legislative committees of State pharmaceutical associations, advocating necessary amendments to the State pharmacy laws requiring the restricting of all sales of drugs, medicines and poisons, including proprietary remedies, to registered pharmacists exclusively.

Co-operate on Legislation With Physicians.

Resolved, that this association favors consultation and co-operation, with the medical profession looking to the formation of sane, honest and practical legislation.

We heartily favor National legislation that will prevent the indiscriminate sale, distribution and use of habit-forming drugs.

Legislative committee directed to secure change in Internal Revenue laws so retail druggists will not be classified as retail liquor dealers.

That we reaffirm our oft repeated declaration that we are opposed to the sale in retail drug stores of intoxicating liquors for other than medicinal purposes.

Whereas, pharmacists are unalterably opposed to the sale, distribution and use of habit-forming drugs to an extent that injury to many unsuspecting persons may result; and,

Whereas, pharmacists have aided in the enacting and have earnestly supported laws tending to prevent drug habituation; and,

Whereas, existing laws do not prevent the public from obtaining habit-forming drugs in such condition and quantity as to cause them to become drug slaves;

Resolved, that this association favors legislation that will safeguard the public by preventing any person, even a licensed physician, from dispensing, distributing, or selling habit-forming drugs, except under proper restrictions.

That the legislative committee seek an amendment to the Federal Pure Drugs Act requiring "wood alcohol" to be labeled as "wood naphtha."

Political Activity and Proposed Legislation.

We urge upon our members the necessity of taking an active interest in political affairs and of having representation in our legislative halls.

Uniformity of State drug laws favored; State boards of pharmacy should be empowered to enforce same and have power to control the character of all drugs sold or distributed to the public.

That the association use its efforts to have passed an interstate anti-narcotic law, the terms of which will prohibit all illegitimate traffic in narcotics and habit-forming drugs and confine their sales and uses to proper channels and strictly medicinal purposes.

That we favor an amendment to the Sherman Anti-Trust Law so that this act will not interfere with the small merchant who seeks protection and not destruction from large monopolies.

That the work for the bill raising the status and increasing the pay of pharmacists in the government's employ be continued.

That all parcels post bills continue to receive the vigorous opposition of the retail drug trades.

That the patent laws be amended in accordance with the well established principles of equity.

With many retail druggists having postoffice substations, [illegible] to secure satisfactory compensation in conformity with services rendered.

Regarding the proposed Federal department of public health, [illegible] life committee is instructed to carefully consider [illegible] legislation and offer amendments to the end that pharmacy may be properly recognized and represented in such department.

Action of U.S.P. Trustees is Disapproved.

Whereas the N.A.R.D. at the specialized time and at the proper place did make formal application to the U.S.P. board of trustees for admission of the N.A.R.D. delegates to the U.S.P. convention, held in Washington, D. C., and,

Whereas the N.A.R.D. feeling it was acting clearly within its prerogative in formally requesting the admission of its delegates, and,

Whereas, the U.S.P. board of trustees declined to recommend to the U.S.P. Convention, the admission of N.A.R.D. delegates; therefore, be it

Resolved, that the N.A.R.D. in annual convention assembled views with alarm the tremendous power exercised by this board of trustees under sanction of law; and be it further

Resolved, that this action of the U.S.P. board of trustees in refusing to recommend the admission of the N.A.R.D. delegates to the U.S.P. Convention meets with our severe disapprobation, and that we are forced to consider the act as a very unfriendly one, and an unwarranted reflection upon our National association.

Status of the Propaganda Movement.

Resolved, that it is the sense of this Convention that no injury to the propaganda movement can ever come from the acts of true position taken by this association, but that unwarranted, untrue and misleading attacks, one upon the other issuing from an humble individual or one high in official ranks, tends to wreck every effort for more cordial relations and concerted actions between physicians and pharmacists.

That propaganda work be continued in a most general and aggressive way; that we earnestly impress upon our members the value of holding frequent local association meetings and get-together meetings with physicians.

That educational standards for pharmacists be raised in conformity with the demands of the profession. National Pharmaceutical Syllabus commended.

That pharmacy be given representation on the various State and local boards of health.

W.O.N.A.R.D. Endorsed—Other Resolutions.

We give our undivided approval to the splendid work of the W.O.N.A.R.D.

Employment bureau and advertising department to be continued.

Encourage cordial relations among all associations; National Boards of Pharmacy especially commended.

Secretaries of affiliated associations requested to furnish chairman of telephone committee full information as to satisfactory or unsatisfactory conditions.

Legal department continued under direction of the executive committee; counsel's services to be given to legislative committee as latter may desire.

Panama Exposition endorsed. New Orleans favored as site.

Sunday rest resolutions of previous years reaffirmed.

Procter Memorial heartily approved.

California fund made a permanent relief fund.

Resolutions of regret and of tribute to Joseph F. MacDonald, whose life efforts were devoted to improving the telephone situation for druggists.

Heartily endorsed sentiment of executive committee "that we stand to enforce our sound convictions, rather than begging indulgence from anyone."

Work of the Women's Organization.

W.O.N.A.R.D.'s fifth annual convention, held at the Fort Pitt Hotel, Pittsburg, during N.A.R.D. week, will go down in the annals of the organization as one of good-fellowship, harmony and profit to all fortunate enough to attend, and these included a large number of members and delegates. Addresses of welcome were given by Mrs. Lester I. Lorah and B. E. Pritchard, of the local association.

The president, Mrs. Nellie Florence Lee, read her annual address and was listened to with great attention. She reported excellent progress in the year's work, much having been accomplished at State pharmaceutical meetings. There are 921 members with 13 chapters and 26 States represented, a gain of 139 members, 3 chapters and 3 States. The resolution against obscene medical advertising adopted at Louisville had resulted in a systematic campaign. The subject of Sunday rest and shorter hours had received careful attention. Mrs. Lee quoted an acrostic on the letters W.O.N.A.R.D. offered by the Boston Chapter and suggested some additions: W—for Work, O—for Opportunity, N—for Nobility, A—for Achievement, R—for Responsibilities and Reputation, D—Durability to insure Devotion.

The report of the secretary, Mrs. Jos. F. Forbrich of Chicago, spoke of the necessity for active work to insure growth. She told of the means which had been employed to secure the co-operation of club women in the indecent medical advertising work and stated that the endorsement of no less than 30,000 women had been received.

The treasurer, Mrs. W. S. Richardson, reported the cash on hand September 12, 1910, as $1135.77. This included dues paid to Sept. 1911. The receipts for the year had been $885.75, the disbursements, $783.40.

Mrs. C. A. Eckles, of Philadelphia, was chosen chairman of the committee on resolutions and Mrs. Emma Gary Wallace was made chairman of the nominations committee.

Reports were read from Boston Chapter, president, Mrs. Roxa K. Stover; Chicago Chapter, president, Mrs. George

This fine group picture of the N.A.R.D. was taken in front of the administration building of the H. J. Heinz Co., in Pittsburg, preparatory to a trip through the Heinz factory and inspection of kitchens. Luncheon followed later.

Lenz; Washington Chapter, president, Mrs. R. K. Duffy; Cincinnati Chapter, president, Mrs. Otto E. Kistner; Philadelphia Chapter, president, Mrs. Wm. E. Lee; St. Louis Chapter, president, Mrs. W. F. Ittner; Mobile Chapter, president, Mrs. J. S. Archibald; Pennsylvania State Chapter, president, Mrs. Louis Emanuel; Louisville Chapter, Mrs. John G. Krull; Wilmington Chapter, Mrs. J. O. Bosley. The baby chapter of all—Decatur—was not heard from. Every one of the reports told of splendid work and good progress with a most encouraging outlook. Cincinnati proved to be the banner Chapter for increasing its membership.

Mrs. Wallace, chairman of the educational committee, read a report calling attention to the growing and reprehensible habit of cigarette smoking among women and young girls. Members were urged to discourage the use of infant narcotics and habit-forming drugs by disseminating reliable information among their acquaintances and sister clubs as to the evil effects upon body and brain. It was also suggested that if a woman inspector of pharmacy could be appointed in every State, it might materially aid in the enforcement of existing laws, as the fact that she would have no political axe to grind would make her impartial in the discharge of her duty. The following resolutions were among those adopted:

Resolved, that the influence of the organization be used against the sale and use of habit-forming drugs, and infant narcotics and every opportunity seized to disseminate information concerning the evil effects thereof.

Resolved, that we discourage in every way in our power the growing and deplorable habit of cigarette smoking among women and young girls.

Resolved, that our campaign against obscene medical advertising be pushed with vigor.

Resolved, that we continue our efforts to obtain partial Sunday rest and shorter hours.

Resolved, that our motto be "To live and help Live."

These officers were elected for the coming year:

President, Mrs. Nellie Florence Lee, Philadelphia; first vice-president, Mrs. Adelaide M. Godding, Boston; second vice-president, Mrs. Otto Groenland, Cincinnati; third vice-president, Mrs. W. F. Ittner, Washington, D. C.; fourth vice-president, Mrs. J. O. Bosley, Wilmington, Del.; fifth vice-president, Mrs. R. G. Rutherford, Brooklyn; secretary, Mrs. Jos. F. Forbrich, Chicago; treasurer, Mrs. W. S. Richardson, Washington, D. C.; board of management: Mrs. Leslie O. Wallace, Canton, N. Y.; Mrs. N. D. Streeter, Philadelphia; Mrs. A. C. Taylor, Washington; Mrs. George Lenz, Chicago; Mrs. Roxa K. Stover, Boston; Mrs. John T. Rowe, Mobile; Mrs. E. Staley, Cincinnati; Mrs. Louis Emanuel, Pittsburg.

The entertainment features were numerous and enjoyable, including an automobile ride, reception and ball, visit to the Pittsburg Exposition, card party and musical entertainment, all-day trolley and sight-seeing trip, with a trip through the H. J. Heinz plant, where, after a delicious lunch, a moving picture series told in pictorial sequence the evolution of the company's "57" varieties of food from soil to consumer.

Sentiment in Business.

By Emma Gary Wallace.

IT is an oft-quoted saying that "there is no sentiment in business" and the quotation is usually made either to justify some hard-fisted proceeding or else to close the door in the face of objectionable sentimentality. There is a wide gulf of difference between sentiment and sentimentality. Sentiment is thought, opinion, sensibility, feeling or intellectual judgment, from which it would appear that in spite of the hoary proverb that sentiment in business is not only entirely possible but a good thing to have.

Sentimentality on the other hand is the quality of being romantic or artificially tender and is frequently used in a decidedly reproachful sense.

An Old Pharmacist's Advice.

An old pharmacist, now gathered to the bosom of his fathers, was advising his daughter about to enter the study of his own chosen profession concerning the guide posts to follow on the rocky road to Success and in the course of his admonitions touched upon the subject of sentimentality with the brief warning "to cut it out," but he urged her to cultivate sentiment as she valued her business and womanly success, even as he had done in the upbuilding of his large business and his reputation for kindliness.

The years have come and gone since then, some joyous, some overcast with cloud and others beautifully checkered with sun and shadow, but with the passing of time, the meaning of the distinction has become distinct and clear-cut to her and some of her business friends.

The person who is here today and gone tomorrow has little opportunity to make his thoughts and opinions felt upon the community. He has small chance of gaining the confidence and good-will of the people, but not so with the druggist and his family. They become part of the business and social structure through long residence in one place and their opportunities are accordingly great for the right sort of influence and the gaining of good-will.

To feel a real interest in one's customers, to be unobstrusively sympathetic when trouble or illness touches them and genuinely glad when fortune smiles upon them is a winning card in the sentiment of business.

Human nature is pretty much the same the world over in spite of the variety of exteriors and human nature is indeed warped when it does not respond to friendly interest.

Between the Lines.

In one of the high-class literary monthlies of current issue

appears a recent [illegible] by a prominent woman writer. This story contains a beautiful tribute to some druggist who has [illegible] and most kindly thought the druggist as a type of the [illegible] generous man of business affairs. It is [illegible] from the frequent uncomplimentary remarks indulged in by the daily press.

Here is the sentence:

> Grandfather Bixby had taken a covered jelly-glass from a tin pail of ice on the window-sill, and held it up for the youngster's eyes to feast on.
>
> "Ice cream!" he exclaimed, looking around over his glasses for a spoon. "A present from the drug store man at the corner. He said he missed his best customer." He pulled a chair beside the bed and slipped a pillow under Dicky's head. "I reckon your mother and the doctor wouldn't object to a little ice cream."
>
> The first spoonful, guided by his shaking old hand missed the boy's open mouth and slid into the hollow of his neck, to be mopped up by Grandfather Bixby's pipe-scented handkerchief. The next half-dozen reached their proper destination in short order; then Dicky turned away his head.
>
> "I can't chew it," he explained in a thin but polite voice. "When I shut my teeth it isn't there." . . . . . The old man scraped down the cream from the sides of the glass, and his corded fingers were tremulous."

Can't you see that picture of the sturdy little fellow grown thin by long illness? Can't you see the drug store man and *his wife*—else there never would have been a jelly-tumbler used—fixing up that little treat for their convalescent small customer, packing it daintily with crushed ice in the shiny new tin pail?

Do you suppose that the mother and the dear old Grandfather with the corded tremulous fingers appreciated the thoughtfulness displayed? Do you suppose they did? Well, I guess, yes, and that touch of sentiment would cement that entire family to that store and act as a lasting antidote for the trade-getting wiles of all competitors.

It was but a bit of July fiction to be sure, but then all fiction is founded on fact and my heart warmed to the writer who held this pleasant picture of "the drug store man at the corner," for somewhere in her own experience he is very sure to be a living reality.

Sentiment in business is all right, if it does not border on sentimentality. It is an excellent string to give place upon the bow, this one of human interest.

Music from a Single String.

A story is told of a great violinist who appeared upon the stage before an immense and expectant audience. He began to tune his instrument. A string broke. The audience was displeased. They liked not the delay nor the possibility of not hearing him at all. He deliberately tightened another until it snapped. There was a hiss. He paid no heed but calmly continued his work of adjustment until but a single string remained. The audience felt itself defied. It expressed its displeasure as angry audiences can. The violinist arose and walking to the center of the stage placed his instrument in place and began to play and silence fell upon the people. Such music, they had never heard. They were spellbound with the haunting elusive melody which quivered, plaintively and vibrated triumphantly from the single string.

Any one trained to it, may bring forth splendid harmonies from an instrument fully equipped but it took the master hand of one of the world's greatest musicians to play upon a single string.

Too many people are ready to grumble with dissatisfaction if everything does not come their way and that too, without much effort. Suppose one considers sentiment as the only string left, what sort of business-music would most people be able to make?

A Case of Just that Kind.

This is a very real case, the man lives today and although the [illegible] is not yet completed, yet the keynote, the marching rhythm and the time are long-since accomplished facts.

He began life as a boy, for his brother at that, and as sometimes unfortunately proves true, relatives are not always easy to deal with, so it was in this case. The brother was gruff, bluff and sour-visaged. But he made money, plenty of it, by shrewd dealing. The brother—our brother—was quite the opposite, genial, kindly and with a heart big enough to include everybody in its interest. Middle life saw him, the owner of the business, prosperous and beloved by everybody who knew him. If any one was in trouble, they knew where to seek sympathy and advice. If sickness came and distress they knew where to go. But wider fields of usefulness looked alluring and he sold his business and went away, placing his life savings in a single investment made upon the advice of a trusted and life-long friend. No, the friend did not play him false, he simply was mistaken, that was all, and he lost too. Everything was swept away in a few weeks' time. It was a crushing blow, but he did not allow it to crush him along. He had pledged himself not to enter the same line of business in the same place from which he had not as yet moved his family. He knew no other business nor had he money to seek another location.

Ah, but there were the friends of years! A hardware store was needed in the place, one more up-to-date than those already in operation. The discouraged man was approached by substantial backers and told to go ahead.

"But," he said, "Gentlemen, you do not understand, I have no money left at all, it is gone!"

"That is true," the leading spirit of the proferred help said, "but we have *that*, and *you* have friends and the right good-will of every man, woman and child for miles around. That's string enough for your bow. Go ahead, Alec, (for that was his name,) and we're with you to the finish."

Prosperity has long since smiled upon him and there is every reason to believe that it will long continue to do so. Had the brother for whom he clerked as a young fellow been the one to lose, he could have gone to the county house for all the public would have cared. He had no string of kindly sentiment to his bow, either at home or abroad.

The Store Welcome.

The perfunctory greeting—given grudgingly as if it were a disagreeable duty to be as speedily accomplished as possible, is never an invitation to come again.

A great-hearted man, a banker of nearly seventy years, recently died in this vicinity, and although his casket was draped with the silken flag of his country and fraternity and business comrades were proud to pay him their last respects, no tributes were more beautiful than that of an old woman of humble circumstances and a little boy of the street, both of whom said with misty eyes, "He was always glad to see me!"

He was a financier. His institution had just paid every stock-holder a dividend of fifty per cent and yet with all his weightier matters of business, he had time for a cordial welcome for every one who came in contact with him.

It is a great soul that can readily see the noble, the existant good or even the germ of promise of better things in every one. The touch of friendliness, the heart interest is a mighty factor in holding business, society, organizations and even nations themselves together.

Our Own Annual Gathering.

Is not the cordial hand clasp, the spirit of good fellowship and the "I'm *glad* to see you" element which bridges the year of separation between our own annual get-together meetings, one of the very things which make them a never-failing source of real joy?

Is not the fraternal sentiment of the whole affair the magnet which draws many an otherwise indifferent member thitherward, finally leading to a deeper interest? A successful druggist of one of our largest cities said the other day, "Why, if I were to lose my interest in the organization work itself, I don't believe I would want to miss the friendship-pleasures of a single convention."

As we travel onward through the world, calling for this or that kind of goods, this or that kind of service or cheer, we come pretty near getting what we call for by our manner and real purpose. There are disagreeable people everywhere, but if they can endure themselves for a constant companion we ought to be able to bear with them cheerfully for a few minutes occasionally.

There are a good many strings to the successful business instrument but as long as human hearts long for the touch of sympathy, for understanding and appreciation, the string labeled "sentiment in business" will continue to be a most important one and to hold an honored place.

Would Restrict Sale of Proprietary Remedies to Pharmacists.

Brussels Pharmacy Congress Launches International Ph. A.—Price Cutting Denounced as Unethical—Unification of Standardization Methods—Other Topics.

A. DERNEVILLE.
President of Congress.

(Special Correspondence.)

BRUSSELS, Sept. 7.—The tenth International Congress of Pharmacy, which has just terminated has been quite as great a success as was anticipated. From the point of view of members it was well attended, over 600 members having taken part in the meetings. It goes without saying that by far the largest contingency consisted of Belgian pharmacists, but France was also well represented in point of numbers. Dr. Reid Hunt, of the Hygienic Laboratory, represented the United States Government and Edmund White and E. S. Peck (secretary of the British Pharmaceutical Conference) were the delegates of the Pharmaceutical Society of Great Britain. Other countries which sent representatives were: Denmark, Sweden, Norway, Holland, Italy, Venezuela, Greece, Russia, Hungary, Argentine Republic, San Salvador, China, Guatemala, the Ottoman Empire, Japan, Spain, Haiti and Chili.

On the first day at the commencement of the proceedings the delegates were welcomed by A. Derneville, the president of the Congress, and by M. Bèco, Governor of Brabant, the meeting place being the Palais des Academies. After this meeting of welcome, the members proceeded to the Brussels Exhibition. Real work began on September 2, when the Congress divided itself into two sections, scientific and commercial. It was clearly demonstrated that the commercial element was the stronger, for at the first meeting of this section 150 members were present, while the attendance at the science section was only a third as large.

In the commercial section the first subject taken was the sale of proprietary remedies and it was evident that this question is an important one for Belgian, French and Italian pharmacists, for the representatives from these countries joined vigorously in the discussion. The main question before the meeting was a consideration of ways and means of preventing the "cutting" of prices, and Messrs. Breuglemans, Daminet and Staes, all pharmacists in business in Brussels, contributed some interesting details which they had collected with reference to the regulations governing the sale of proprietaries in various countries and the systems employed to ensure a profit to the seller. After a long discussion the meeting passed a number of resolutions of which the following were the most important.

1—It is desirable that in all countries the sale of proprietary remedies should be restricted to pharmacists.

2—Price "cutting" is an unethical practice and should be combatted by pharmacists in all countries.

3—Proprietary remedies manufactured in one country for export to another, should be specially packed for that country.

4—An international committee should be appointed with a view to affording an opportunity for an exchange of views.

5—In each country efforts should be made to bring as many specialties as possible under the regulations.

A subject of a similar character was discussed in the scientific section a motion being brought forward by Louis Delaye, of Liège, to the effect that the sale of proprietary disinfectants should be regulated by a public authority. After considerable discussion it was decided that the Congress should recommend that manufacturers of proprietary disinfectants should obtain a license before being allowed to place their products on the market and that all such disinfectants should be examined, both chemically and bacteriologically, before being certified. It was further agreed that all proprietary disinfectants should be sold in packages bearing the name and address of the manufacturer and the seller and should have a label stating the quantity of actual principle contained or the bactericidal strength. All such disinfectants containing poisonous substances should be sold only by pharmacists and in all cases the retail sellers should be responsible for the quality of the products and for their preservation. One of the most important of the questions brought forward in the scientific section was that of the international unification of methods of standardization. Dr. A. Schamelhout, the general secretary, pointed out that the work of the Congress for the unification of potent drugs could not be complete unless the methods of estimating drugs and galenical preparations was unified. As an instance he pointed out that the powdered opium of the Brussels Conference should contain 10 per cent of morphine, but that if such an opium was standardized according to the method of the third edition of the German Pharmacopœia it gave a percentage of 12. If, therefore, the method of standardization is not uniform it is hardly possible to have a uniform preparation. Dr. Schamelhout submitted that the Congress of Pharmacy should recommend that (1) The methods by which physical constants are determined should be indicated in Pharmacopœias, (2) In the case of chemical assays such terms as cloudiness, opalescence, turbidity, etc., should not be used and reactions should not allow of any difference of interpretation, (3) for estimations normal solutions should be used whenever possible, (4) In the estimation of alkaloids gravimetric methods should have the preference, (5) All the methods prescribed in Pharmacopœias should be such as could be performed by pharmacists in business. After some discussion these recommendations were adopted, and on the motion of Professor Bourquelot, of France, the following resolution was unanimously carried:

DR. A. SCHAMELHOUT.
Secretary of Congress.

"The Congress calls upon the Belgian Government to convene an international assembly, composed largely of practicing pharmacists, for the purpose of unifying the methods of estimating potent drugs and recommends to the proposed assembly that for the estimation of alkaloidal preparations preference should be given to gravimetric methods."

A kindred subject was introduced by Dr. P. Erculisse, who brought forward a proposal for the unification of analytical reagents, and after discussion it was resolved to recommend that Pharmacopœial authorities should adopt as far as possible normal reagents or some multiple of the normal.

The formation of an international association of pharmacists was brought forward by two delegates from Holland, Messrs. Hofman and Schoepp, and from the observations made it would appear that European pharmacy is by no means in a flourishing condition. They pointed out that the chemist's shop has become a place for the sale of all kinds of sundries, whereas it was formerly a place for the sale of medicines and surgical requisites and for analytical practice and that the social status of the pharmacist had declined. The speakers said that the object of an international pharmaceutical association would be to consider the question of pharmaceutical organization in all countries and to collect information and place it at the disposal of different governments. Another object would be to suppress quackery and to submit to international control the production of new remedies.

After some discussion it was decided to form such an association and a provisional committee was appointed to consider the preliminary details. On behalf of the Dutch government, Mr. Van Ledden-Hulsenbosch expressed the hope that the headquarters of the association would be at the Hague.

Pharmacopœial revision, with especial reference to the

position of pharmacists on revision committees was a subject introduced by Mr. Collard of Paris, who gave some interesting details concerning pharmacopœial revision in France. The Minister of Public Instruction has recently appointed the president and secretary of the French Pharmaceutical Association as members of the Codex Revision Committee and the tendency in France is to include more practicing pharmacists on the committee. A paper on the same subject by Otto Raubenheimer, of Brooklyn, N. Y., was also read and the Congress expressed approval of the principles enunciated by Mr. Collard.

Mr. Duliere, chief inspector of Belgian pharmacies, recommended pharmacists to make their own galenical preparations. He said that apart from preparations which owe their activity to well defined principles, preparations obtained from plants, had a composition which was not properly established and consequently could not be estimated. Such being the case Mr. Duliere thought it was desirable that where possible and convenient the pharmacist should make his own preparations. In the course of the discussion it was pointed out that in the case of many products it was preferable that these should be made by manufacturers possessing special apparatus and experienced in manufacturing processes. There was, however, general agreement with Mr. Duliere's observations and it was voted that with the exception of certain special preparations it was desirable for a pharmacist to make his own galenical preparations.

"The Limitation of Pharmacies" was a subject introduced by A. Langrand, of France, who claimed that the pharmacist was far better off in those countries where the number of pharmacies was limited, than in those countries where there was unfettered competition. The countries in which the limitation system existed were Italy, Germany, Austria, Hungary, Russia, Switzerland, Norway, Denmark, Greece and Bulgaria. The principles on which the limitation of pharmacies should be based were in his view, as follows:

1—No new pharmacy should be opened without permission of the public authority; 2, the number of pharmacies should be limited according to the number of inhabitants; 3, a tariff of prices should be fixed by the pharmaceutical authorities; 4, superfluous pharmacies should be closed either by repurchase on the death of the owner, if the son is not a pharmacist, or by voluntary sale; 5, a fund for such purchase should be established; 6, right to open new pharmacies should be accorded by competitive rules.

These principles were adopted by the Congress.

In addition to the above subjects several original communications of a scientific character were contributed. One of these dealt with "The Assay of Pepsin," the authors being Thomas Maben and E. Hercod, and the work on which the paper was based had been carried out in the laboratories of Parke, Davis & Co. The authors considered it advisable that certain definite tests should be adopted to ensure the purity and activity of pepsin, just as are now demanded of the various official chemical products. They suggested that the whole question be remitted to a committee appointed by the Congress to consider and recommend an international standard and method of assay. In their opinion this standard ought to be as follows:

"Take coagulated white of eggs (obtained by boiling fresh eggs for ten minutes), pass through a No. 40 sieve, and press between two sheets of filter-paper to remove surplus moisture; weigh 10 grams, and place it in a flask of 200 cc. capacity, containing 100 cc. of distilled water previously heated to 52° C., 0.25 per cent absolute HCl, and 5 cc. of a 0.1 per cent solution of pepsin. Place the flask in a water bath at 52° C., and digest at that temperature for two hours, stirring gently every fifteen minutes with a rotatory movement by means of a glass rod. At the expiration of two hours the albumin should be dissolved, the solution having an opalescent appearance."

After a discussion a resolution was adopted in favor of referring the question to an international committee.

Numerous successful social functions took place during the days of the Congress and visits were paid to Antwerp and Ostend.

As Deserving as the Doctors.

Veterinary surgeons want commissions. With M D's commanding warships don't see why the pharmacists are not entitled to recognition. In course of time there will, no doubt, be dentists commanding dreadnaughts and chiropodists directing brass bands.—*New York Evening Telegram*

? QUESTION BOX ?

THE OBJECT of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties etc. Requests for information are not answered by mail, and ANONYMOUS COMMUNICATIONS WILL RECEIVE NO ATTENTION; neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of The Era, copies of which, if not out of print, may be obtained for 25 cents each.

Essence of Opoponax.

(F. A. L.)—We are unable to locate the formula. However, here are some formulas taken from an English authority, one of which may answer your purpose:

(1)

Grain musk	1 ounce
Vanilla	8 ounces
Tonka beans	4 ounces
Cologne spirit	10 pints

Macerate for a month, filter and add to the filtrate:

Tincture of orris	4 pints
Millefleurs extract	8 pints
"Citron zeste"	2 ounces
Oil of bergamot	2 ounces
Oil of rose	½ ounce
Oil of opoponax	½ ounce

(2)

Grain musk	½ dram
Vanilla	½ ounce
Tonka beans	2 drams
Spirit	25 ounces

Macerate for a month and add:

Oil of citron	1 dram
Oil of bergamot	1 dram
Oil of citronella	15 minims
Oil of lemon	15 minims
Otto of rose	50 minims
Oil of patchouli	½ dram
Violet extract	16 ounces
Rose extract	10 ounces
Tincture of orris	10 ounces
Cassie extract	5 ounces
Orange-flower extract	5 ounces

(3)

Extract of cassia	8 parts
Extract of tuberose	8 parts
Extract of jasmin	4 parts
Extract of orris root	4 parts
Tincture of benzoin	2 parts
Tincture of tolu	2 parts
Tincture of musk-seed	2 parts
Essence of musk	1 part
Rose water	2 parts

According to Deite ("Manufacture of Perfumery"), musk-seed are the seeds of a plant (*Hebimoschus moschatus Moench*; *Hebiscus abelmoschus, L.*) indigenous to Central Africa, Arabia and India. They are reddish-gray, kidney-shaped, slightly corrugated on the surface, and of an agreeable musk-like odor. The substance producing the musk odor lies in the seed coat. The odor becomes very pronounced on rubbing the seeds between the hands.

Creme de Menthe.

(W.F.C.)—The true "creme de menthe" is a liqueur or cordial, and various formulas have been published of its fabrication. One of these, from a foreign publication, directs "fresh leaves of crisped mint (Mentha crispus) 200 grams; peppermint leaves, 2 kg., and the rind of four lemons. These are macerated with three liters each of alcohol and water and four liters distilled off. To the distillate 2 kg. of sugar in 2 kg. of distilled water is added and the liqueur colored green. The preparation of such a product brings the manu-

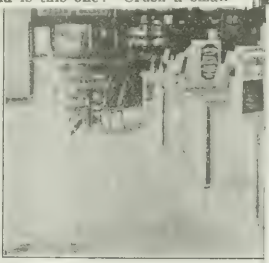
facturer within the category of "distillers," and as such he comes under the regulations of the Internal Revenue Department. However, a "creme de mint" syrup for dispensing may be made, according to Lippincott's Book of Instruction as follows:

Peppermint water (U.S.P.), freshly made..4 pints.
Granulated sugar .....6 pounds.
Vegetable green, sufficient to color.

Prepare by agitation or percolation.

To dispense place one ounce of the syrup in a glass, add 3 ounces of plain carbonated water, mix carefully with a twist bar spoon and pour into a small goblet filled with finely cracked ice.

Another soda fountain formula is this one: Crush a small



A corner of the Via

paper, is profusely illustrated and within its 128 pages is an interesting fund of information about the regeneration and progress of the archipelago, much of it being of especial value to persons desiring to move to the Philippines, or make investments there. In a half page advertisement appears a picture of the "Only American Drug Store in Manila," of which Seth P. Mobley is the managing director. Announcement is made that the store does both a wholesale and retail business and trade relations with American manufacturers are solicited. Mr. Mobley's picture is printed in a group of the representative business men of Manila.

A page is given to the Visayan Drug Co. of Iloilo. A view of the interior of this pharmacy is herewith reproduced. The *Times* also prints a picture of David A. Eberly, the manager and one of the owners, who has been in the drug business in the Philippines for eight years. He is a graduate of Philadelphia C.P. Two or three years ago, H. F. Schuldt, also a Philadelphia C.P. graduate, was taken into the concern and important improvements were made, including the intallation of a soda fountain and ice cream department. The establishment has grown so that it now requires the services of 17 persons, among whom are

How to Keep Chamois Skins.

(O. H.)—"Please advise the best way to keep chamois skins for selling which range from 5 cents to $2 in price. The present system of keeping the skins all in one bunch [illegible] as desired.

Green Sweeping Compound.

(W. L. B.)—For some general information on the composition of these compounds, see the March 11 and October 7 issues of the Era last year, pages 232 and 376, respectively

Here is a general formula given by Cummings in "Modern Formulary":

Dry sawdust	10 pounds
Paraffin oil	2 quarts
Paraffin wax	2 ounces
Coarse salt	½ pound
Oil of eucalyptus	2 ounces
Sea sand	4 pounds
Anilin color	sufficient.

Warm the oil and mix it with the melted wax; dissolve the anilin color in the mixture, add the oil of eucalyptus and saturate the sawdust with the mixture. Then mix this thoroughly with the salt and sand. This gives the compound for rough wood floors. For use on polished floors and carpets, the oil may be reduced to one quart or even one pint, the quantities of the other ingredients remaining as above.

Prepared versus French Chalk.

(H. E. T.)—"Please state the difference between 'prepared' and 'French' chalk?"

Almost any work on pharmacy will give you this information. "Prepared chalk" is the English name for the "creta preparata" of the Pharmacopœia, which is native soft calcium carbonate, freed by elutriation from most impurities. Chemically, it does not differ from the precipitated calcium carbonate (precipitated chalk), but, on account of its greater

Four Veterans of the N. A. R. D.

Arthur S. Evans, new president of the New York State Pharmaceutical Association, photographed at Lake George, during trip there of the association. Mr. Evans is a successful pharmacist of Utica, has been an active member of the State association since 1897 and has served as its vice-president.

the bundle of the size skin demanded is handed out for inspection. There is no way, it was said, to keep the customer from handling the skins, especially if the prospective purchaser be a woman. She feels it over to find irregularities and insists on the privilege. Two devices were tried here. One was a bar with a prong on either end on which the skins were caught and jerked off as sold. This device proved a nuisance and did not protect the skins. It was discarded as impracticable. The other method consisted in a drawer for each size, somewhat as above outlined. It took too much time and its use was also abandoned. The best way, was the consensus of opinion, is the old way: put the stock where the customers can look it over, and turn it over as fast as possible.

Million Dollar Broadway Lease for Riker-Hegeman.

In working out the plans for the consolidation of the Riker and Hegeman interests, the Wm. B. Riker & Son Co. has [illegible] a lease for a store at Broadway and

Olive oil	[illegible]
Ammonia water	1 fl. ounce
Oil turpentine	30 minims
Tincture of opium	30 minims

Mix and apply.

Rhubarb or Pieplant Wine.

(H. B. H.)—Chase's "Receipt Book" (1st ed.) gives these formulas:

(1)

To each gallon of juice add 1 gallon of soft water in which 7 pounds of brown sugar have been dissolved; fill a keg or a barrel with this proportion, leaving the bung out, and keep it filled with sweetened water as it works over, until clear; then bung down or bottle as desired.

According to the author, rhubarb stalks (pieplant) will

furnish about one-fourth their weight in juice, or from 1000 to 2000 gallons of wine to each acre of well cultivated plants. Fill the barrels and let them stand until spring then bottle, as any wine will be better in glass or stone.

(2)

For every 4 pounds of the stalks cut fine, pour on 1 gallon of boiling water, adding 4 pounds of brown sugar; let stand covered 24 hours, having also added a little cinnamon, allspice, cloves, and nutmeg, bruised, as may be desired for flavoring; then strain and let work a few days and bottle.

This formula is said to make a very nice pieplant wine, but more applicable for present use than for keeping.

activity to well defined principles, preparations obtained from plants, had a composition which was not properly established and consequently could not be estimated. Such being the case Mr. Duliere thought it was desirable that where possible and convenient the pharmacist should make his own preparations. In the course of the discussion it was pointed out that in the case of many products it was preferable that these should be made by manufacturers possessing special apparatus and experienced in manufacturing processes. There was, however, general agreement with Mr. Duliere's observations and it was voted that with the exception of certain special preparations it was desirable for a pharmacist to make his own galenical preparations.

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These principles were adopted by the Congress.

In addition to the above subjects several original communications of a scientific character were contributed. One of these dealt with "The Assay of Pepsin," the authors being Thomas Maben and E. Hercod, and the work on which the paper was based had been carried out in the laboratories of Parke, Davis & Co. The authors considered it advisable that certain definite tests should be adopted to ensure the purity and activity of pepsin, just as are now demanded of the various official chemical products. They suggested that the whole question be remitted to a committee appointed by the Congress to consider and recommend an international standard and method of assay. In their opinion this standard ought to be as follows:

"Take coagulated white of eggs (obtained by boiling fresh eggs for ten minutes), pass through a No. 40 sieve, and press between two sheets of filter-paper to remove surplus moisture; weigh 10 grams, and place it in a flask of 200 cc. capacity, containing 100 cc. of distilled water previously heated to 52° C., 0.25 per cent absolute HCl, and 5 cc. of a 0.1 per cent solution of pepsin. Place the flask in a water bath at 52° C., and digest at that temperature for two hours, shaking gently

Solubility of Quinine Sulphate.

(W. H. C.)—"In the following prescription what is the proper amount of hydrochloric acid to add to make a solution as directed

Quinine sulphate	10 grains
Water	120 cc
Hydrochloric acid, q.s. to dissolve	

One teaspoonful three times a day.

"Would it be necessary for patient's life by a prior enemia and to excite a fear reaction? Most authorities direct the addition of a few drops more acid and heat gently the product on solution."

Answering the question, the proper amount of hydrochloric acid necessary is just enough to dissolve the quinine sulphate. This can only be determined by experiment, the difference in temperature and other conditions slightly modifying in each individual experiment the quantity of acid used. MacEwan ("Art of Dispensing") states as a general rule, however, that the amount of any pharmacopoial acid required to dissolve quinine sulphate is reckoned as a minim for each grain of sulphate. On this basis about 150 minims of dilute hydrochloric acid are required, but at ordinary room temperature and in the quantity of water ordered, much less acid will suffice. As the dose of hydrochloric acid is from 5 to 10 minims, it is not probable that the patient would particularly endanger his life by taking the quantity of acid he would necessarily get in a dose as prescribed in the above mixture.

In this department frequent reference is necessarily made to information published in previous issues of The Era, copies of which, if not out of print, may be obtained for 25 cents each.

Essence of Opoponax.

(F. A. L.)—We are unable to locate the formula However, here are some formulas taken from an English authority, one of which may answer your purpose:

(1)

Grain musk	1 ounce
Vanilla	8 ounces
Tonka beans	4 ounces
Cologne spirit	10 pints

Macerate for a month, filter and add to the filtrate:

Tincture of orris	4 pints
Millefleurs extract	8 pints
"Citron zeste"	2 ounces
Oil of bergamot	2 ounces
Oil of rose	½ ounce
Oil of opoponax	½ ounce

(2)

Grain musk	½ dram
Vanilla	½ ounce
Tonka beans	2 drams
Spirit	25 ounces

Macerate for a month and add:

Oil of citron	1 dram
Oil of bergamot	1 dram
Oil of citronella	15 minims
Oil of lemon	15 minims
Otto of rose	30 minims
Oil of patchouli	½ dram
Violet extract	16 ounces
Rose extract	10 ounces
Tincture of orris	10 ounces

Elixir of Lactated Pepsin.

(J. L. W.)—The formula given by the National Formulary for compound elixir of pepsin is typical of the preparations sold under the above title, although but 75 grains of pepsin to the pint are employed in its manufacture. However, the Standard Formulary gives the following, which it states more nearly conforms to many of the commercial preparations:

Pepsin, pure	80 grains.
Pancreatin	20 grains.
Diastase or ptyalin	8 grains.
Carbear, powder	30 grains
Dilute hydrochloric acid	1 fl. dram.
Lactic acid	5 drops
Spirit of orange	2 fl. drams.
Alcohol	5 fl. ounces.
Water	7 fl. ounces.
Simple syrup	4 fl. ounces.

Mix all the above but the syrup, macerate for three days, agitating frequently; filter, to the filtrate add the syrup, and then through the filter add, if necessary, enough of a mixture of alcohol and water, in the proportion of 5 to 7 by measure, to make the liquid measure 16 fluidounces. For comment on elixirs containing pepsin, pancreatin and diastase, see the ERA of October 14, 1909, page 329.

Medium Used in China Painting.

(H.H.W.)—The medium generally used for mixing dry colors for use in china painting is oil of lavender. Sometimes Venice turpentine is added as a dryer. Balsam of copaiba, camphor 2 ounces, Hungarian oil 16 ounces, boiled together, thinned with oil of lavender and oil of turpentine, is

also employed. The Techno-Chemical Receipt Book gives the following as Brianchon's process for painting on porcelain, etc. Preparing the flux: Melt in a saucer 30 parts of rosin and add, during the melting, 10 parts of basic nitrate of bismuth in small quantities with constant stirring. When the mixture begins to assume a brown color pour 40 parts of oil of lavender into the saucer and stir until the ingredients are intimately combined. Now take the saucer from the sand bath, allow the contents to cool, and then add 35 parts of oil of lavender, when the flux is ready for use. The salts of oxides of antimony, chromium, cobalt, copper, iron, iridium, palladium, rhodium, silver, uranium, zinc, etc., are used as coloring substances; and gold, if the colors of mother-of-pearl or a prismatic play of colors is to be produced.

paper, is profusely illustrated and within its 128 pages is an interesting fund of information about the regeneration and progress of the archipelago, much of it being of especial value to persons desiring to move to the Philippines, or make investments there. In a half page advertisement appears a picture of the "Only American Drug Store in Manila," of which Seth P. Mobley is the managing director. Announcement is made that the store does both a wholesale and retail business and trade relations with American manufacturers are solicited. Mr. Mobley's picture is printed in a group of the representative business men of Manila.

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How to Keep Chamois Skins.

(O. H.)—"Please advise the best way to keep chamois skins for selling which range from 5 cents to $2 in price. The present system of keeping the skins all in one bunch causes them to become dirty and unsalable. It seems that there should be some device to get at any size at once."

To secure a practical reply to the above query an Era representative interrogated several successful retail pharmacists in this city on the subject. It developed that the sale and display of skins was in fact a question of, and depended greatly on, the psychology of a woman's mind, for no matter how arranged, women customers insist on "pawing" over all the chamois stock carried. Mere man deposits his money, seizes his purchase and without question departs. A woman customer desiring, for instance, a chamois skin for a vest, feels every square inch of its surface to be sure the thickness is uniform. One of the pharmacists visited tried the experiment of sorting his skins as to sizes and placing each size in the tray of a chest. His experience with this method was not satisfactory, for almost every skin was handled before a sale was consummated. The chest was abandoned and the old system resumed. Another pharmacist reported that the only practical way was to keep the skins in a roll in a dustproof case. His only departure from this method was when he displayed them hanging from a rack for special sale. Both the above pharmacists sold skins in sealed boxes which the customers insisted on opening and examining before handing over their money. These boxes, moreover, it was reported, did not keep the contents from hardening.

The system employed in the drug stores of a large, local corporation is to arrange the skins per size and cost on glass shelves of a glass-enclosed cabinet. Dust and dirt are thus kept out and the exhibit is continually on view. The customer is restricted as much as possible to specifications and the bundle of the size skin demanded is handed out for inspection. There is no way, it was said, to keep the customer from handling the skins, especially if the prospective purchaser be a woman. She feels it over to find irregularities and insists on the privilege. Two devices were tried here. One was a bar with a prong on either end on which the skins were caught and jerked off as sold. This device proved a nuisance and did not protect the skins. It was discarded as impracticable. The other method consisted in a drawer for each size, somewhat as above outlined. It took too much time and its use was also abandoned. The best way, was the consensus of opinion, is the old way: put the stock where the customers can look it over, and turn it over as fast as possible.

On Crutches, But Is a Hustler.

Arthur S. Evans, new president of the New York State Pharmaceutical Association, photographed at Lake George, during trip there of the association. Mr. Evans is a successful pharmacist of Utica, has been an active member of the State association since 1897 and has served as its vice-president.

Million Dollar Broadway Lease for Riker-Hegeman.

In working out the plans for the consolidation of the Riker and Hegeman interests, the Wm. B. Riker & Son Co. last month negotiated a lease for a store at Broadway and Dey street, Manhattan, New York, which represents probably $1,000,000 rental for a period of 21 years, the lease being conditional. By the agreement a minimum of $30,000 a year is to be paid, a total of $630,000 for 21 years.

The owners, the City Investment Co., however, will receive much more than that sum. The rent really is based on the gross income of the business, with the $30,000 as the minimum. The terms are 7 per cent of the income for the first 5 years, 6 per cent for the next 5 years and 5½ per cent for the remaining 11 years. This is likely to yield much more than $1,000,000 to the landlord.

Provision is made to turn the store over to the new Riker-Hegeman Co. It is located within a block of the present largest Hegeman store at 200 Broadway.

In the Mirror Before Us.

By Joel Blanc.

The Kicker.

AFTER the regular order of business, a tabled motion was taken up and debate upon it commenced. During the debate, one of the men read a letter from an absent member. The letter commenced:

"I was ill at the time of our last meeting, and I am in worse condition now than I was then, but I have heard of Gillmore's motion and feel that duty demands that I oppose it by letter, as I shall be unable to be with you." The letter then continued with an intelligent and vigorous criticism of the motion.

Hardly had the reader finished the letter than a dozen men were on their feet, clamoring for recognition. "Kicker! Crank! Knocker!" and words of similar meaning were heard. The chair recognized one of the most vociferous individuals, who immediately started a tirade against the writer of the letter. The speaker seemed to have utterly forgotten the motion which was before the house and none interrupted his flow of invective against him who had dared oppose popular opinion.

While the speaker was in the heat of his passion, a tardy member entered. The late arrival soon caught the purport of the speaker's words and, rising, said in a clear and penetrating voice: "I have just come from the home of the writer of the letter. He died a few hours ago!"

Instantly a hush came over all within the room. Some faces grew pale, while others were suffused with blushes of shame and regret. Then he who had announced the passing of a brother, spoke again:

"I would repeat to you the favorite lines of our dead friend:

"'Out of the night that covers me,
Black as the pit from pole to pole,
I thank whatever gods there be
For my unconquerable soul.

"'In the strong stress of circumstance
I have not winced nor cried aloud;
Under the bludgeonings of chance
My head is bloody, but unbowed.

"'Beyond this vale of wrath and tears
Looms a bright vista through the shade,
So that the menace of the years
Joyfully finds me unafraid.

"'It matters not how straight the gate,
How charged with punishment the goal,
I am the master of my fate,
I am the captain of my soul.'"

The motion was lost.

A Really Truly Coat.

It was his eighth birthday. When he awoke, he saw beside his bed a new suit of clothes, with a Norfolk jacket, a white shirt-waist, and a collar, four-in-hand and scarf-pin "just like papa's." These, his parents had given to him. Dear friends had sent "a watch that really tells time" and a chain.

He jumped from his bed and danced with joy. He was lavish with his words and kisses of thanks. A few moments more and he was dressed and stood posing before the mirror. He viewed his every curve from every angle. He asked if he did not "look a foot taller." He wondered if his teacher would notice his suit, and what his school-mates would say when they saw him. He looked at his blouse of yesterday and remarked that he would "have to give it to some little boy." He decided that he would have to choose new and older playmates, that he would have to study harder in order to be promoted. After a pretense at breakfasting, he marched off to school, with a military tread and head held high. His face was wreathed in smiles and throughout the day an expression of supreme satisfaction was evident.

After he was tucked into bed he assured his father and mother that "the really truly coat and the other big boy things" had given him "the very most happiest day" of his life. His parents kissed him good night, and left him alone.

The man turned to his wife, and asked: "What's the matter?" She was crying. "I—I can't—can't help it!" He was never so truly happy before, and—I'm so happy!"

The man kissed his wife, and then went to his den, and—well—he was just as happy as his wife was—in the same way.

After a while the man put on his glasses again, and he wondered why he had brought so few perfectly happy days into the lives of others. He wondered why he had deprived himself of so much true happiness by failing to realize that happiness is only the reflection of the joy one may bring to others. He wondered why so many druggists fail to realize it in dealing with their wives and children, their clerks and fellowmen. He thought he would write something about his feelings, but somehow, his emotions were enshrined so deep within him that he could not bring them to his finger tips.

In this department frequent reference is necessarily made to information published in previous issues of The Era, copies of which, if not out of print, may be obtained for 25 cents each.

Essence of Opoponax.

(F. A. L.)—We are unable to locate the formula. However, here are some formulas taken from an English authority, one of which may answer your purpose:

(1)

Grain musk	1 ounce
Vanilla	8 ounces
Tonka beans	4 ounces
Cologne spirit	10 pints

Macerate for a month, filter and add to the filtrate:

Tincture of orris	4 pints
Millefleurs extract	8 pints
"Citron zeste"	2 ounces
Oil of bergamot	2 ounces
Oil of rose	½ ounce
Oil of opoponax	½ ounce

(2)

Grain musk	½ dram
Vanilla	½ ounce
Tonka beans	2 drams
Spirit	25 ounces

Macerate for a month and add:

Oil of citron	1 dram
Oil of bergamot	1 dram
Oil of citronella	15 minims
Oil of lemon	15 minims

Many a man has grown in height,
With but little change of head.

Hamilton Co. Ph.A. Enlarges Formulary Committee.

CINCINNATI, Sept. 20.—Much interest was displayed by members at a recent meeting of the Hamilton County branch of the Ohio State Ph.A., held in the Lloyd library building. The U.S.P. and N.F. propaganda work was discussed by F. W. Kisker. The following members were added to the formulary committee: John M. Fallon, Harry Sentker, H. I. Igler, J. E. Flannery, George F. Stier, Joseph Schneider, Otto E. Kistner, William L. B. Brittain, Alfred DeLang, H. P. Walterman, E. L. Barton, Fred Schanzel, S. Strauss, Joseph Brand and Mathew Mangold. The original members of the committee are Theodore D. Wetterstroem, F. W. Kisker and H. J. Dusterberg.

Why Not Sell Soda Water?

CLINTON, Wis., Sept. 1.—At a recent meeting of the village board all of the applications from local druggists for permits to sell liquor were refused. It is thought, however, that the druggists will make further efforts to obtain licenses.

Druggist Installs Electric Piano in His Store.

SILVIS, Ill., Sept. 10.—V. H. Dumbeck has installed a fine new electric piano in his drug store. Customers may now listen to the strains of a Wagnerian production or a lively ragtime while waiting for the cars.

Will Soon Move Into His Own Building.

Fred H. Gasby, Eau Claire, Wis., proprietor of the South Barstow street drug store, recently purchased a business block in the same street, which he will have remodeled and will then move from his present location into his new store.

American Druggists Find a Good Field in Philippine Islands.

FRESH from the far away Philippines, giving evidence of American enterprise, intelligence and push comes a copy of the investors' and settlers' edition of the Manila *Times*, of which Martin Egan, formerly of New York, is the managing director. The edition is printed on fine paper, is profusely illustrated and within its 128 pages is an interesting fund of information about the regeneration and progress of the archipelago, much of it being of especial value to persons desiring to move to the Philippines, or make investments there. In a half page advertisement appears a picture of the "Only American Drug Store in Manila," of which Seth P. Mobley is the managing director. Announcement is made that the store does both a wholesale and retail business and trade relations with American manufacturers are solicited. Mr. Mobley's picture is printed in a group of the representative business men of Manila.

A corner of the Visayan Drug Store, Iloilo, Philippine Islands.

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TRUNKS A SIDE LINE: SODA "TOO SLOPPY."

Western Drug Firm Doesn't Operate Fountain Nor Carry Cigars, But Carries Strange Side Lines.

Members of the American Druggists' Syndicate party which traveled by private car from this city to the Pacific Coast and return during last summer, visited the drug stores of nearly all the large cities and towns en route. They picked up many valuable pointers and discovered many idiosyncrasies of the soda dispensing business while on their trip. Especially so was this true in the Middle and Far West.

In Portland, Ore., the Clarke Woodward Co., has perhaps the best appointed drug store and it is probably the only one the management of which believes in Sunday closing, as the store is open for only two hours on that day. Many departments are carried, trunks being one of the company's side lines. Strange to say, however, there is no soda fountain and cigars are not handled. Soda water, the manager said, was "too sloppy." The prescription department was a model of efficiency and cleanliness.

Buys Ice Cream Soda and Robs Druggist.

"Fork over that stuff," was the gruff command that startled E. E. Parrish, proprietor of the Walla Walla Pharmacy, Twenty-first avenue and East Jefferson street, Seattle, late at night recently, as he was counting his cash. Turning, he gazed into the black muzzle of a revolver. He handed over $55 without a word, and the robber disappeared into the night.

The thief had previously ordered an ice cream soda. Parrish served him, and then, while he was finishing the soda, turned to the register and started to count his cash.

Jobbers' Views of Co-Operation

SUCCESS DEPENDS LARGELY ON MAN AT HEAD.

Wisconsin Wholesaler Believes in "Live and Let Live" Policy in Relations of Jobbers and Retailers.

By L. A. Lange,

of the Yahr & Lange Drug Co., wholesale druggists, Milwaukee, Wis.

The question of "chain stores" in the retail drug line, is a complex one, at least, on the surface, it so appears to me. In this section we have not had much experience with organizations of this kind. It a near-by city in this State there are two such chains of stores. From personal knowledge of the workings of one of these organizations, I can say that with a man at the head of six stores, that man an exceptional one in executive ability, in a thorough knowledge of the drug business, in energy, push and in all that goes to make up a first-class business man, this chain of stores is a complete success. But how many such men are there? In the case I have in mind the manager, because of the close proximity of the stores, can and most likely does visit all of them daily. He is the head, the front, the soul of the organization. He does the buying, the advertising for all—and is in complete touch with all. But again, how many such men are there? If this man could not keep personal watch over the affairs of this chain of stores and was obliged to delegate supervision of one or more to others, to my mind the chance of success would be materially lessened. How much greater then would be the danger of a successful outcome if these stores were scattered through several cities, when of necessity the management and supervision would be divided? From this viewpoint it seems to me that the best chance of success lies in a man managing his own affairs, in giving strict attention to his business, studying the wants of his patrons and catering to them with all of the ability he possesses. If lacking in business ability, success is not likely to follow any man.

My experience, covering nearly 40 years in the wholesale drug business, leads me to believe that a large majority of the retail druggists with whom I have had business relations can and do manage their business successfully and are content to "let well enough alone."

The attempt by some persons to create friction or antagonism between the wholesale and retail dealer, will, to my mind, fail of its purpose. if the wholesaler takes an interest in and considers the welfare of his retail patrons as he

should, and, as I believe in most cases, he does. Confidence between the two branches of trade will not be easily undermined if established on a "live and let live" basis, as it should be.

A.D.S. HAS NOT YET ELIMINATED THE JOBBER.

Likewise Doubtful if A.D.S. Chain Would Eliminate "Chains" Established Under Other Auspices.

By SAMUEL R. KELLY,

vice-president and treasurer of the George A. Kelly Co., wholesale druggists, Pittsburg, Pa.

Treating the question in a general way, there is no doubt whatever that a chain of a thousand drug stores under one management can be made successful. The large chain of stores will be subject to the same laws that determine the destiny of a small chain, or a single store. If the management is competent, the business will be made to produce a profit; if incompetent, the business will be apt to suffer the misfortunes that overtake an enterprise, launched under unwise policies.

Your request, therefore, for our impression as to whether a large chain of stores is practical under the management of the American Druggists' Syndicate, is one that requires us to express an opinion of that organization, in order to give the matter specific treatment, and since the A.D.S. openly claims to be a benevolent institution, working entirely in the interest of the retail druggists, we do not hesitate to express our opinion.

When the A.D.S. was beginning its career, its claim was that with ten thousand members, it would "absolutely control" the drug situation. It also declared that the jobber was a parasite and should be eliminated from the field. Its claim now is, that with a chain of stores it will "absolutely control" the situation, and we believe it will come as near to controlling things with its chain of stores as it does with its very large membership.

Each time the A.D.S. starts out to "control" things it offers the trade some more shares of stock for good money, and the trade, so far, have bought with extreme liberality. It looks simple enough to us that any enterprise launched to "curb the career" of others is doomed to disappointment. The A.D.S. seems to think it must check the growth of other chains of stores, just as it thought it must "eliminate" the jobber. Time alone will tell, but we cannot help believing that an enterprise which bases its hopes of success on putting other men out of business, is building on a frail foundation. As to the effect of chains of stores on the wholesale druggists, we are not so clear. We are filled with optimism, however, since the very largest chains of drug stores and most stupendous department stores all over the country patronize the jobbers in all lines quite liberally and find them very convenient.

DENIES ANY REAL BENEFIT IN CO-OPERATION.

Cheap Buying Means Cheap Selling—Manufacturers Can Aid by Selling Only Through the Jobbers.

By JACOB WEIL,

of Bratt, Loeffler & Weil, importers and wholesale druggists, New York City.

The old saying, "I would rather be a king among dogs, than a dog among kings," holds good in considering the present revolutionary idea of conducting chain drug stores. The ambition of every drug clerk is that at some future day he may become the proprietor of a store. Nothing appeals more to the young man after graduating from college than the desire of seeing his name over the door of a pharmacy, not as manager, but as proprietor. I feel that the future is bright for the professional pharmacist as the professional role is the only one that can be maintained by the independent pharmacist. Those who will desire to conduct a department store or commercial pharmacy in the time to come will certainly be numbered among the less good. It should be the ambition of every clerk and proprietor to change his method, and to decide which line he will conduct, whether he will conduct a commercial or professional pharmacy. Chain or co-operative stores conducted under the auspices of an association will be a failure, for many generals without privates cannot win a battle.

I would advise proprietors of the small retail stores who are at present doing business with insufficient capital to form a copartnership with some of their other small competitors and to make one good, well-stocked and successful pharmacy out of the two or three stores which under present conditions are barely existing. The future of pharmacy depends almost entirely upon the men who are engaged in it. I have not seen anybody so far who has been benefited by these association or buying clubs. From observation I have noticed that when the average pharmacist buys his goods a few per cent cheaper, he will again sell them cheaper, so that in the end he is not financially benefited but forces his competitors also to sell at cut-rates, thereby demoralizing prices in districts where such conditions did not before exist. The only correct principle for the pharmacist to remember is that he must make his success by trying to get all he can for his goods and professional services.

To the average pharmacist, cheap buying means cheap selling. If a pharmacist should buy all his goods 5 per cent cheaper than he does now, his profit at the end of the year will not be any more, in fact, it will be less than it is at present. There is only one hope for success in the future and that is in a rule that will compel the manufacturers to sell all their goods through the jobber, with no provisions for intermediate quantity lots and no preferred list, so that large and small buyers would all stand on an equal footing.

NO CO-OPERATION BEYOND CASH BUYING BASIS.

In a Chain of Mutual Liability the Incompetents and Dishonest Ones Would Likely Swamp the Good.

By CHARLES COONLEY,

of Charles Coonley & Co., South Bend, Ind.

In regard to a chain of co-operative drug stores, I think every A.D.S. store should be a co-operative store so far as buying is concerned, and that this association and its branches should be as the A.D.S. is now, independent in its management and liability and that each branch should pay cash with orders for such articles as they purchase from the association. This policy, as I understand it, is the one now followed by the A.D.S., and it shuts out the sluggards, the dead-beats and the man who has not judgment enough to keep his business ahead, pay cash, and take advantage of discounts.

I believe that a co-operative chain of stores of mutual liability and under mutual management would not succeed from the fact that some incompetent or dishonest ones would creep in and they would swamp the good ones. Co-operative organizations have always been a failure throughout the world and particularly in the United States.

MANY HAVE FALSE IDEAS OF JOBBING IN DRUGS

Prominent Southern Wholesaler Advises Keeping Out of the Discussion of the Chain Store Systems.

By D. D. PHILIPS,

Berry, Demoville & Co., Nashville, Tenn.

The subject of chain stores is a triangular affair, and we jobbers should avoid making it four-sided or causing bad bullying bickering. At the same time, it is peculiar that so many should have such a false idea of the many phases of the jobbing distribution of the multiplied list of drugs, etc.

Hard Shot at the Price Cutters.

Before us is an editorial sent from the West, but from what journal we cannot determine. It refers to the price cutter and says: "As a matter of fact, manufacturer, jobber and retailer ought to alike join the work of exterminating and skinning this animal." Why? Is it not because he ignores fellowship? Does he not endeavor to build up a business by tearing down that of others; robbing competitors of a just reward for a needed service rendered the community?—*American Grocer.*

Homeopaths and Allopaths.

If on doctors you should be a caller,
You will find there's not much in a name;
Though the dose of the one is much smaller,
The size of their bills is just the same.
Lippincott's.

BOARD EXAMINATIONS

Ohio.

SANDUSKY, Sept. 1.—The Ohio State Board of Pharmacy has announced the result of the June examination, conducted at Columbus under its auspices. Licenses were granted to the following:

Pharmacists—J. N. Martin, L. H. Sears, George W. Feek, A. M. Clander, Walter Fallon, Edward Ebing, G. C. Brigler, L. F. Werner and M. J. Miller, of Cincinnati; A. M. Gehring, G. H. Voerg, O. D. Friska, W. F. Braunlich, W. J. Polak, J. A. Gerlach, G. W. Fay, M. D. Musa, O. R. Wrahse and G. E. Scanlon, of Cleveland; W. A. Hughes, W. E. Duffey, John W. Lee, Irwin Arnold and B. O. Schreiber, Columbus; G. H. Kuhn and Leo S. Truxell, Shelby; G. W. Pike, R. E. Russell and H. F. Hosfeld, Akron; Guy Flickinger, Toledo; Etta Dew, Summerfield; P. M. Fry, F. Ryan, Binghamton, N. Y.; H. D. Matthews, Mt. Gilead; A. G. Puerson, Bellaire; P. J. Rauck, Sycamore; Henry Ettinger, Youngstown; E. C. Austin, Hamilton; C. Fechtel, Orrville; M. O. Pontius, Smithville; H. C. Buchert, Portsmouth; C. F. Baskhurst, McConnellsville; F. H. Williams, Carthage; John E. Stout, Bethel; E. M. Oxley, Troy; B. E. Hartman, Medina; C. W. Ebert, Circleville; A. G. Stephenson, Jackson; W. K. McAllister, Belmont; Herbert Lucas, Circleville; M. O. Roth, Lorain; O. W. Howser, Steubenville; H. H. Reineke, Defiance; O. M. Welsh, Parkman; D. E. Evans, Ada; C. Feller, Troy; C. F. McCutchen, Chester, W. Va.; G. C. Butler, Lima; M. M. Bishop, Barnesville; M. H. Stanbarger, Strasburg; H. B. Smith, Pomeroy; R. P. White, Youngstown; N. A. Graney, Altoona, Pa.; J. C. Byrne, Wellsburg, W. Va.; L. N. Beck, Newark, Ohio; W. Dewitt Hicks, Fostoria; T. C. Christopherson, Zanesville, and Louis A. Bandy, Homestead, Pa.

Assistants—Frank A. Smith, O. E. Owens, B. B. Blorser, L. A. Dailey, W. H. Ford, J. H. Joseph, R. C. Miller, A. P. Krouse, Louis D. Harp, Lewis W. Bitzi, E. W. Wilfert, John Kelso, H. H. Hord, A. Crandall, W. E. Foertmeyer, W. P. Meissner, Florence Ross, D. L. Griffin, F. J. Ministermann, O. G. Watterstrom, Herman Schuler, C. B. Jameson, C. E. Kiesling, K. E. Bradley, H. M. Ackerman, J. P. Kopency, E. D. Engel, W. F. Miller, C. J. Vorkamp, C. S. Roberts, H. Haverkampf, Harry Tucker, C. J. Kampf, H. L. Sierwait and R. C. Murr, S. J. Bestwic, R. F. Tifton, May E. Straw, V. C. Masseran, G. A. Kurlander, Feril Hart, E. A. Humefeld, Bruno Rafs, J. E. Messenger, G. H. Fickhardt, E. G. Moolack, C. M. Brown, J. J. Efbel, H. W. Lehrer, J. J. Wittenberg, E. V. Wiebold, R. K. Stephens, G. B. Hicks, G. H. Neil, A. G. Walch, W. W. Harrington, R. G. Bluhm, W. G. Gaessler, E. E. Geyer, S. M. Jones, R. D. Russell, C. V. Busch, Robert Hendess, M. C. Crandall, T. D. Phelps, Ed. Davey, G. B. Newton, A. E. Tryon, Clyde Martin, B. E. Holland, H. W. Brewer, J. E. Kerschner, L. V. Bates, O. E. Taylor, Otto Ebnot and J. L. Duffey

Illinois.

SPRINGFIELD, Sept. 1.—At the July examination of the Illinois State Board of Pharmacy in Chicago 32 of the 50 applicants for assistant pharmacists, 26 of the 69 candidates for registered pharmacist and the only applicant for local registered pharmacist were successful. Their names follow:

Assistant Pharmacists—B. D. Burley, Philip Deitch, Alfred E. Dahlberg, Martin Fox, Morris Fox, Jas. C. Graham, Julius T. Goreche, Robt. L. Ironside, Raphael Jacobson, Jacob Kohn, Rupert L. King, Louis C. Kvitck, Joseph Langerman, Benedict G. Levinson, Urban J. Lewis, John McNulty, Erwin J. Mark, French B. Reid, Louis Rosenfield, Herman Schlachet, A. M. Serritella and Louis R. Wernecke, all of Chicago; Perley Burritt, Evanston; John F. Kelley, Highwood; Lester R. Mason, Peoria; Harry S. Miller, Palatine; Henry O. Peterson, Peoria; Thomas Ross, Coal City; Arthur H. Schroeder, Mt. Olive; Benj. S. Schildberg, Mendota; Geo. H. Stoutin, Springfield, and Clarence A. Tay, Bloomington.

Registered Pharmacists—Joseph J. Barrash, Samuel Barback, C. Clifford Cummings, E. Arthur Edlund, Benj. Feldman, Jos. Halpert, Geo. C. Hansen, Herbert E. Jago, David S. Katz, Chris W. Lee, Emil E. Lehmann, John J. Liska, Carl W. Lutz, Frank W. Martin, Edwin S. Matson, Martin Niggeling, Frank T. Piper, Frank A. Rosenbaum, Leo C. Solomon, Stanley B. Webster, all of Chicago; C. J. Bottom, East St. Louis; Bruno B. Brunke, Redgranite, Wis.; Lynn T. Coley, Pittsfield; Esther Davis, Toronto, Canada; Samuel Fox, Highland Park; Oscar A. Marton, Bloomington.

Local Registered Pharmacist—Miss Mary A. Hobart, Ashmore.

New Jersey.

BRIDGETON, Sept. 1.—Henry A. Jorden, secretary of the New Jers y State Board of Pharmacy, announces that the next examinations will be held in Trenton, Oct. 20-21. The following passed at the July examinations:

Registered Pharmacists—Morris H. Albach, Roselle Park; David C. Anderson, Newark; William D. Baun, Philadelphia; Charles P. Baum, New York; Henry D. Block, Jersey City; John G. Boyttm, Newark; Walter G. Brown, Philadelphia; Minton D. Bross, Rahway; Charles F. Cartwright, Somerville; David I. Cohen, Jersey City; Lester C. Connelly, Ocean Grove; Ralph J. Davenport, Princeton; Casper J. De Vries, Paterson; Felix A. Del Vecchio, Newark; Anthony Di Bella, New York; Robert Epstein, Elizabeth; Harold Feuereisen, New York; Frederick F. Fiala, West Orange; J. C. Fitch, Philadelphia; Louis Freedman, Philadelphia; George Freshell, Wyncote, Pa.; Vincenzo Giacalone, New York; Edward P. Gibneym, Atlantic Highlands; Robert E. Giles, Washington; James L. Hamilton, Somerville; Martin Hoffman, Keyport; William F. Holzer, Arlington; Samuel Kaufman, New York; Harold I. Kessler, New York; George W. Kraeuter, Newark; Federico La Piana, Hoboken; Meyer A. Levinson, Harrison; Martin Malkin, Brooklyn; Abraham Markoff, New York; Frederick W. McClung, Perth Amboy; Emil A. Mundaro, New York; John J. Parentini, West Hoboken; Garrett J. Powers, Belleville; Fritz L. Reusch, Newark; Stephen H. Rostkowski, Perth Amboy; William Rowlan, Highlands; Benjamin Seigl Newark; James P. Smith, Newark; William Soliveau, West Hoboken; Julius Taub, Jersey City, Zsigmond Tegze, Passaic; Nathan Watman, Bayonne; Albert C. Wester, Newark; Arthur W. Williams, Newark; George H. Williams, Camden.

Registered Assistants—Edward Bessman, Newark; William J. Buss, Newark; Samuel B. Greenwood, Newark; Abraham Goldin, Newark; Samuel Hailperin, Newark; Ollington C. Hayes, Newark; Walter A. Penrose, Trenton; William C. Staehle, Newark; Frank Walkenberg, Newark.

Texas.

FORT WORTH, Sept. 1.—Secretary R. H. Walker, of the Texas State Board of Pharmacy, announces that the next meeting will be held at Galveston, Sept. 20. Under no circumstances will any applicant be permitted to enroll for examination unless he shall have had four years' experience, credit being allowed for time expended at college. Applicants for assistants' certificates must have two years' experience, before being allowed to apply for examination, and one who holds an assistant's certificate must have two years' additional experience before he can apply for full registration by examination. No variation from this rule will be tolerated in the future.

The following passed the recent examinations and were awarded certificates, either as registered pharmacist or assistant, as per section 3 of the Pharmacy Law:

R. O. Carroll, Fort Worth; J. R. Man, Decatur; W. B. Johnson, Dallas; S. A. Lundy, Fort Worth; J. A. McNutt, Dallas; L. F. Mallow, McKinney; Fred Heineke, Brenham; W. M. Butler, Florence; W. L. Taylor, Fort Worth; C. L. Wilder, Whitt; J. R. Atkinson, Florence; J. E. Keith, Porth Arthur; Miss M. McCarley, Galveston; J. M. Gawling, San Augustine; Robt. A. Jones, Whitewright; J. Q. Baldridge, Rockdale; J. G. Voelcker, New Bruansfel; B. Barnett, Kemp; D. M. Howard, Devine; Carl Sterling, Sulphur Springs; T. J. Miles, Rockland; K. E. Krug, Brenham; A. A. Chernosky, Rosebud; H. S. Widney, Dallas, assistant; S. L. Lightfoot, Bridgeport; C. A. Eiland, Munday; L. A. Mitchell, Palestine; E. S. Lawrence, Des Moines, Iowa; E. T. Summett, Fort Worth; W. F. Albert, Galveston; P. L. Crain, Moore; O. O. Taylor, Linden; E. W. Brooks, Fort Worth; Edward Russell, San Antonio; T. M. North, Jr., Yoakum; A. B. Von Dohlen, Hitchcock; John T. Sparkman, Alvord; Miss F. L. Little, Hughes Springs; Miss Ida Pfeiffer, Kerrville; T. M. Gentry, Big Springs; J. E. Waters, Bridgeport; T. H. Alexander, Humble; L. E. Locke, Bryan; M. A. Donaldson, Austin; J. P. Hennessy, Madisonville; W. E. Rogers, Bremond; F. C. Mothershead, Everman; G. S. Blankinship, Tourpe, assistant.

Wisconsin.

MADISON, Sept. 1.—As a result of the recent examinations the Wisconsin Board of Pharmacy has granted certificates to the following:

Registered Pharmacists—Francis F. Kane, Milwaukee; Sabus N. Haas, Richland Center; Herman Roettgers, Milwaukee; Joseph F. Wiesner, Neillsville; Walter A. Winkel, Fond du Lac; Eugene O. Vogel, Oshkosh; Alfred G. Peterson, Waupaca; L. E. Martin, Lone Rock; Otto M. Hester, Milwaukee; Harry Oliver Gray, Madison; Lentena G. Reiser, Edgar; Sigismund Krawczak, Milwaukee; Herman F. A. Krueger, Milwaukee; Stanley M. Gorski, Milwaukee; Charles E. Trakel, Oshkosh; John F. Zoesch, Butternut.

Assistant Pharmacists—Alfred Axt, Milwaukee; Isaac N. Lovejoy, Stoughton; J. Moore Rutledge, Milwaukee; James G. Sharp, Milwaukee; M. J. McGovern, Waterloo; H. W. Leonard, Madison; Arthur R. Schmidt, Gresham; Fred W. Marquardt, Milwaukee; Alfred T. Hafemann, Milwaukee; Christ Johnson, Chippewa Falls; Walter C. Burns, Oakfield; Herman P. Reif, Madison; Le Roy Sweet, Roberts; Mabel D. Clark, Wild Rose.

Minnesota.

ST. PAUL, Sept. 1.—Charles T. Heller, secretary of the Minnesota State Board of Pharmacy, announces that 52 candidates appeared for examination before the board at Minneapolis July 18. The following were granted certificates:

Pharmacists—Herbert W. Cutler, Park Rapids; Charles O. Diessner, St. Paul; E. L. Kallner, Minneapolis; Theodore J. Le Vine, St. Paul; Anastasia M. Remes, Minneapolis; F. A. U. Smith, St. Paul; Harold A. Tyrholm, New Richland; Nels Vasenden, Fertile.

Assistant Pharmacists—Arthur T. Blomquist, Milaca; Leo C. Cycmanick, Minneapolis; William Humphreys, Moorhead; A. R. E. Johnson, Minneapolis; Ernest S. Kaplan, Owatonna; Elmer J. Peterson, Red Wing; Edwin Shirley, Eau Claire, Wis.

The next meeting will be held at the College of Pharmacy Building, State University, Minneapolis, beginning Oct. 17. Applications must be in the secretary's hands at least one week prior.

Oklahoma.

STROUD, Sept. 1.—Secretary J. C. Burton announces that at the July meeting of the Oklahoma State Board of Pharmacy the following persons were successful in passing the examination, all being residents of Oklahoma, except one:

Registered Pharmacists—Hattie Bryant, Taft; H. C. Chope, Newkirk; L. P. Carpenter, Hugo; Irwin Dalton, Porter; L. E.

Ellison, Apadaca; C. Y. Garrison, Denton Texas; C. A. Gault, Quinlan; James I. Hendinger, Lindsay; E. L. Hayes, Pawhuska; M. H. Lessing, Alva; J. D. Nance, Bochita; G. J. Peterson, Wagoner; W. J. Reesma, Oklahoma City; W. E. Severs, Nowata; J. C. Thompson, Muskogee; L. A. Winans, Oklahoma City; J. P. Wikerham, Oklahoma City.

Registered Assistants—M. G. Kreul, Dill; J. R. Presley, Chickasha.

Kentucky.

Winchester, Sept. 10.—At the July meeting of the Kentucky Board of Pharmacy held at Dawson Springs, a class of 20 was examined for registered pharmacist, and a class of 25 was examined for assistant. The following qualified:

Registered Pharmacists—Frank M. Crump, Smiths Grove; Geo. E. Fisher, Russellville; Jas. L. Hathaway, Richmond; Frank B. Willett, Spencer.

Assistant—Arthur W. Allen, Somerset; Edwin P. Curry, Danville; Lyman S. Estes, Corbin; Henry C. Herp, Louisville; H. E. Katterjohn, Paducah; H. F. Cohn, Louisville; Fred B. Kluth, Louisville; L. K. Sykes, Hendersville, Harding Thurman, Lexington; C. A. Sneduker, Covington; J. C. Allman, Richmond; J. T. Cheatham, Woodburn; L. W. List, Paducah; Roy McConnell, Memphis; J. E. Meacham, Sturgis; C. P. Morehead, Bowling Green; E. D. Mullins, Wingo; C. Passmore, Louisville; W. M. Perry, Earlington; J. L. Venable, Woodburn; O. G. Withers, Eddyville; I. B. Crowe, Graham; J. W. Head, Lebanon, Tenn.

The next meeting will be held at Winchester, Oct. 11—12. Applications should be filed with the secretary at least ten days before that time.

District of Columbia.

Washington, Sept. 1.—At the regular quarterly examinations of the Board of Pharmacy of the District of Columbia, held July 14-15, the following were listed as the successful candidates and were duly licensed:

John Harold Morgan, Columbus Washington Henry, Thomas Jefferson Tate, Douglass Tschiffely, Harry Patton Jones, Harry Joseph Paul Senay, Homer Kirk Butler, Melville Brainard Tewksbury, Daniel Locher Grove, Banjaiman Alvin Betts, Charles Thomas Conrad, Jr.

The next examination will be held Oct. 13-14, 1910. C. J. Fehrmann has been appointed a member of the board, vice Lewis Flemer, term expired.

Missouri.

St. Louis, Sept. 1.—The Missouri State Board of Pharmacy announces that 20 of the 43 applicants for registration at the Cape Girardeau examination were successful, as follows: J. R. Morehead, Milan; Price R. Glenn, Harrisonville; W. E. Sturgis, Kennett; Joseph A. Furlong, St. Louis; A. S. McCorkle, Carrollton; O. A. Dodson, Milan; J. R. Flynn, Kirksville; Paul Rigg, Weatherby; O. A. Cope, Kennett; F. B. Young, Kansas City; H. C. Wasem, Cape Girardeau; W. H. Ayres, Miami; Charles Strapp, Hardin; E. L. Wells, St. Joseph; J. W. Rea, Milan; J. F. Farrell, St. Louis; D. E. Latta, Kansas City; J. F. Singer, St. Louis. Assistant pharmacists: A. B. Grier, Strafford; G. Lena Hawkins, East Prairie.

Southern Association of Boards of Pharmacy.

Memphis, Sept. 1.—Pharmacists and licensed prescription clerks moving from one of the Southern States to another hereafter need not undergo re-examination if the purposes of the Southern Association of Boards of Pharmacy organized here recently are put into successful operation. The new organization was formed at the conclusion of the annual convention of Tennessee Ph.A. Representatives of practically every State in the South attended and the following officers were chosen: President, E. Berger, Tampa, Fla.; vice-president, Frank W. Ward, Memphis; secretary-treasurer, C. D. Jordan, Monticello, Ga.

New York—Western Branch.

Buffalo, Sept. 1.—As a result of the July examinations of the Western Branch of the New York State Board of Pharmacy, licenses were granted as follows:

Pharmacists—L. R. Jacobs, Rochester; Lester H. Rice, Buffalo.

Druggists—Julius Becker, Buffalo; Edward J. Oyer, Buffalo; Peter F. Webber, Middleport; Theodore H. Weider, Rochester.

Louisiana.

New Orleans, Sept. 1.—The Louisiana State Board of Pharmacy held examinations Aug. 5 and 6 at Tulane University. Twenty-six applicants were examined. The following were successful: J. B. Aucoin, R. U. Barrois, J. J. Bussy, S. A. Deporte, C. E. Jameson, A. J. Laborde, P. J. Lacassin, W. Long, A. M. Notter, J. E. Scott, Mrs. F. Stewart, N. Voelcker, G. L. Walsdorf, C. Western and L. D. Ishael.

Utah.

Salt Lake City, Sept. 1.—At a recent meeting of the Utah Board of Pharmacy the following applicants passed examinations and are now registered as pharmacists: H. B. Lyman, Paul Lyon, L. D. Charlier, Rodney Verrill, Frank C. Nash, Salt Lake; Wilford W. Reeve, Salt Lake; Ralph Hougaard, Ephraim; Walter Dittler, Ogden.

California.

Next examinations of the California State Board of Pharmacy will be held in Los Angeles the week of Oct. 10, and in San Francisco the week of Oct. 17.

BOOK REVIEWS

THE THEORY OF PHARMACEUTICAL CHEMISTRY. By Charles H. Daggett, Ph.G., Ph.C., Professor of Theoretical Pharmacy and Organic Chemistry in the Rhode Island College of Pharmacy. Pamphlet. 12 x 8½ inches. 340 pages. Illustrated. Cloth, $2.75, net. Philadelphia and New York: Lea & Febiger.

With the idea of presenting the essential facts of pharmacy to the student in a systematized and easily-assimilated manner, the author has divided his text-book into three distinct sections. Section I is devoted to tables of weights and measures; the definition of specific gravity and methods of determining same; an explanation of alligation; short, concise treatises on heat, calcination, deflagration, etc., incompatibilities, volumetric analysis, solution, etc., etc., in fact, all that rudimentary part of science necessary to advanced work.

Sections II and III treat, respectively, of inorganic and organic chemistry. The graphic formulae and constitutions of a large number of the compounds of the two branches of chemistry are given, together with explanatory matter regarding their derivation, origin and preparation, and requisite purity. Considerable attention is devoted to alkaloids of unknown constitution; glucosides and neutral principles; resins, gum resins, and oleoresins, and drugs containing volatile oil. The language and style of the book are simple and its contents are simply arranged. Nothing new, however, is presented, the author's purpose being as above stated.

THE MODERN PHARMACIST. A series of articles, somewhat modified, that originally appeared in N.A.R.D. Notes, with some miscellaneous additions. By Otto E. Bruder, Ph.G., assistant editor. 8vo., 336 pages. Cloth, $2. Chicago: the National Association of Retail Druggists.

The author has endeavored in The Modern Pharmacist to supply a guide to the practical pharmacist for the acquisition of useful knowledge pertaining to his profession. He elaborates on the practical and commercial value of the drug store laboratory, the need of harmonious relations between the professions of pharmacy and medicine, goes into the details of advertising and salesmanship as applied to the exploitation of the pharmacist's stock and presents a number of chapters devoted to prescription pricing and drug store arithmetic. If one were to believe the author, "the entire contents of the book are so important and are written in such readable style, that it would appear that every pharmacist will read the book from cover to cover." It is possible, however, that not all individuals who attempt to read this book from cover to cover will arrive at the same conclusion.

National Association of Pharmacologists Formed.

Columbus, O., Sept. 20.—The National Association of Pharmacologists is the name of a new society organized by the drug clerks of Columbus on Sept. 1. Among the objects of the organization, which has been incorporated under the laws of Ohio, will be the effort "to form closer relations, establish justice and provide for the common good, to foster fraternal charity and fellowship and improve the educational, mental, moral and social conditions and welfare of its members. To co-operate with employer with zeal and energy with an honesty and purpose and intent for the mutual advancement and interest of all concerned." The membership is to consist of active and associate members, licensed or registered drug clerks holding certificates, graduates in pharmacy having not less than five years practical experience in a retail drug store, chemical or pharmaceutical laboratory being eligible. Associate membership will be granted to persons, firms or corporations making a donation to the association. The officers chosen for the ensuing year are:

Thos. L. Collins, president; Chas. H. Bawersox and Wm. H. Wilson, vice-presidents; P. A. Mandabach, secretary-treasurer; J. C. Mandabach, national organizer; executive committee, Wm. H. Wilson, Arthur T. Thrall and F. M. Blank. The permanent offices of the society will be in this city.

Symptoms.

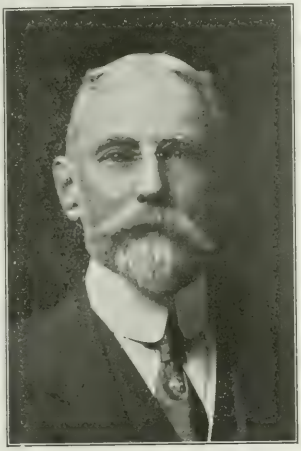
The Widow—Yes; his was a fruitful life.

Doctor—Humph! Died of cholera morbus, did he?

MOSTLY PERSONAL

Prominent Boston Wholesale Druggist, for 30 Years in N.W.D.A., Chairman of Legislative Committee.

CHARLES A. WEST, who succeeded the late Mahlon N. Kline as chairman of the committee on legislation, of the National Wholesale Druggists Association, one of the most important in that organization, is one of the best-informed druggists on trade matters in New England. He has spent his whole business career in the wholesale trade, including every station from errand boy to the manager of the drug department of the largest wholesale drug firm in this part of the country. He is vice-president of the Eastern Drug Co. of Boston, and ever since the organization of that company ten years ago, he has had charge of the drug department of the corporation. Mr. West's membership in the N.W.D.A. covers a period of 30 years, and he has been a regular attendant at the annual conventions of that body. His former committee work in that association includes the chairmanship of the committee on credits and collections and the committee on commercial travelers. Mr. West is a native of Boston, and his ancestry runs away back to the colonial days. He was born April 4, 1850, so that he has just passed his 60th birthday. He attended a Boston public school and graduated from the English High School at the age of 17. He at once entered the employ of Reed, Cutler & Co., wholesale druggists in Broad street, as office boy. He was with that firm for just 20 years, of which time, 16 years were spent on the road as a commercial traveler, his territory covering at various times all parts of New England and New York State. In 1887, with Bernard Jenney, Jr., he formed the wholesale drug firm of West & Jenney, a firm which 13 years later was one of the four wholesale houses in Boston which merged in the Eastern Drug Co. Upon the organization of the new corporation Mr. West was made vice-president, and was given charge of the drug department, positions which he has since held.



CHARLES A. WEST,
Boston, Mass.

Apart from his position in the Eastern Drug Co., Mr. West is the president of the American Camphor Refining Co., of which he was one of the organizers, and which is one of the largest companies in that line in the country, with two refining plants. Mr. West was one of the charter members of the Massachusetts State Pharmaceutical Association, and he has served as a trustee of the Massachusetts College of Pharmacy. In 1892 he was a president of the Boston Druggists' Association. Other affiliations are with the Masonic fraternity, the Algonquin club of Boston, the Eastern Yacht Club of Marblehead, the Exchange club of Boston, the Country club of Brookline and the Society of Colonial Wars in Massachusetts. For twelve years Mr. West served as one of the trustees of the Somerville Public Library and for five years as the president of the board. He is married, and makes his home at the Hotel Somerset in Boston.

GEORGE T. RIEFFLIN, representative for Sharp & Dohme, New York, sailed on Sept. 17 on the steamship George Washington for Germany where he will visit his aged mother. Shortly before his departure he was presented by Ernest Stauffen, the treasurer of Sharp & Dohme, with a beautiful gold stop watch bearing the following inscription engraved on the case: "1885-1910. Presented to George T. Riefflin as a token of appreciation of twenty-five years' unwavering loyalty and effort." Among those present to see him safely aboard the steamship, besides members of his family, were Rudolph Schoenfeld, New Jersey representative of Sharp & Dohme, accompanied by several gentlemen from the company's New York offices, Herman Walter, and Hugo Kantrowitz and daughter, Miss Claire Kantrowitz. As a further proof of the esteem in which Mr. Riefflin is held by his associates in the trade he has just been honored by election to the presidency of the Wholesale Drug Trade Bowling Association for the third consecutive term.

GEORGE T. RIEFFLIN, New York.
boarding steamship bound for Europe

—CHARLES F. SCHLEUSSNER, former president of the New York German Apothecaries' Society, has returned from an extended European trip. During his absence he spent considerable time visiting his daughter who lives in St. Petersburg, and she returned with him.

—DR. A. R. L. DOHME, of Sharp & Dohme, Baltimore, is taking a prominent part in the movement to raise a guarantee fund in order that the city may have grand opera performances next winter. Dr. Dohme is an enthusiast on the subject of high class music.

—HENRY B. GILPIN, of Gilpin, Langdon & Co., and the H. B. Gilpin Co., of Baltimore, has returned home from Europe after an extended foreign trip and is spending some weeks on his estate in Virginia prior to reoccupying his Baltimore residence.

—W. C. SIMPSON, Vienna druggist and present mayor of that place, has purchased a drug store in Evanston, near Chicago, and took charge of same recently. He retains his citizenship in Vienna for the present, but expects to move his family to Evanston soon.

—J. D. GIRVIN, assistant sales manager for the H. K. Mulford Co., has returned from a trip to the Pacific Coast where he arranged for the opening of a branch office of the Mulford Co., at Seattle. It will be in charge of H. D. Pitchard, formerly of Philadelphia.

—CHRISTIAN WIDULF, president of the Wisconsin Pure Drug Show Association and a prominent druggist of Milwaukee, observed his sixty-fifth birthday anniversary recently. Mr. Widule was born in 1845 at Taruorvitz, Silesia, but came to this country when a child of four years.

—H. C. SMITH, one of the old-time druggists of Manchester, Iowa, having been in business 36 years, has sold a controlling interest in his business to Wm. Amsden of Garner, and he will retire from active work to look after outside investments.

—CHARLES STEVENSON, of Robert Stevenson & Co., Chicago, witnessed the Passion Play at Oberammergau, Sunday, Sept. 11. From there he planned to travel through Switzerland and Italy, reaching home about Nov. 1. Since his departure he has covered most of the Continent.

—MARTIN I. WILBEET of Washington, D. C., and Joseph W. England of Philadelphia, both members of the Revision Committee of the United States Pharmacopœia, were recent visitors at the summer home of Chairman Joseph P. Remington, at Longport, N. J.

—J. F. E. HICKS of Goldsboro, N. C., recently assumed the duties of assistant to Charles H. LaWall, the well known Philadelphia chemist and educator. Mr. Hicks was graduated from the Philadelphia College of Pharmacy in 1909 and since then had been in the laboratory of Joseph Jacobs at Atlanta, Ga.

—W. A. CARPENTER, F. H. Eberly, George Ochse, Professor Frank X. Moerk, Otto Kraus and Philip Goll, prominent representatives of the retail drug trade

of Philadelphia, accompanied by their wives spent a delightful September day on a trolley tour from Philadelphia to East Texas, Lehigh County, Pa., where a sumptuous dinner was one of the features of the outing.

—ST. LOUISANS, in the drug trade, "vacationed" as follows: J. W. New, Eleventh street and Russell avenue, fished in the Ozarks. J. Cooper, Cora Pharmacy, spent ten days at Monroe, Mich. Lester Stormont, same store, went to Springfield, Mo., on a camping trip. H. C. Kalbfleisch went on a camping trip on the Meramec. E. T. Heidman of the Taylor-Easton Pharmacy, spent a few days near New Haven, Mo. E. H. Graul, Graul-Rudi Pharmacy, made an automobile trip east. O. F. Bausch spent ten days with his invalid wife at Lake Chautauqua, N. Y. Richard Kring and Mrs. Kring, Thirteenth and Lynch streets, took a month's trip to the Pacific Coast. Leo M. Saul, manager Academy Pharmacy, fished in the Ozark mountains. J. Lieberstein, went to Eagle river for fishing. Sidney R. Kieffer, Delmar-Union Pharmacy, went to Cole Camp. Chas. V. Eckert visited Niagara Falls. Herman Guelker, manager for Eckert, went to Fish Lake, Ill. I. O. Goedde went to Murdock Lake, Ill. Otto Kring went to Florida. J. W. Lee and Mrs. Lee, Raymond Place Pharmacy, went to Bunker Hill, Ill. Merrell P. Walbridge, Merrell Drug Co., went to Estes Park, Col. H. S. Merrell spent the summer at Sylvan Beach, Mich. H. S. M., Jr., also went north. Col. Walbridge spent a month at Mudlavia. E. W. Grove, Westminster Pharmacy, toured Yellowstone Park. Sol Boehm, treasurer, St. Louis College of Pharmacy, found recreation at Atlantic City. Otto Baepler, Theresa Pharmacy, went to Sedalia and Concordia, Mo. Emil Bernius, Easton avenue, took a trip on the Gasconade River. C. W. Wall, treasurer of Meyer Bros. Drug Co., and his family were on the coast of Massachusetts. E. J. Habeggar fished near Lebanon, Mo. Carl Meyer took his family to Northern Michigan. A. E. Fohrell was at Eastern resorts. W. W. Urquhart fished in Colorado. Chas. Passmore visited his native State of Ohio. Henry Boardman boated on the streams of Southwest Missouri. H. F. A. Spiker and wife traveled in Colorado. C. E. Cochrane sojourned in beautiful Arcadia Valley with his family.

—R. E. MILLER, manager of the Owl Drug Co., San Francisco, has been appointed a member of the Congressional Committee of the Panama Pacific International Exposition which consists of twelve members from the entire State who have been selected to secure a favorable consideration for California from the congressmen and senators of the United States as a place to hold the proposed exposition. Mr. Miller presents many reasons why San Francisco should be chosen and he is asking his friends in the drug trade to personally see their congressmen and senators and exact from them the promise to vote for that city when the subject comes up for disposition at the next session of Congress.

—J. H. WRIGHT, B. S., Ithaca, N. Y., recently visited his friends in this city and vicinity. His trip also included tours through the laboratories of E. R. Squibb & Sons, Brooklyn, and Merck & Co., Rahway, N. J. Mr. Wright returns shortly to the University of Michigan where he is studying for a higher degree and acting as assistant to Dr. Vaughan, dean of the medical department.

—JAMES W. PEBSE, who has been a representative of the H. K. Mulford Co., of Philadelphia, for some time, has resigned to take the management of the Frank & Barber drug store in East Market street, Wilkes-Barre. He was formerly connected with W. D. White & Co., and has had many years' experience in the drug trade.

—A. N. O'KEEFFE, vice-president and manager of the Southern Drug Manufacturing Co., Jacksonville, Fla., stopped in Baltimore on his way back from Montreal, Canada, where he attended the annual convention of the Knights of Columbus. He renewed acquaintance in the Monumental City with some of the wholesale houses.

—THOMAS W. FAY, in the drug supply business, St. Louis, has been elected chairman of the Democratic City Committee. He was a compromise between the "silk stockings" and the "rough-and-ready" faction. Mr. Fay represented his ward in the House of Delegates, and gained fame as a reformer and as a fighter.

—LOUIS SPENCER LEVY, president of the Perfumer Publishing Co., New York, has returned from a trip through Germany, France and England, in which business and pleasure were [illegible] Samuel S. Mendine accompanied him. Mrs. Moses Kahn of Allentown, Pa., celebrated her 89th birthday anniversary last month. She is still clerking in the drug store of her son, Charles C. Klump, as she has done in the same place for 70 years, doing it more as a labor of love than of necessity. She retains all her faculties to a remarkable degree.

—WILLIAM C. NEILLY, advertising manager of the United Drug Co., and Carl A. Dudley, of Walter Baker & Co., Ltd., chocolate manufacturers, were both elected to membership in the Pilgrim Publicity Association, the organization of advertising men whose purpose is to boom New England.

—WILLIAM H. RICKER, a member of the Executive Committee of the Philadelphia Association of Retail Druggists spent a late summer vacation at Ocean City, N. J. Later in the fall Mr. Ricker will spend a couple of weeks in the wilds of Pennsylvania, in search of big game.

—FRANK KRADWELL of Racine, Wis., a member of the firm controlling the Kradwell drug stores, was chosen as one of the five men who represented the Wisconsin affiliation of the Knights Templar during their recent national encampment at Chicago.

—S. H. CARRAGAN, assistant manager of the New York branch of Parke, Davis & Co., recently spent a portion of his vacation in the Berkshires. More recently he visited with Dr. J. Takamine at Merrinoel Park, Sullivan County, N. Y.

—P. MAGABEY, of Birks Chemists, Adelaide, S. Australia, is combining business and pleasure by spending his honeymoon on a trip around the world. En route he will visit drug stores and laboratories in the large cities to get pointers.

—HAROLD BALBIRNIE, a prominent Philadelphia druggist, had an exciting encounter with a pickpocket while waiting for a night car recently but he pluckily collared his man and turned him over to a policeman.

—EUGENE JOHNSTON, B. S., '09 University of Michigan School of Pharmacy, returned recently from a short vacation spent at his old home in Vermont. Mr. Johnston is a chemist with E. R. Squibb & Sons.

—J. L. BUELL, previously a New England representative of Parke, Davis & Co., has proceeded to the company's headquarters at Detroit where he will assist John C. Spratt as head of the travelling force.

—DANIEL CUBICCOITTI of Philadelphia, was the guest of a number of friends at a banquet in recognition of his having received the degree of Doctor of Pharmacy from Temple University.

—GEORGE W. WEIGLE, a druggist at Twenty-first and Wells streets, Milwaukee, has announced his candidacy for the republican nomination for State Senate in the Fifth district.

—W. H. GANO, one of Philadelphia's best known retail druggists and an enthusiastic motorist, toured more than 8000 miles in the course of the summer just closed.

—CHARLES G. NEELY, well known Philadelphia druggist, accompanied by his daughter, enjoyed an extensive automobile tour to his old home in Adams County, Pa.

—R. L. JUSTICE, treasurer and manager of the Justice Drug Co., Greensboro, N. C., recently visited this city and called on his friends in the jobbing trade.

—J. M. VREELAND, Gibson City, Ill., has sold his drug business to J. A. Dillow and will hereafter devote his attention to his music and automobile trade.

—JOHN MEGRAW of Philadelphia, president of the American Cork and Seal Co., visited Milwaukee and points en route in the interest of his company.

—A. W. FRAME, B. S., '10 University of Michigan School of Pharmacy, recently accepted a position as chemist with Merck & Co., at Rahway, N. J.

—F. W. WEBB, of Jacksonville, Fla., salesman for the Groover-Stewart Drug Co., recently spent his vacation in and around New York City.

—J. CAREY, of the C. W. Whittlesey Co., New Haven, Conn., spent a part of his vacation recently visiting friends in New York City.

—DAVID LOW, of Columbus, O., has been engaged by Eli Lilly & Co. to call on part of the company's retail trade in New York City.

—L. A. HILL, a registered pharmacist of Arcadia, Wis., now has a position in the Priest Pharmacy at Superior, Wis.

—D. H. POLLOCK, of Beloit, Wis., recently purchased a handsome $10,000 residence from Dr. D. R. Connell.

—C. R. COSBY, manager of the New York branch of Eli Lilly & Co., was a recent visitor in Boston.

—A. J. MENGES, Madison, Wis., has been elected president of the board of water commissioners.

United Drug Co. is Now Doing a Business of $3,500,000 Annually.

President Liggett, in Address at Big Meeting of Stockholders, Describes Enormous Growth of Co-operative Enterprise and Tells of Negotiations for Consolidations of the Liggett, Hegeman and Riker Drug Companies.

BOSTON, Sept. 27.—For more than two hours today, President Louis K. Liggett, of the United Drug Co., stood upon the platform in the Boston Arena and told the stockholders of the company, who were there gathered in eighth annual convention, the year's results.

It was an intensely interesting statement, and the members hung upon his words with an eagerness that would not permit a single syllable to escape them. The convention hall was crowded with stockholders and their partners and friends. Probably there were nearly 1000 in the company, who after the formal opening of the convention, which included an invocation by Rev. A. A. Berle of the Shawmut Congregational Church of Boston, and an address of welcome by Mayor John F. Fitzgerald, with a response by Vice-President L. K. Schultz of Denver, gave to President Liggett their undivided attention. He reviewed the growth of the company, told of the volume of business year by year, and the increasing profits and list of stockholders. Then he came down to the particular troubles of the past year, in which he and the United Drug Co., through its allied organizations, were involved in litigation. The hour of adjournment came and went, and still the stockholders appealed to President Liggett to go on and tell the wondrously interesting story of the negotiations with the Liggett Co., the Cobb-Liggett litigations, the conferences with representatives of the Hegeman corporation and the Riker interests for consolidation, and the intricate course through which all came to nought, so far as the Liggett and the United Drug companies were concerned, but which resulted in the formation of the Riker-Hegeman consolidation. Mr. Liggett said the year had been one of unprecedented prosperity for the United Drug Co., yet the year had also brought its share of troubles, but if the same degree of prosperity might be permitted in another year he would not object to a similar amount of trouble and litigation with it. "Since 1905 success has been on our side," he said, "and to a degree beyond the anticipations I believe of any of the 30 or 40 men who met with me at the hotel Brunswick eight years ago, when I laid before them the plan for co-operation in the retail sale of drugs. Through all that period you and I have stuck together. You have been loyal to me and I have tried to be loyal to the trust put in me. During that time the number of stockholders has increased from 30 or 40 to 3516. Through the loyalty and enthusiasm of the stockholders who came in the first two years you have been able to bring in others to the present number. Our difficulty is not now to get new stockholders, it is to dodge the application of those who want to become stockholders, but whom we do not want.

LOUIS K. LIGGETT,
president United Drug Co.

"In 1903 our gross business amounted to $61,677; in 1904 to $324,000; in 1905 to $418,000; in 1906 to $605,000; in 1907 to $1,014,000; in 1908, comprising only 10 months and part of those months a panic year, $913,000; in 1909 $1,389,000 and in 1910 to $2,115,842. These figures do not include the business of the subsidiary companies such as the Ballardvale water or the Liggett Co., for if we added all the business of the allied company the total would be about $7,000,000.

"In 1903 we lost approximately $95.000 in cash; in 1904 we lost $78,000; in 1905 our profits were $28,543; in 1906, $13,139; in 1907, $19,645; in 1908, $109,000; in 1910, $365,000. Next Friday night we shall close the first quarter of the year 1910-11 and we have system enough in our office to know what we are doing and the indications now are that on a basis of last year our business will amount to $3,500,000 and our profits to $550,000.

"What is making such large profits? and what has built the new building? It is confidence, confidence and co-operation. It is the co-operative organization of the leading retail druggists in many cities working with the leading druggists in other cities. It has been done through the confidence placed by you in me. During the year we have been attacked."

During all this time Mr. Liggett had been sticking closely to his manuscript but at this point as he approached the subject of his personal relations to the company's litigation there were calls from the floor for him to tell the story. Mr. Liggett explained that he wanted to tell everything and that he must stick to his prepared statement. Continuing, he explained the financial condition of the company and the critical stage of development which had been reached. The volume of business had reached $2,115,000 which showed an increase over the year before of 52 per cent. All bills and claims against the company, including the cost of erecting the new buildings, had been paid out of the profits. There had also been charged to expense one per cent per month for depreciation. The bad bills for the year amounted to $1826 which was $102 less than in the year before and on a business 52 per cent greater. The advertising expense for the year was $150,000 greater than the year before, the total being $310,000. The increased product, however, had taken care of this item and had shown a profit of $5000. It was intended, he said, to increase the advertising appropriation for the current year to half a million dollars. The new buildings for the year cost $200,000 on which there were neither mortgage liens, nor unpaid bills. The equipment of the perfumery plant, he said, was the finest in this country and finer than anything abroad. The perfumery business had so increased that the building devoted to it which had been occupied less than one year was now too small. Then, discussing the affect of increased business in its financial aspect, he said, that for every $100,000 worth of new business the sum of $40,000 must be permanently invested in the plant of which half would go for stock and labor and the other half to finance the sale of the goods until the stockholders made payment in 45 days for the goods. The great increase in business had come without the moral support of the retail drug business in the metropolitan centers of New York and Boston.

"During the year we have been in litigation with our agents in New York," he said, "and we have no reason to expect any further support for the present. You have all heard a great deal about the ins and outs of the United Drug Co. during this time. I have not believed that the stockholders cared to hear of every case of dissatisfaction that occurs during the year and I have not troubled you with those details. But I am ready now and during the days that we shall be together to tell you fully and honestly all the details of the litigation and the negogiations of the year. If any stockholder has any questions about the company and its officers, I hope he will ask them. I promise him an honest answer.

"You have got in the United Drug Co. the most valuable commercial aspect in America. You don't want to let into it any individual who may be selfish in his desire to stand between you and the company. The company has been brought to its present state through confidence. I ask you for your sakes do not let suspicion come between us. I do not say this because of any lack of confidence in the United Drug Co. You have given me your confidence and during

all the litigation when stockholders were circularized for proxies neither I nor the board of directors asked anyone for his proxy. Many of you know me better than I know myself. You remember me when I came among you ten or twelve years ago to sell goods. You know as I know that there are two parties to a trade. You know that there are two kinds of trades, one honest and one dishonest. You know whether in the years we have been together I have been anything else than honest and loyal to the United Drug Co."

Then taking up the question of the purchase of the retail stores of the United Drug Co. by the Liggett Co., he said that the former company had reached the point where it must, through lack of capital, either abandon its retail stores or call upon its stockholders for additional money. It was decided to sell the stores. He offered the directors to take the stores and to pay therefore $105 a share which would give the United Drug Co. a profit of $75,000 on its investment, while at the same time the United Drug Co. retained a voting control of the Liggett Co., holding 51 per cent of the stock. "I placed myself in the hands of the directors of the United Drug Co. controlled by you, when I did that," said Mr. Liggett.

The litigation with Mr. Cobb, one of the largest stockholders in the United Drug Co., and likewise in the Riker Co., was related in fascinating detail. One of the stockholders said that the story was a liberal education in modern finance.

Liggett Conferences With Riker and Hegeman Men.

From this point onward Mr. Liggett's story concerned the prolonged negotiations with Mr. Cobb of the Riker Co., and with a representative of the Hegeman Co., both of New York, in which the representatives of those two companies at separate times broached the matter of consolidation with the Liggett Co.

Mr. Liggett began at the very beginning of things and told of meetings, conferences, letters, conditions, refusals, and the law-suits. After the offer had been accepted by the directors of the United Drug Co., and Mr. Liggett had secured for the Liggett Co. the chain of retail stores controlled by the United Drug Co., Mr. Liggett said he received a letter from Mr. Cobb, a large stockholder in the United Drug Co., and also a large stockholder in the Riker Co., asking for the terms of the sale. Knowing Mr. Cobb's relations with the Riker Co., I wrote an evasive letter, in which I said that the price paid was above par and that it netted the company a profit. Mr. Cobb then requested an interview, and I met him at the Hotel Imperial. I told him frankly that I did not want to give him the information because I did not believe he was asking for it for the benefit of the United Drug Co.

"I told him I did not believe I was required to give him the information, but that I would consult a lawyer, which as yet I had not done, and that if I was in the wrong I would give the information. I did consult a lawyer and he advised me I was wrong, and I gave Mr. Cobb all the information he asked for. I told him the terms of the sale, what the prospects were and what the object was—to protect the retail drug interests of the company. The United Drug Co., was up against the fine proposition of either financing the retail stores or of financing the manufacturing business. It could not do both.

Would Divide Only With Stockholders.

"At the end of the conference Mr. Cobb said that if the deal was to go through he wanted me to divvy up. My reply was that whatever I divided would be divided equally with every stockholder of the United Drug Co. To do anything else would be to admit that what I had done was not honest. I had paid a fair honest price for the stock and it was a legitimate business transaction. Then Mr. Cobb said I misunderstood him about the divvy, that what he meant was that I should turn back part of the stock into the company, and he finally named 51 per cent as the proper amount in his opinion to be turned back. I offered to do this on one condition that he bring the Riker Co., into line. For a long time [illegible] had had a fair show in New York.

We had an agreement with the Riker Company to take $75,000 worth of goods each year. It was then in the middle of November, and their bill for the year had amounted to about $40,000. They had thrown out Rexall goods. They had omitted the Rexall agreement, particularly in a straw hat season when they had never before handled. I asked him if he could not see that in the Riker stores our goods had an equal display with theirs, and if not, then I felt we should have the agency surrendered by them. Mr. Cobb informed me that if I expected to dictate to the Riker Co. I had made a mistake.

"The result of these conferences was the law-suit to make me surrender the stock of the Liggett Co. The directors called a special meeting of the stockholders to approve the sale of the retail stores. Mr. Cobb was invited to be present with counsel. By an almost unanimous vote the stockholders voted to ratify the sale, and then Mr. Cobb charged the directors with being the minions of Liggett. I want to say, however, that that was not the real Mr. Cobb. Mr. Cobb is a gentleman. Down in my heart I have a fine regard for Mr. Cobb, but unfortunately for Mr. Cobb he has an insane desire for a chain of stores that will dominate this country.

Won't Let Minority Dictate to Majority.

"Mr. Cobb investigated the accounts of the company. I do not know what he found, but I rather feel that if he had found anything that was not all right we would have heard from him on it. While I am president of the company there is one thing that I will not do. I will not allow a minority to dictate to a majority of the stockholders.

"As a result of these conferences three things became known. One was that the U.D.C. was the strongest rival of the Riker Co., and that no other company than the Riker and Hegeman companies could do any such manufacturing business. He recognized the serious kind of competition that threatened, and he undertook to prevent the financing of the Liggett stores. It seemed to be the policy to destroy confidence in Liggett and then he could prevent the financing of the stores. From the day of the instituting of the litigation not a move has been made to float the Liggett notes. The stores are the same today as when I bought them, except that they are much stronger.

"In the spring of 1909 I entertained the vice-president and the treasurer of the Hegeman Co. in Boston. We discussed consolidation, although I did not bring up the question. We discussed the whole question freely. The Hegeman people advised me to go ahead and arrange a consolidation, but I declined to do so while any suits were pending and I did not have a clean bill of health.

"Four months later I met Mr. Cobb again. He promised to quit the suits if I would give up 51 per cent of the Liggett Co. stock. I said that was all right, but if I gave up that what would he give up? He said he would stop the suits! I asked him if he was willing to clean up the Riker Co., and he said that that was a matter for the Riker Co. to settle, and not I. Then he proposed to stop all suits provided I would pay all the legal bills both of the U.D.C. and his and my own. I referred him and his lawyer to my lawyer and nothing more was heard of that.

Terms for a Liggett-Riker-Hegeman Consolidation.

"But the question of consolidation again came up with Mr. Cobb, and this time the question was on consolidating the Riker, the Hegeman and the Liggett companies. Mr. Cobb said he did not think it could be brought about. All the time I had the Hegeman contracts in my pocket. I told him I believe it could be done, and he asked the terms. I named three conditions: That the U.D.C. should do all the manufacturing for the new company on a 10 per cent profit basis; that the goods of the U.D.C. should have equal representation and treatment; that the new company should protect the agents of the U.D.C. and should not compete with a Rexall store nor adopt a policy of forcing a Rexall agent to sell. Any company that will do business on those terms can have the Liggett company any time it wants it.

"Mr. Cobb agreed to the proposition. He asked what the U.D.C. would give for the sake of getting a million dollar's worth of new business, and I offered an amount of common stock equal to the profit on the new business. The next morning I told Mr. Cobb that if he could get the Riker Co. to go into the combination the deal could be put through.

"I did not question his honesty or his desire for consolidation. I went to New York and met the representatives of the Hegeman and Riker companies. I told them in the presence of each other everything that I had told either one of them, and then asked if there was anything or promise that had been made to one that was not made to both. The conditions seemed agreeable. Apparently the negotiations had come to a satisfactory conclusion. We were to meet the next morn-

ing, and when that time came Mr. Cobb said he could not get his company to see things in the light that we did, and within a week his company had repudiated every agreement. The outcome of the negotiations was that the Riker and Hegeman companies consolidated."

Largest Convention in U.D.C.'s History.

The convention of the U.D.C. was the largest in its history. An attendance of 1500 was registered. The program was the most elaborate. Automobile and trolley rides for the ladies were planned for each day, and on the second afternoon everybody went to Riverside park where there was a clambake and an aerial ascension by Charles F. Willard in a Curtiss biplane. Thursday evening the annual banquet will be held in the arena, with the lieutenant governor among the speakers.

What Some Folks Are Doing.

—MRS. ANNIE HINZ, wife of Richard C. Hinz, a well known druggist of Milwaukee, is one of the few women of that city who took out a hunting license before the opening of the duck season. Mrs. Hinz, each year on Sept. 1, shoulders her Winchester and travels to Fox Lake where ducks abound. "She shoots better than I do," said Mr. Hinz. "When ducks are not too far away, she is almost sure of her bird every shot."

—SAMUEL B. DAVIS, Otto Kraus and Charles Rehfuss, prominently identified with the retail drug trade of Philadelphia, accompanied by their wives, were members of a jolly party which enjoyed several days of house-boat life at Beach Haven, N. J.

—BERNARD COLLE, 1470 Second avenue, New York, on his return from Montreal where he attended the Eucharistic Congress, announced his engagement to a young lady he met while in that city, and is now receiving the congratulations of his friends.

—ALLOYS GRIMM, proprietor of a drug store at Cassville, Wis., narrowly escaped being seriously burned recently when some chemicals, with which he was working, exploded.

—T. P. TAYLOR, Sr., president of T. P. Taylor & Co., was recently elected as a member of the Louisville Automobile Club. Mr. Taylor has a handsome Stearns demi-tonneau.

—DR. JOHN H. HAMMOND, a prominent druggist and physician of Georgetown, Del., is a strong candidate for the Legislature of that State.

—DRUGGIST O'QUINN, prominent in the retail business of Mayo, Fla., was in this city recently making purchases for next season's trade.

Matrimonial Notes.

—DR. JOHN C. FALK, vice-president of the St. Louis College of Pharmacy and a well-known physician of St. Louis, Mo., was married on Sept. 8 to Miss Ida Curtman, youngest daughter of the late Prof. Chas. O. Curtman who, until his death in 1896, was well known in German scientific circles and the author of several text-books on chemistry. Early in October on their return from a wedding trip to the East they will be at home to their friends at 4568 Page avenue, St. Louis.

—CHARLES PASSMORE, salesman for Meyer Bros. Drug Co., St. Louis, and Miss Bertha Knobtock of Hamburg, Germany, were married at the Marion Hotel, Little Rock, Ark., recently after a romance which began during the World's Fair when Miss Knobtock was a visitor from Germany. She came from Germany for the marriage.

St. Louis Drug Clerk Bride of a Japanese.

Miss Freda Gast, who was until recently a clerk in a wholesale drug house in St. Louis, went to Springfield, Ill., and became the bride of Yukinube Yamamoto, a concessionaire at Delmar Garden in St. Louis. The Japanese went to St. Louis for the World's Fair in 1904. After the fair he bought several concessions at summer gardens.

Falls Dead While Planning His Wedding.

STEUBENVILLE, Sept. 20.—While in the parlor of his fiancee, Miss Bessie Black, recently, Ford Laughlin, a prominent young druggist, fell dead from neuralgia of the heart. The couple were discussing sending out invitations for their wedding.

PROMINENT GERMAN PHARMACIST RESTING.

Otto Frohwein, 91st street and Third avenue, Manhattan Borough, on the porch of the mansion of Dr. A. R. Starr, M.D., D.D.S., at Norwalk, Conn., enjoying a warm weather respite. He is a prominent and active member of the New York German Apothecaries' Society and New York Ph.A.

Oppose Health Board Innovation.

New York City Druggists Object to Change in Sanitary Code Which Restricts Sale of Preparations Containing Morphine, Etc.—Will Confer With Commissioner Lederle.

REPRESENTATIVES of the various pharmaceutical organizations of Greater New York assembled recently at the College of Pharmacy of the City of New York to discuss and act upon article 182 of the Sanitary Code of the Department of Health, which has been amended so as to include morphine and salts of morphine. The section now reads:

> No cocaine or salt of cocaine and no morphine or salt of morphine, either alone or in combination with other substances, shall be sold at retail by any person in the City of New York, except upon the prescription of a physician.

The consensus of opinion was that if the section applied only to the direct sale of morphine or salt of morphine as such, it would be a good and desirable measure, but that it bars the sale, except on prescription, of such well known preparations as paregoric, syrup of white pine comp., brown mixture, Dover powder, Tully's powder, etc., was considered ill-judged and unnecessary, to say the least.

Among the speakers against the section as amended were Dr. Joseph Weinstein, representing the N.Y.R.D.A., Dr. William C. Anderson, dean of the Brooklyn College of Pharmacy, and Dr. William Muir, of the New York Board of Pharmacy. They touched on the hearty endorsement by pharmacists of the carbolic clause inaugurated by Dr. Darlington, ex-Commissioner of Health; the too sweeping conditions of the section under discussion; the benefits derived from the various household remedies now to be sold only on prescription and compared these benefits with the dire results of the unrestricted sale of whisky; the unrestricted sale of codeine and heroin, and the ineffectiveness of the section because of the unrestricted sale of the preparations legislated against in Yonkers, New Jersey towns, and other nearby territory.

It was said to be understood that the Department of Health would like to include alcohol in section 182. On the other hand, some of the pharmacists present at the meeting were of the opinion that the department regarded the inclusion of morphine and morphine salts as an experiment to gather the general opinion on such a move and that the section would be amended as need be.

The following committee was appointed by Dr. Muir, temporary chairman; Dr. William C. Anderson, representing the Kings County Pharmaceutical Society; Peter Diamond, New York Retail Druggists' Association; Jacob Diner, Metropolitan Association of Retail Druggists; S. V. B. Swann, German Apothecaries' Society; M. S. Cohn, Brooklyn Pharmaceutical Association; A. F. Myhr, Brooklyn Retail Druggists' Protective Association; Vito Calcagno, Italian Pharmaceutical Association, and Thomas Latham, Manhat-

tan Pharmaceutical Association. The committee was instructed to draft resolutions expressing the position of New York pharmacists towards the section and to confer with the Department of Health. This duty was turned over to a sub-committee consisting of Peter Diamond, Thomas Latham and Dr. Anderson, which prepared the following resolutions.

Whereas, The amendment to section 182 of the Sanitary Code prohibits the sale of cocaine or salts of cocaine and of morphine or salts of morphine, either alone or in combination with other substances, thus affecting the sale of numerous useful household remedies; and

Whereas, such prohibition will interfere with the immediate administration of useful and necessary remedies in cases of slight ailment and distress; and

Whereas, the intent of the amendment is to prevent the sale of habit-forming drugs, and which intent the druggists of this city heartily indorse; and

Whereas, this can be best accomplished by the enactment of a state law; and

Whereas, it is our aim, as our past activity in legislation will convincingly prove, to administer pharmacy in a manner that will best conserve the interest of the people; and

Whereas, the sale of cocaine and salts of cocaine is already regulated by a state law, now, therefore be it

Resolved, That we, the pharmacists of the City of New York, request the Health Department of said city to modify the amendment to section 182 of the Sanitary Code, enacted by them on August 26, 1910, so as to read:

> "No morphine or salts of morphine, either alone or in combination with other substances, shall be sold by any person in the City of New York, except upon the prescription of a duly registered physician, dentist or veterinary surgeon, or by wholesale drug dealers and manufacturers to retail druggists actively engaged in the drug business, provided that nothing in this section shall prohibit the sale by a licensed pharmacist of any U.S.P. or N.F. preparation."

Second Conference Decides to Await Lederle's Return.

At a second conference held at the College of Pharmacy, the chairman, Dr. William Muir, called for objections to the resolutions previously adopted. Objections were not forthcoming and the meeting took the form of an argument as to whether counsel should be retained at once to fight cases brought against New York City pharmacists charged with selling U.S.P. and N.F. preparations containing morphine or salt of morphine, or whether the recovery of Dr. Lederle from lumbago should be awaited. Dr. Lederle up to the time of meeting had been absent from the city for a week or more, but had promised the pharmacists a hearing immediately upon his return. Meanwhile the inspectors, under the instruction, it was said, of Dr. Bensal, have been collecting samples of preparations affected by article 182 of the Sanitary Code. Several of those present reassured the others by asserting that when phenacetin was "on the carpet," 400 samples were collected by the inspectors, but not one arrest made.

Dr. Muir was of the opinion that if the sale of U.S.P. and N.F. preparations containing morphine or its salt was to be restricted, the enforcement should be by State law and not by local ordinance. Several present favored securing an injunction against the enforcement of the ordinance, but the fact that New York pharmacists approve of the restriction of morphine and salt of morphine sales and object only to that part of the article applying to U.S.P. and N.F. preparations brought up a legal situation that phased its advocates and no action was taken. The remark by Dr. Muir that the Kings County Ph.S. would defend the first three cases brought against its members, caused Peter Diamond to demand that the defense should come from the pharmacists of Greater New York as a whole and should not be sectional. It developed that only two representatives present were prepared to pledge their association's financial support to retain joint counsel, and that the consensus of opinion was to meet Dr. Lederle half way and not become so aggressive as to prejudice the case. Dr. Anderson expressed this sentiment by stating that the conference should be diplomatic [illegible]

Mr. Diamond inquired what the sentiment of the conference was relative to abiding by the ordinance. He said that many of the retail druggists looked to the conference for instructions. Dr. Anderson said he intended to follow the ordinance to the letter, adding: "Not to do so would be [illegible] Others agreed with him.

Associations represented at this conference for which delegates did not appear at the previous one, were the A.D.S. Association of the State of New York and the National Pharmaceutical Society. A near-association was represented by Henry Berger, of the Bronx, who asserted that the druggists of that borough were organizing with the immediate purpose of taking some action relative to the new ordinance. The N.P.S. according to its representative, G. Kobreck, were recently granted an audience with Dr. Lederle but due to his illness had to content themselves with the assurance by his secretary that no action would be taken by the Board of Health until the commissioner's return.

Another meeting will be called after Dr. Lederle has recovered and the committee has discussed the ordinance with him. Meanwhile, each pharmacist will interpret the ordinance as he sees fit.

FAKE "CURES" SOLD AT DRUGGISTS' PERIL.

New York City Health Board Rules Against Drug Adulteration or Misbranding—No Guaranty Clause.

The New York City Board of Health recently adopted an ordinance prohibiting the manufacture, production, sale or offering for sale in this city of adulterated or misbranded drugs. The new regulation is in the form of an amendment to section 69 of the sanitary code and will be included in a revised edition of the code which will be shortly forthcoming.

The regulation is similar to the Federal law except that the manufacturers' guaranty clause is omitted and the responsibility for adulteration or misbranding falls directly upon the retailer. This action has been taken, it is understood, for two reasons, namely, the board has not the time nor the requisite appropriations to analyze every preparation that enters the city, an it wishes to prevent the retail sale of "consumption cures," "cure-alls," and other preparations for which ridiculous and extravagant claims are made.

Kings Co. Ph. S. Will Fight Cases For Members.

The September meeting of the Kings County Pharmaceutical Society was devoted to the discussion of amended article 182 of the Sanitary Code of the Board of Health of New York City. The members while in favor of the restriction of the sale of habit-forming drugs, strenuously objected to a physician's prescription being required for every sale of paregoric or other household remedy. This they considered an injustice to the public as well as the pharmacist and it was voted that the society defend members charged with dispensing U.S.P. or N.F. preparations containing morphine or salt of morphine. This resolution does not apply to the sale of morphine or salt of morphine as such, the members being unanimous in the opinion that such transactions should be restricted. One speaker asserted that members should be careful to comply with the ordinance as the board intended to strictly enforce it. He also said that the board was busy day and night making regulations for pharmacists and that it was about time the pharmacists "got busy" and were represented before that body.

Brooklyn Protective Ass'n Objects To New Ordinance.

At the September meeting of the Brooklyn Protective Association held at the Kaiser Haus, it was unanimously decided to support the association's representatives, A. F. Myhr and S. L. Neier, in such action as they might take in conjunction with the Sanitary Code conference at the New York College of Pharmacy. It was voted that the organization bear its pro rata share of any expense incurred by the conference in its protest against the Board of Health. Considerable discussion arose as to the protection of clerks prosecuted for violating the new ordinance, and it was decided that members should be defended against what was considered by some to be persecution by the board. At a future meeting, the subject for consideration will be the custom of manufacturing houses of supplying physicians with pills, etc.

Druggist-Banker Makes Fine Exhibit.

ST. LOUIS, Sept. 20.—At the Industrial Show in the Coliseum held by the North St. Louis Business Men's Association, one of the largest and most complete displays among the exhibits was that of Alf W. Pauley, druggist and banker, with stores at Grand avenue and Herbert street and at Fourteenth and Madison streets.

Turn right now to page 959 of this issue. You surely should know this.

P.A.R.D. ADOPTS INDEMNITY INSURANCE PLAN.

Will Expel Members Unlawfully Selling Morphine or Cocaine—Will Throw Out Infant Cordials.

PHILADELPHIA, Sept. 20.—The feature of the September meeting of the Philadelphia Assc. of Retail Druggists was the debate on a resolution which took exception to the action of certain members of the association who had formed the Philadelphia County Association of Retail Druggists and elected one delegate to represent them at the convention of the N.A.R.D. at Pittsburg. The resolution held that such a course was likely to discredit the action of the P.A.R.D., which early this year withdrew from the national organization and that the similarity in the names of the two organizations would cause confusion, but later the motion was withdrawn.

Frank W. Fluck called the attention to an editorial in a newspaper commending the P.A.R.D., for its declaration on the question of discouraging the sale and use of so-called "soothing syrups." He declared that now it was up to the individual members to throw out these infant cordials which he said was really the vital part of this crusade. A motion to this effect was unanimously carried. D. J. Reese, chairman of the Telephone Committee made a report of exceptional interest, showing how members of the association were receiving larger commissions from their telephones than those who were not affiliated with the association. He urged the members to watch free calls and make note of every instance where employes of large corporations by an arrangement with the telephone company, were permitted to get the party they desired without dropping a coin in the box. He said that while this was in itself a small matter, this practice seemed to be on the increase and that if the druggists were not on their guard, in the aggregate it would mean the loss of a considerable sum in their commissions annually. He asked that he be notified when such free calls were made as it should be the stand of the P.A.R.D. that its members be entitled to a commission on each call whether or not there was a coin dropped in the box. An appropriation was made to the entertainment committee which has several plans under consideration. D. E. Bransome discussed the plaster situation and the malt extract conditions in Philadelphia and also had something to say on the chain store bugaboo. In his opinion, Philadelphia is not seriously threatened by an invasion of this menace to the small proprietor.

The late JOHN F. W. MEYER, of Fort Wayne, Ind.

An additional incentive to join the organization was created at the August meeting of the association when a proposition to provide indemnity insurance for retail drug stores was adopted. This action followed the recommendation of a special committee of which David J. Reese was chairman and permits of members only securing this form of insurance against liability for damages through errors which might occur in their stores, to the amount of $5000 at a saving to the member of more than his annual dues of $8.00. The issue promises to be a very attractive one.

Another feature was the adoption of a series of resolutions endorsing the stand of the city's Department of Public Health and Charities against the indiscriminate use and sale of soothing syrups and so-called "comforters" which contain habit-forming drugs. The resolutions called upon the members to co-operate in discouraging the sale of such medicines for children except when ordered by a physician's prescription.

This action followed addresses by Dr. S. W. Newmayer of the Department of Health and Charities and Christopher Koch, vice-president of the Pennsylvania Pharmaceutical Examining Board.

Changes in the by-laws which were adopted permit of the immediate expulsion of a member who is convicted of selling morphine or cocaine illegally. The association's affairs are in the best condition in its history.

PIONEER DRUGGIST HELPED FOUND BIG HOUSE.

J. F. W. Meyer, Who Had a Notable Career Both in Retail and Wholesale Drug Trade, is Dead, Aged 85.

ST. LOUIS, Sept. 20.—John Frederick William Meyer, who died Sept. 6, at Fort Wayne, Ind., was one of the founders of the great Meyer Brothers Drug Co., which has become famous throughout the world and has helped to advertise St. Louis. He was born Dec. 19, 1824, at the village of Haddem, Westphalia, in the kingdom of Prussia. His parents were Johann Heinrich and Louise Margaretha (nee Holt). His father was a farmer and raiser of live stock. His father died when William was nine years old and his mother when he was 23. His Christian name was Johann or John but he always went by the name of Wilhelm or William.

Soon after the death of his mother in 1847 William and a younger brother Frederick came to America, where a sister had come eight years before. They left Bremen on the sailing vessel Swanton and after seven weeks and three days arrived at New Orleans. They went by boat to Cincinnati, arriving there Dec. 1. They took a canal boat for Fort Wayne, in the vicinity of which their sister lived, but the boat became icebound and the brothers had to walk two days and a night, carrying little effects and thin purses, to their destination, where they assisted their brother-in-law in clearing land and doing other pioneer work. In March William went to Fort Wayne and became driver of a canal boat. Two years later he went into a drug store owned by H. B. Reed as porter and general do-whatever-is-handy. His brother Frederick also held a position with the same firm. In 1857 Mr. Meyer became a partner with his brother Frederick or C. F. G. Meyer, in the retail drug business, in which the latter had been established since 1852. The style of the firm was Meyer & Brother. They prospered, and drifted into the jobbing business. In 1865 they took in F. F. A. Fischer and E. P. Williams as partners and started jobbing exclusively, C. F. G. Meyer and Mr. Fischer going to St. Louis while J. F. W. Meyer and E. P. Williams remained at Fort Wayne, both houses being carried on under the name of Meyer Brothers & Co. Some years ago the retail business in Fort Wayne was entirely divorced from the western interests of the firm and was incorporated as Meyer Bros. & Co., admitting as stockholders many of the men who had long been with the firm as employes. Mr. Meyer was elected president of the company, and the business has grown to such an extent that the company is now operating four handsome retail drug stores in Fort Wayne.

Mr. Meyer married in May 23, 1851, Miss Caroline Schroeder. There were four children by this union, three sons and one daughter, of whom three are living. Mrs. G. J. Burkhardt of Boston, and two sons, married, Frederick G. Meyer of New York City and Wm. L. Meyer of St. Louis. On May 22, 1860, Mr. Meyer married his present wife, Miss Julia Gerke, born and raised in territory now a part of Fort Wayne. There were five children as the result of this union, four living, three daughters and one son. These are all married, and the son George T. Meyer has had charge of the legal department of Meyer Brothers Drug Co. for a number of years.

One close to him in St. Louis described him as a man whose life had been a monument of character morally and religiously. He was generally looked up to as a high class of American citizen and was most highly esteemed. He was actively identified with the German Evangelical Lutheran Church. He was an alderman and a commissioner of waterworks in his Indiana home.

Death Ends Long Partnership of Brothers.

Wayne L. Straight, one of the leading druggists of St. Paul, died recently of typhoid fever complicated with pleuropneumonia, after an illness of six weeks. Practically every

member of the profession in the city attended the funeral, for he was a universal favorite. He and his brother, Clair A., had been in partnership for 20 years, owning two drug stores. Mr. Straight was 40 years of age and unmarried. A pathetic feature of the premature close of this useful life is the fact that the Straight brothers had always lived with their parents, who, in their old age, feel their bereavement most keenly.

DR. C. H. SHAW LOSES LIFE ON RESEARCH TRIP.

Drowned While Camping With His Family and Party of Scientists and Students in British Columbia.

PHILADELPHIA, Sept. 20.—News has reached here of the death by drowning of Dr. Charles H. Shaw, assistant professor of biology at the University of Pennsylvania, at Kinbasket Lake, near Ravelstoke, British Columbia. Dr. Shaw, with his wife, two children and a party of scientists and students, about 30 in all, were camping in Canada, as was his yearly custom, and was engaged in botanical research work in that section.

Dr. Shaw formerly occupied the chair of biology in the Department of Pharmacy of the Medico-Chirurgical College of this city. He had occupied the same office at Temple University and at Ursinus College and for several years, he headed a party of explorers and scientists which spent the summers in remote sections of Canada and the west. These expeditions were financed partly by the Government and partly by various institutions which received the benefit of this research. He was about 38 years of age.

Medicine Manufacturer Kills His Rival.

CHICAGO, Sept. 20.—Long-standing business rivalry between two men was brought to a climax last week when Dr. James M. Rainey, a patent medicine manufacturer, shot and killed Louen V. Atkins, president of the Dr. Rainey Medicine Co., in his office, 154 Lake street. Dr. Rainey was arrested. Atkins died while being carried to the operating table in a hospital.

Atkins and Rainey were formerly business partners in the Dr. Rainey Medicine Co. About a month ago, after much dissension, Atkins secured control of the stock of the company, and Dr. Rainey resigned his office as secretary and quit the concern. On the floor below the Dr. Rainey Medicine Co., Dr. Rainey started to manufacture similar medicines under the name of Dr. James M. Rainey, Inc. In this way the mail to the two concerns got mixed.

It was this trouble over the mail, Dr. Rainey told the police, that caused him to go to Atkins' office. An argument resulted, in which Atkins, Dr. Rainey declares, reached for a revolver.

"It was a case of my life or his, and I was the quicker," said Dr. Rainey. "When he reached for his revolver, which I knew he had in his desk drawer, I drew my pistol and fired."

Daughter's Tragic Death Enlists Sympathy.

PHILADELPHIA, Sept. 20.—Wide sympathy is felt for Clayton F. Shoemaker, head of Shoemaker & Busch, on account of the sudden death of his daughter, Miss Jane Cushing Shoemaker. While bathing with friends she was overcome by the undertow in the surf and a resulting attack of heart disease proved fatal. Miss Shoemaker was 26 years of age and was exceptionally accomplished. She was a graduate of the Girls' High School and of Bryn Mawr College.

Protracted Headache Cause of Suicide.

LOUISVILLE, Ky., Sept. 20.—Dressing and leaving a sick bed where he had been confined with a nervous headache for nearly three weeks, August Wallner, aged 47, committed suicide recently by taking a large dose of morphine. He was a clerk in the store of Peter H. Wallner, a brother, at Jefferson and Wenzel streets.

Obituary Notes.

—JAMES GOOD, 939 N. Front street, Philadelphia, died recently at the ripe age of 82. He was first engaged in the manufacture of medicinal soaps and devoted his entire life to the development of that trade. He was a member of the Philadelphia Drug Exchange and of the Trades League. In early life he took part in Masonic activities. Five sons and five daughters survive. The hours in announcing the death of their father, thank the many life-long friends for their years of kind interest and patronage and state that the business will be carried on by the estate under the same managements as heretofore.

—FREDERICK AUGUSTUS GENTH, Jr., professor of mineralogy and assaying in the Medico-Chirurgical College, Philadelphia, and widely known as an expert chemist died on Sept. 2, at his home in Lansdowne. He was 55. For several years he was the chemist for the Pennsylvania Pharmaceutical Examining Board and for the Pennsylvania Dairy and Pure Food Department.

—JAMES P. REYMOND, until a short time ago manager of the Kansas City Branch of Parke, Davis & Co., died recently in Detroit. He first represented Parke, Davis & Co. in New England and devoted the best years of his life to the company. He was a charter member of the Kansas City Paint, Oil, Varnish and Drug Club.

—HERMANN KREHBIEL who conducted a pharmacy at Madison avenue and 87th street, New York City, died recently. He was licensed to practice pharmacy by the first board in the State. He leaves three daughters and two sons.

—GEORGE N. STODDARD, who was in the drug business for several years in Buffalo, died recently at his home at Wilson, N. Y. For some time he also was a manufacturer of proprietary mediicnes.

—DR. TOBIAS L. LOUGARDE, prominent New Orleans physician and druggist, is dead. He was born in France 72 years ago. A widow, three sons and a daughter survive.

—A. R. FORBES, widely known Colorado druggist, owner of stores at Denver, Leadville and other places, is dead, aged 68, of apoplexy. A widow and daughter survive him.

—FREDERICK LEONARD KRAMER, Baltimore, is dead, aged 47, leaving a widow and three daughters. He was a graduate of Maryland C.P., and was an artist as well as druggist.

—MAX SCHNEIDER, aged 54, of Brooklyn, N. Y., recently ended his life with cyanide of potassium, following failure in business. A widow and daughter survive.

—RUDOLPH H. LANE, aged 65, is dead in Minneapolis, leaving a widow and daughter. He was a Knight Templar.

—JOS. ROBB, Jr., secretary of the H. B. Gilpin Co., Baltimore, died recently at Saranac Lake of consumption.

—GEO. BEBG, Dale, Wiss., is dead, aged 55, of pneumonia. He was prominent in the Wisconsin State Ph.A.

—A. J. KUPKA, Chelsea, Io., is dead as the result of injuries sustained in an automobile accident.

—E. HARRY CLEGG, Gloucester, Mass., died Sept. 14 of cancer of the stomach. He was 55 years.

—A. J. HUMPHREY, for 35 years a leading druggist of La Crosse, Wis., is dead, aged 79.

—C. E. ROSE, Holton, Ks., leaves a widow and four children.

—JOHN N. LAUDENSLAGER, Macungie, Pa., is dead, aged 35.

—M. H. GLENN, Wichita, Ks., died recently. He was 65.

—WM. E. POTTS, North Dayton, O., passed away recently.

—CHAS. RENTSCHLER, Jr., Reading, Pa., is dead, aged 47.

—CHAS. GREEN, Brookfield, Mo., died recently, aged 42.

—ROBT. WORKMAN, of Seattle, died recently in Tacoma.

—J. B. SHACKELFORD, 45, is dead at Columbus, Ga.

—WALTER H. WOODWARD, of Denver, Col., is dead.

—THOS. S. HODGES, of Sevierville, Tenn., is dead.

Druggists Fighting Anti-Liquor Ordinance.

MILWAUKEE, Sept. 20.—The Milwaukee Druggists' Association is waging an active campaign against an ordinance which the retail liquor men are attempting to get through the city council, which prohibits drug stores from selling liquor except on a physician's prescription.

Improvements in People's Drug Store.

People's Drug Store at Black River Falls, Wis., has been undergoing many improvements. The entire interior has been redecorated and rearranged and now presents a very attractive appearance.

Rubberset Co. Suffers Fire Loss.

Fire recently destroyed one set of the buildings of the Rubberset Co., Newark, N. J., but the plant was soon again running at its normal capacity of production.

Every druggist in the United States ought to read page 949 of this issue.

A.D.S. Members to Fight Chains.

New Yorkers Form An Association—Manager Goddard In Telling of Experimental Store Outlines Ideas of Good Service—Legislation to Curb "Trusts."

At a meeting of New York members of the American Druggists' Syndicate held recently at Teutonia Assembly Hall, this city, the "A.D.S. Association of the State of New York" was organized to better combat or compete with the chain stores. Peter Diamond was elected president and W. A. Guthrie, 92 Eighth avenue, temporary secretary. It is Mr. Diamond's plan to divide the city into small sections of ten stores each. A committeeman will be responsible for each section and Mr. Diamond figures that with this arrangement every pharmacist in the city can be communicated with inside of one-half hour. The organization includes the entire State because it is thought it will thus be easier to secure legislation than through a purely local association. It has not yet been decided whether members outside the city will be organized as branches or independent local associations. In fact, nothing definite in this direction has been arranged as yet.

The meeting was opened by secretary C. H. Goddard who stated that the members were assembled to present their ideas on the best way to compete with the Riker-Hegeman chain of drug stores. Incidental to mentioning the merger of the Riker and Hegeman interests, Mr. Goddard said he understood that the Hegeman management, the stronger of the two, would eventually be eliminated, which was a good thing for the retail pharmacist. Mr. Goddard's scheme to meet "chain" competition was the establishment of an "A.D.S. Drug Store Service Department" which would at a minimum cost dress the windows of members and perform other services which could be expected to attract trade. If enough members were in favor of the idea an expert window dresser would be secured and Mr. Goddard mentioned such a man in the employ of Hegeman & Co., who might see fit to undertake this work.

Mr. Goddard referred often to his experiment at 70th street and Broadway and outlined his idea of good service. He said that everyone from the manager down wore white coats and that he even contemplated having the employees wear white caps; every doctor in the vicinity had been visited and interviewed with the object of getting him interested in the store; people in the neighborhood had been sent letters elaborating on the store's service, etc., etc. Mr. Goddard condemned the slovenly practices which he said were the custom in some stores in New York City and his remarks to this effect aroused one member to say that "white coats were all right at 70th street and Broadway, where Tuxedos wouldn't be out of place," but that his trade wanted to see him in his shirt sleeves or they wouldn't think he was "on the job."

On account of the "kicks" made by nearby druggists, Mr. Goddard said that the store he had been interested in at 2d avenue and 70th street was closed some time ago. The store, a failure, was bought for $350 and business continued under the firm name of Pond, Bowes & Cartwright. Sales were run up from $1.50 and $2.50 to $10 per day. The rent was $40 per month. The remaining stock was moved to the Broadway store.

Mr. Diamond spoke in favor of legislation as the only direct way to fight the "trust." He didn't believe that the State assemblymen would ignore 95 per cent of all their constituents and advanced the gigantic petition which he proposed that every man and woman in the State should sign. "Secretary Goddard's plan," he said, "might also be followed." When Mr. Diamond had concluded, Mr. Goddard asserted that such a petition as the speaker had proposed would require a more perfect organization than he ever expected the A.D.S. to be.

Dr. William Muir, of the New York Board of Pharmacy, said that the members needed a central buying department where they could get everything from corks up and asserted that from his own experience he found that every $10 put into advertising brought back $25.

(Continued on Page 1010.)

If you haven't read page 949 of this issue of The Era, do it now.

Dr. Diekman Elected President.

New N. Y. State Board of Pharmacy Organizes—Rules Adopted to be Submitted to the Regents—Examination Dates Unchanged—No more at Syracuse.

Albany, Sept. 28.—Under the law passed last winter reducing the State Board of Pharmacy from 15 to nine the State Board of Regents held a meeting last Thursday and made the following appointments as the new board:

For a term of three years: Clarence O. Bigelow, New York City; George C. Diekman, New York City; Byron M. Hyde, Rochester.

For two years: Judson B. Todd, Ithaca; Alfred B. Huested, Albany; George Reimann, Buffalo.

For one year: Otto Raubenheimer, New York City; John Hurley, Little Falls; J. Leon Lascoff, New York City.

Messrs. Bigelow, Diekman, Hyde, Reimann, Todd, and Hurley were members of the old board, and all of the appointees, except Mr. Raubenheimer, were on the list of 25 names submitted by the New York State Pharmaceutical Association.

Mr. Raubenheimer is the only resident of the Brooklyn part of New York City on the new board. He is a member of the Kings County Ph.S., of the American Ph.A. It is a curious fact that in the balloting at the New York Ph.A. meeting at Saratoga Mr. Raubenheimer received 36 votes and would have been No. 29 on the list had the names not been limited to 25. The 25th man received only four votes more than Mr. Raubenheimer. The remainder of New York City has three representatives on the new board. The Regents revoked the license of Dr. Hugo Schmidt, of Buffalo, on the recommendation of a committee of the State Board of Medical Examiners. Schmidt was charged by the Erie County Medical Society with issuing prescriptions for the traffic in cocaine with the intent of evading the law.

At a meeting of the new board held today Dr. Diekman, was elected president; Mr. Hyde, vice-president, and Warren L. Bradt, Albany, secretary. Three committees on violations and prosecutions consisting of three members each, were appointed by President Diekman, the New York City committee consisting of Messrs. Raubenheimer, Lascoff and Bigelow. The board will grant hearings on the first Wednesday of each month.

Rules and regulations were adopted to be submitted for approval to the Board of Regents. Schedule of examinations for license to practice pharmacy will remain as previously drawn up except that examinations will no longer be held at Syracuse. The next examination will be held Jan. 31 to Feb. 3, 1911. The paragraph in the present regulations relating to prescriptions of opium, morphine and chloral, will be adopted practically as it now stands.

Protest From Brooklyn Against Dr. Diekman.

Thos. Lamb, secretary of the Brooklyn R.D.A., recently sent a telegram to the Regents protesting against Dr. Diekman's selection. The association had met and objected to Dr. Diekman as not having practiced pharmacy for ten years and being a professor in a college which prepared students for examination. It was decided to employ counsel to unseat the doctor.

Mr. Lamb based his real objection, however, on the fact that Dr. Diekman had been a member of the old board and the consensus of opinion of the members was that their fight against the old board availed nothing if such a prominent member of that body should be reappointed on the new board, after being legislated out of office.

Charles F. Kramer on Pennsylvania Board.

Harrisburg, Pa., Sept. 20.—Governor Stuart has appointed Charles F. Kramer of this city, a member of the Pennsylvania Pharmaceutical Examining Board to succeed Dr. Chas. T. George of this city whose term expired in July. Dr. George was a member of the board for more than a score of years and was not a candidate for reappointment.

The new member was graduated from the Philadelphia College of Pharmacy in 1882 and after spending ten years in the drug store of Henry C. Blair of Philadelphia, entered business here. At the 1910 meeting of the Pennsylvania Ph.A., Mr. Kramer was the unanimous choice for second vice-president. He is president of the Dauphin County Ph.A. and is a member of the A.Ph.A.

Read This "Ad" and Then Get Busy

The Greatest and Most Far Reaching Post Card Campaign Ever Inaugurated

A Prediction: New Thought Aphorisms Judiciously taught the rising generation of both sexes will secure for Woman the right of Equal Suffrage in every State of the Union not later than 1916

30 SUBJECTS NEW AND ORIGINAL

ENDORSED AND APPROVED BY THE

National American Woman Suffrage Association

These post cards are published by us on a PROFIT SHARING PLAN whereby every dollar's worth sold boosts money in the treasury of the National Association. They have been especially written and designed to "wake up" and create an interest in the minds of all women and men who have never given the matter any serious consideration. Terse sayings right to the point—every one of which drives a nail home.

Silent Advocates of the Cause of Justice and Freedom

These cards are beautifully printed in five colors and gold and retail at two for 5 cents.

Price to you—$1.25 per 100.

WINDOW DISPLAY, beautifully printed in five colors and gold, packed with all orders of 500.

Sample orders of 100 mailed to any address, subject to U. S. postal rates, upon receipt of $1.35.

More Than Half a Million "Dyed in the Wool" Suffragists in the United States Today Let's Make it a Million

Also wrapped in sealed packages of 15 cards to the set. Wrapper printed in five colors and gold—beautiful and attractive—and retail at 30 cents the set.

Price to you—21½ cents the set.

WINDOW DISPLAY packed with all orders of one dozen sets one-half dozen Series A, one-half dozen Series B.

Single sample sets mailed to any address, subject to U. S. postal rates, upon receipt of 25 cents.

WE ARE OUT TO WIN—ARE YOU WITH US?

Suffragist Stationery

Printed with the emblem of "The blot on the escutcheon" in four colors and gold on high grade bond correspondence paper, size 5¾ x 7⅝ folded.

Packed one quire in box with envelopes, and retail at $1.00 the box.

Price to you—75 cents the box.

For sample box add 10 cents postage.

Under our agreement with the National Association, it will be necessary to maintain these prices. There is a nice margin of profit for all and absolutely no reason to cut prices, as the line is exclusively ours, not only by virtue of copyright protection, but also by our agreement with the National Association.

DISCOUNTS TO JOBBERS

Suffragist Stationery—De Luxe

Steel Die embossed with the emblem of "The blot on the escutcheon" in four colors and gold on highest grade Waldorf No. 3 correspondence paper, size 5¾ x 7⅝.

Packed one quire in box, with envelopes, and retail at $2.50 the box.

Price to you—$1.75 the box.

For sample box add 10 cents postage.

EXQUISITE CHRISTMAS GIFTS

REMEMBER THE DATE

On Monday, October 31st, and continuing until after election day, November 8th, every retailer of post cards, stationery and jewelry, is requested to make a full window display of

Suffrage Post Cards, Suffrage Stationery and Suffrage Jewelry

By special arrangements with The Woman's Journal (a weekly), which is the official organ of the National American Woman's Suffrage Association, due notice will be given its readers each week, that this period is to be known as

EQUAL SUFFRAGE WEEK

and we request all Suffragists and sympathizers to patronize such stores as comply with this request. THERE ARE MORE THAN HALF A MILLION SUFFRAGISTS IN THE UNITED STATES TODAY—LET'S MAKE IT A MILLION. *"A Word to the wise is sufficient."*

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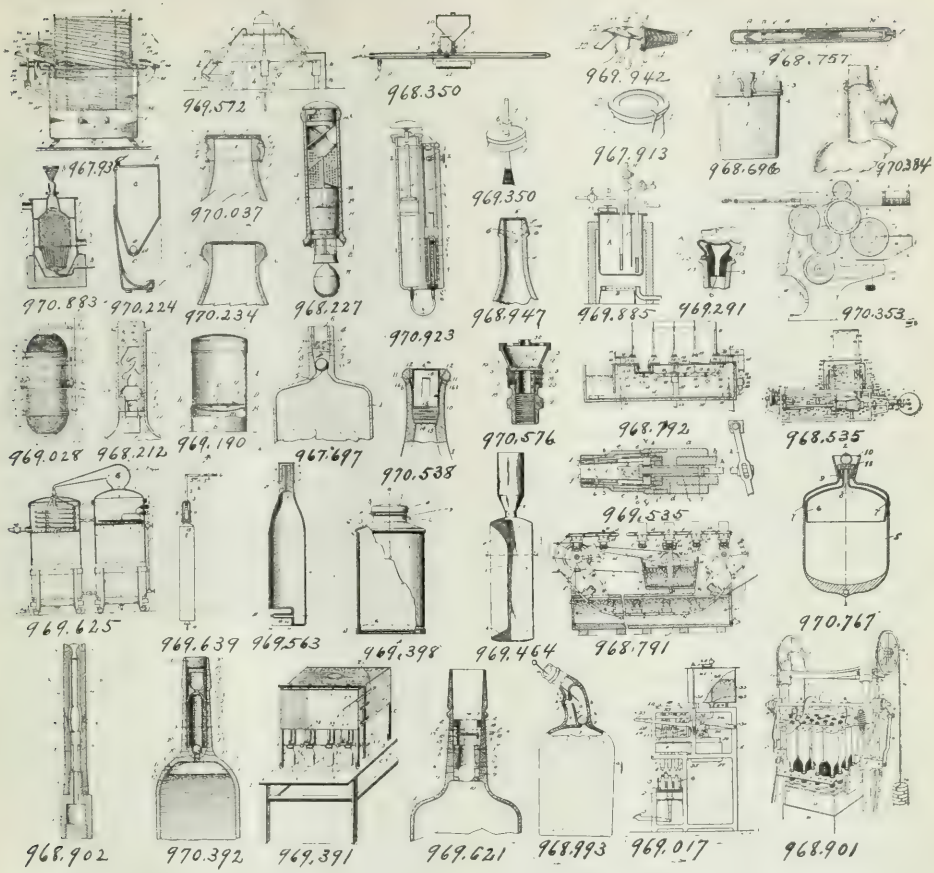
PATENTS, TRADE MARKS, ETC.—(See Next Page)



PATENTS.

Granted August 23, 1910.

967,938—Ferdinand Herb, Superior, Wis. Nursing-bottle.
967,938—Hermann Krause, St. Louis, assignor to Henry Scarborough, Sr., Chicago. Bottle-washer.
967,943—Otto Liebknecht, Frankfort-on-the-Main, Germany, assignor to Roessler & Hasslacher Chem. Co., New York. Process of making hydroxyanic acid.
967,990—Elmer A. Sperry, Brooklyn, assignor to Goldschmidt Detinning Co., New York. Process of producing clear stannic-chloride solutions.
968,212—James O. Walsh, Bayonne. Non-refillable bottle.
968,227—John B. Zorn, Wisdom, Mont., assignor of one-fourth to Emerson M. Smith. Non-refillable bottle.
968,350—Herbert C. Harrison, Lockport, N. Y., assignor to Electro Metallurgical Co. Blowpipe and method of operating same.

Granted August 30, 1910.

968,528—Andre Beltzer, Bridgeport, Conn. Method of generating oxygen.
968,535—Luther P. Brown, Brooklyn, assignor to Mono Service Bottling Co. Bottle-making machine.
968,696—John C. Schleicher, Mount Vernon, N. Y. Closure for vessels.
968,757—George O. Ferguson, Denver. Inhaler.
968,791 and 968,792—Albert Olsson, Brooklyn, assignor to Multi-Seal Mfg. Co. Bottle-capper.
968,901—Henry W. VanLear, Philadelphia, assignor to S. S. Wenzell Machine Co., Charleston, W. Va. Bottle-washer.
968,902—H. W. VanLear, assigned as above. Bottle-washer brush.
968,947—James W. Hughes and Daniel T. Borden, Millville, N. J. Bottle-closure.
968,993—Rocco Siena, Paterson. Non-refillable bottle.
969,017—Joseph Willmann, Derby, Conn. Bottle-filler.
969,028—John Berg, Chicago. Reversible percolator.

Granted September 6, 1910.

969,159—Samuel H. Fleming, Camden, N. J., assignor to E. I. du Pont of Nemours Powder Co., Wilmington, Del. Method of treating glycerin.
969,190—Meyer L. Rhein, New York, and Marcus O. Anthony, Englewood, N. J. Powder holder and dispenser.
969,291—R. L. Larson, Minneapolis. Stopper and dropper.
969,350—George M. Donaldson, Boston. Bottle-closure.
969,391—Harry D. Naum, Newburg, N. Y. Bottle filling and capping apparatus.
969,398—Walter H. Perkins, Cheshire, Conn., assigner to Waterbury Mfg. Co., Waterbury. Powder-box.
969,420—Nathan Sulzberger, New York. Oleic-acid derivative of bodies of the terpene group.
969,464—George D. Farnam, Akron, O., assignor to Star Rubber Co. Apparatus for forming hot-water bags and other hollow rubber articles.
969,474—Albert Hileman, Hollidaysburg, Pa., assignor to Harrison Bros. & Co., Inc., Philadelphia. Process for making basic sulphate of lead.
969,535—John Howe, New York, assignor of one-half to James Bilhuber. Cork and bung cutter.
969,563—R. J. Potter, Tuxedo Park, N. Y. Non-refillable bottle.
969,572—Frants C. Stockel and Jonas L. T. Popp, Copenhagen, Denmark. Bottle-filling machine.
969,621—Charles J. Henry, Perth Amboy, assignor of one-third

to Jacob Gerlach and one-third to Martin J. Olsen, Perth Amboy, N. J. Fly-exclosure

969,635—J. de Haën and Norman F. Harriman, Omaha, Still, assignors to Knoll & Hoffman, N. J. Perfume.

969,652—Leopold Landau, Vienna, Austria. Tooth brush.

969,661—Hans Schwechel, Hamburg, Germany. Process of generating formaldehyde.

969,697—C. D. Heist & Anderson S. C. Non-refillable bottle.

Granted September 13, 1910.

969,8—Alexis de Brevs, Trieste. Production of ferric salts.

969,852—Emil Hochstadt, Frankfort-on-the-Main, assignor to Roessler & Hasslacher Chem. Co., New York. Process of making sodium cyanide.

969,941—A. B. Greenlaw, Red Wing, Minn. Thumb sucking preventer.

970,029—Oscar Lachman, Tirlemont, Sweden. Grape sugar process.

970,037—Leopold N. Oblath, Syracuse, assignor of one-half to Jacob Hyman, Fulton, N. Y. Closure for receptacles.

970,061—Wilhelm Ortmann, Vohwinkel, near Elberfeld, Germany, assignor to Farbenfabriken vorm. Friedr. Bayer & Co. Anesthetically-prepared film and process of making same.

970,142—Baptist Rossler, Hoechst-on-the-Main, Germany, assignor to H. A. Metz & Co., New York. Process of making compounds of the active substance of suprarenal glands and said compounds.

970,215—Oscar Gross, Leipzig, Germany. Preparation imparting flavor to liquor. Ref. No. 12,501.

970,224—Hermann Hoelzer, Osterholz-Scharmbeck, near Bremen, Germany. Tooth-powder distributer.

970,244—Frank E. Joslin, Toronto. Bottle-closure.

970,256—Wm. Rose and Henry Rose, Gainsborough, Eng. Apparatus for applying labels or wrappers to blocks, packages or tins or other containers.

970,284—John F. Mygrant, Pittsburg, assignor of one-half to John M. Morris. Non-refillable bottle.

970,292—J. H. Quinn, Stoyestown, Pa. Antirefillable bottle.

Granted September 20, 1910.

970,538—Patrick J. O'Brien, Torris Cove, Newfoundland. Bottle and jar closure.

970,576—Martha von Trautmann, New York. Atomizer.

970,662—Nathan Sulzberger, New York. Oleic-acid derivatives containing a phenyl group.

970,765—Angeline L. Swingle, Putney, S. D. Water-bottle.

970,825—Henry Heward, Brookline, Mass. Method of making formates and formic acid.

970,883—Nikodem Caro, Berlin, Germany. Process of obtaining ammonia.

970,898—August Eklund, Spokane. Chemical compound.

970,900—Francis A. Freeth, Great Crosby, and Herbert E. Cocksedge, London, Eng. Process of making ammonium chloride.

970,923—Bertrand C. Hinman, London, Eng. Means for measuring or analyzing gaseous mixtures.

TRADE MARKS.

Published August 23, 1910.

40,734—Farbwerke vorm. Meister Lucius & Brüning, Hoechst-on-the-Main, Germany. Powder for syphilis, sleeping-sickness, etc.

45,666—Wm. Wrigley, Jr., Chicago. Tooth-paste, tooth-powder, and tooth liquids.

47,759—Thos. Holloway, London, Eng. Ointment.

48,233 and 49,209—K. K. Landespriv. Milly-Kerzen-, Seifen- und Glycerin-Fabrik von F. A. Sarg's Sohn & Cie., Vienna, Austria. Tooth and mouth preparations.

48,748—Thos. Zanetti, New York. Hair-tonics.

49,227—Victor von Allenburg, West Hoboken. Antiseptic sheets for medicinal and surgical use.

50,450—Mary M. Le Blanc, Oxford, Nebr. Complexion liquid and tablets.

50,542—Harry L. Hull, Chicago. Fat-reducing remedy.

50,623—Sterling Borax Co., Los Angeles and Chicago. Borax and powdered borax.

50,684—Tropon Works, New York. Medicinal preparation containing albumen.

50,685—Sidney E. Cosson, Morristown, Tenn. Bowel remedy.

50,701—Thermo Chemicals Co., New York. Dry poultice.

50,939—Edward Kirchner, Waukegan, Ill. Remedy for hemorrhoids.

51,019—Stanley Clague, Chicago. Ammonia, disinfectants, antiseptics, etc.

Published August 30, 1910.

[illegible] Société Industrielles Françaises De La Vallée Des Roses, [illegible] Perfumes.

[illegible] Dr. Noel Co., Chicago. Medicine for bowel, stomach, blood, and liver disorders, etc.

49,[illegible]—A. N. Rowan, Shafer Hill, Pa., assignor to Corona Chemical Co. Remedy for nervous headache, sleeplessness, alcoholic excesses, and that tired feeling.

42,[illegible]—Appomattox Chem. Co., Lynchburg, Va. Antiseptic powder for use in treatment of leucorrhea, pruritis, and in-[illegible]

[illegible] Medicine Co., East St. Louis, Ill. Headache [illegible]

[illegible] Asthmo Remedy Co., New York. Asthma remedy.

Copy of any TRADE MARK or PATENT, with 64 page Booklet on LEGAL TRADE-MARKS, PROTECTIVE PATENTS, and FOOD AND DRUGS ACT, sent for 25 cents.
G. H. DAVIS, Attorney, 908 G St., N.W., Washington, D. C.

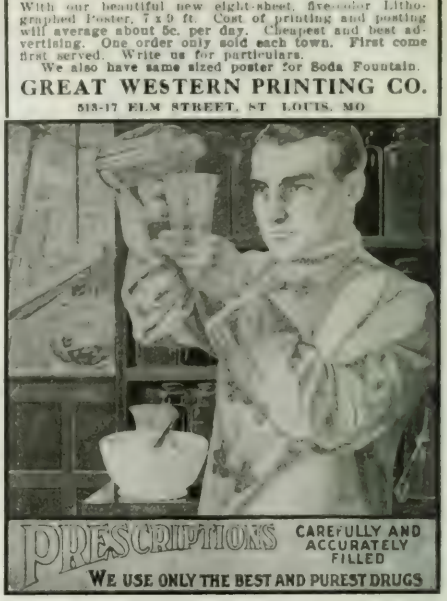
KEEP YOUR NAME AND LOCATION BEFORE THE PUBLIC

With our beautiful new eight-sheet, five-color Lithographed Poster, 7 x 9 ft. Cost of printing and posting will average about 5c. per day. Cheapest and best advertising. One order only sold each town. First come first served. Write us for particulars.

We also have same sized poster for Soda Fountain.

GREAT WESTERN PRINTING CO.

513-17 ELM STREET, ST. LOUIS, MO.



49,021—Noah Willhite, Bucklin, Kans. Remedy for irregularity of menses.

49,762—Dr. J. F. True & Co., Inc., Auburn, Me. Vermifuge and remedies for indigestion, biliousness, headache, colds, etc.

50,[illegible]—E. E. Powell Co., Philadelphia. Toilet powder, talcum powder, depilatory-powder, etc., etc.

50,630—Fred Asch, San Francisco. Remedy for asthma, bronchitis, croup, chronic coughs, etc.

50,650—F. C. Goldsinger, Worcester, Mass. Medicinal preparations for treatment of tobacco habit.

50,742—Francis H. Leggett & Co., New York. Borax.

Published September 6, 1910.

49,765—Farbwerke vorm. Meister Lucius & Brüning, Hoechst-on-the-Main, Germany. Powder for sleeping-sickness, trypanosomiatis, and other tropical infectious diseases.

46,374—Isabel Norris, New York. Toilet creams, etc.

49,115—Charles H. McKeown, Cleveland. Ointments.

49,314—Jules Ferond, New York. Hair tonic, skin remedy.

49,549—Smith's Original Remedy Co., Brooklyn. Remedies for the diseases of horses.

49,563—David L. Soloman, St. Louis. Chemical solvents.

50,697—Ross W. Black, Pittsburg. Perfume and toilet water.

51,135—Smith, Kline & French Co., Phila. Antiseptic powder.

51,142—Fairchild Bros. & Foster, New York. A glycolitic extract of pancreas.

51,274—John A. Klein, Battle Creek, Neb. Hair Tonics.

Published September 13, 1910.

34,051—Mezcal Tequila Distillery Co., Inc., San Francisco. Medicinal tonic.

35,026—Rafael Cortes, Lampazos, Nuevo Leon, Mexico. Liniment.

46,955—Dominick A. Marino, Jersey City. Remedy for coughs.

48,990—Allen & Hanburys, Bloomingdale, Ill. Disinfectant antiseptic, germ and microbe destroyer, etc.

49,941—Richard Hudnut, New York. Perfumes.

Published September 20, 1910.

48,087—Moritz Goodman, San Francisco. Medicine for stomach, kidney and bladder troubles, measles and typhoid fever, etc., etc.

49,225—F. Raschig, Ludwigshafen on the Rhine, Germany. Carbolic acid, cresol and disinfectants.

50,052—The Model Pharmacy Co., St. Joseph. Medicated emollient cream for milk bugs and pests of cows.

50,546—Hermann Hille, Oak Park, Ill. Medicinal tonic.

50,878—La Francesa Co., Louisville. Face-powder, rouge, and nail polish spread on paper.

51,248—Feltzsche Bros., New York. A calmative and laxative for remedial and paved oils, aromatic chemicals, etc., etc.

Just 1311 formulas are given in the new edition of the Dispenser's Soda Water Guide. Every fountain operator needs it.

VIOLATIONS STILL KEEP COURTS BUSY.

Laudanum is Adulterated and Misbranded—Alcoholic Contents Forgotten—Usual Cases the Order.

WASHINGTON, Sept. 20.—The Department of Agriculture has given public notice of judgments 457 to 569, imposed by the courts in cases brought by the United States involving violations of the Foods and Drugs Act, most of them relating to misbranding or adulteration.

Four cases of misbranding of drug products consisted in the following: H. Rosenthal & Son, Cincinnati, shipped a consignment of "Rock Candy Drips and Whisky," labels on which failed to state quantity and proportion of alcohol present, and were fined $10 and costs; the Brown Manufacturing Co., Greeneville, Tenn., shipped consignment of "Ramon's Pepsin Headache Cure," and because product did not contain pepsin as a constituent element, was not a headache cure and for other reasons, was adjudged misbranded and company ordered to pay $10 and costs; Steinhardt Bros. & Co., New York City, paid a fine of $200 for shipping consignment of "Damiana Royal Brand Celebrated Nerve Invigorator," labels of which did not give requisite information concerning alcohol content and because damiana was not an ingredient, and the Flag Salt Remedy Co., Savannah, N. Y., shipped "Flag Salt," and received a suspended sentence, the product being misbranded as a cure for headache and neuralgia, and that it "did away with use of morphine, opium, chloral, etc., etc."

Other cases of misbranding were as follows: F. J. Stuart, doing business as Stuart Plaster-Pad Co., St. Louis, shipped an article consisting of an adhesive pad with a cone containing a drug compound thereto attached, sold as "Stuart's Adhesive Plaster-Pad," which, it was charged, was misbranded, inasmuch as label stated that drug possessed qualities which would cure or tend to cure hernia or rupture, whereas the drug did not possess such qualities. Charges of further misbranding were also made. Defendant filed a demurrer which was sustained by court and information was dismissed.

Bloomingdale Brothers, New York City, shipped "Vermouth Excelsior M. van Doorninck Mahler & Cie Bordeaux, M. B. & Cie," misbranded in that alcoholic content was not stated and label claimed falsely that product "would strengthen the mind," "increase the organic energy," and "was a safe preventive of fever and cholera." Defendant fined $100. The Imperial Distilling & Cordial Co., Chicago, shipped 25 boxes of bitters, each of which boxes was labeled "12 Bottles Bitters," and each bottle being labeled so as to lead purchaser to believe product to be imported from Italy, whereas it was manufactured in Chicago. Same was condemned, forfeited and ordered destroyed.

The National Spice Co., New York City, paid $50 for shipping a consignment of "The National Brand Laudanum, Alcohol 45 per cent, opium 45.6 per cent gr. per oz., U.S.P., Etc., etc." Same was adulterated in that it differed from U.S.P. standards and that actual strength of preparation was not plainly and correctly stated on container. It was also misbranded in that opium and alcohol contents were not correctly stated.

J. F. Gearan, Boston, made two shipments of "Headache Powders. Each Powder contains Acetphenetidin 5 grains with other Pure and Efficient Ingredients, Etc." Shipments were misbranded, none containing 5 grains of acetphenetidin and one containing acetanilid of which no statement was made on label. Defendant was fined $25. A shipment of "Rexall Headache Wafers," made by the United Drug Co., Chicago, was found to be misbranded and fine of $50 imposed. Label stated preparation to be a headache remedy "which is not only effective and harmless, but very easy to take and is guaranteed by us," whereas same contained caffein and acet phenetidin, well known harmful and habit-forming ingredients. Label also stated 228 grains of acetphenetidin to be present, there being really 339 grains. A fine of $25 was imposed on the J. Maro Harriman Drug Co., Lynn, Mass., for shipping a quantity of a drug product labeled: "Funny-how-quick Headache and Neuralgia Cure a Sure and Quick Relief for all Headaches and Neuralgia, etc." Preparation was misbranded because it was not as claimed on label and contained acetanilid, a habit-forming product, amount and proportion of same not being given.

The Dr. Curry Cancer Cure Co., Lebanon, O., shipped a consignment of 14 drug products, each of which was designated on the label by its name, and all of which purported to constitute a treatment for the cure of cancer. These 14 drug products were misbranded inasmuch as they did not constitute a cure for cancer, and various of them were further misbranded, one not containing enough opium to justify the name, "Liquid Poppy," another, "White Solution, contains 4 per cent cocaine," contained 3 per cent cocaine, etc. Defendant fined $50 and costs.

Two cases of adulteration and misbranding consisted in the following: The Dow & Snell Co., Inc., Toledo, shipped consignment of "Triumph Brand, Pure Spirits of Camphor, etc.," not up to U.S.P. standard and label of which bore no statement as to alcohol content, company fined $25 and costs; and the Gulf Manufacturing Co., Ltd., New Orleans, shipped consignment of turpentine, packages of which were labeled "Crescent brand spirits of turpentine, etc.," same not being in accordance with U.S.P. standard as it consisted of a mixture of spirits of turpentine and mineral oil, etc. Latter defendant was fined $10 and costs.

N.W.D.A. MEETS IN DALLAS IN NOVEMBER.

Fine Programme Provided and Members Also Will Visit the Cotton Palace Exposition at Waco.

DALLAS, Tex., Sept. 20.—Arrangements for the thirty-sixth annual meeting of the National Wholesale Druggists' Association, to be held at the Southland Hotel, this city, Nov. 14 to 18, are completed and the committee on entertainment and arrangements has issued the program for the important gathering. Luncheons, receptions, theater parties, a golf tournament and a banquet, at which Gov. Campbell and Mayor Hay are to be speakers, are among the events planned in addition to the regular sessions of the association.

Waco plans to have a large delegation from the convention to go to that city for the Cotton Palace Exposition that will be in progress there at that time. Invitations are accordingly being sent out to members inviting them to visit Waco either Nov. 18 or 19, when they will be the guests of the city and the Cotton Palace management for a series of entertainments.

Wisconsin's Pure Drug Show Oct. 24-30.

MILWAUKEE, Wis., Sept. 20.—The pure drug show will be held in the large Auditorium building, Oct. 24 to 30. The Wisconsin Pure Drug Show Association has been incorporated with a capital stock of $6000. Officers are as follows: President, Christian Widule; vice-president, S. A. Eckstein; secretary, Joseph H. Schmitt; treasurer, E. G. Raeuber; directors, S. A. Eckstein, A. J. Jones, George H. Keston, Jos. H. Schmitt, E. G. Raeuber and Theodore Bakke. Bart Ruddle will act as press agent.

S. W. Fairchild Heads Taft & Sherman Organization.

The Taft & Sherman Drug, Paint, Oil, Chemical and Allied Trades, Campaign Organization, at a recent meeting at the office of R. Hillier's Son Co., elected Samuel W. Fairchild president in place of George J. Seabury, deceased, and G. Clinton McKesson was elected to succeed Mr. Fairchild as chairman of the executive committee.

W. H. Phillips President of New York Paint Club.

At the recent 23d annual meeting of the Paint, Oil and Varnish Club of New York these officers were elected:

President, W. H. Phillips; vice-president, A. Schumann; secretary, W. B. Templeton; treasurer, F. P. Cheesman; executive committee: George S. Knapp, chairman; Eugene Meez, R. O. Walker, C. L. Watter, H. W. Pearson, A. H. Golden, and officers ex-officio.

Address Wanted of Traveling Opticians.

Editor of the Hamilton (Ohio) *Republican-News* desires the address of Rolfes & Arnz, traveling opticians, who arrange for special sales of spectacles in drug stores, the firm having forgotten to pay its last advertising bill.

Mr. Howard Continues as President.

At South Paris, Me., Chas. H. Howard Co. has succeeded F. A. Shurtleff & Co. Mr. Howard remains president.

Stock Decrease by Sanitol Co.

Sanitol Chemical Laboratory Co. of St. Louis, has decreased its capital stock from $1,510,000 to $1,310,000.

THE DRUG MARKETS

NORWEGIAN COD LIVER OIL ACTIVE.

Peppermint Oil Developing Firmness Under Advancing Prices—Spearmint Oil Stocks Concentrated.

CHANGES SINCE LAST REPORT.

A—Alcohol, Cologne Spirit, 95%, U.S.P.			
bbl.	gal.		2.75
Less	gal.	2.95	3.10
D—Balsam of Peru, true	lb.	2.00	2.10
C—Bay Rum, P.R.	gal.	2.00	2.10
D—Buchu Leaves, Long	lb.	1.25	— 1.35
Powdered	lb.	1.35	1.40
Short	lb.	1.75	— 1.85
Powdered	lb.	1.85	— 1.95
A—Cacao Butter, bulk	lb.	.33	— .36
C—Calendula Flowers	lb.	.42	— .50
D—Cantharides, Russian, Sifted	lb.	.85	1.00
Powdered	lb.	.95	— 1.20
D—Celery Seed	lb.	.25	— .28
D—Chamomile Flowers, German	lb.	.28	— .33
Roman	lb.	.30	— .35
D—Codeine, Alkaloid	oz.	4.25	— 4.40
Phosphate	oz.	4.10	4.25
Sulphate	oz.	4.10	— 4.25
A—Henna Leaves	oz.	.35	— .40
C—Ipecac Root, Carthagena	lb.	1.50	— 1.65
Powdered	lb.	1.65	— 1.85
D—Jalap Root, selected	lb.	.50	— .55
Powdered	lb.	.55	— .60
A—Manna, flake, large	lb.	1.00	— 1.10
A—Menthol, crystals	lb.	3.40	— 3.50
A—Oil Aniseed, Star	lb.	1.45	— 1.55
A—Oil Bergamot	lb.	4.50	— 4.70
A—Oil Cloves	lb.	1.00	— 1.20
A—Oil Cod Liver, Norwegian	gal.	1.35	— 1.50
Bbls.	ea.	34.00	—36.00
½ bbls.	ea.	18.00	—19.00
D—Oil Haarlem, Dutch	gross	3.60	— 3.75
A—Oil Lemon	lb.	1.25	— 1.35
A—Oil Linseed, Boiled	gal.	1.12	— 1.18
Raw	gal.	1.10	— 1.16
A—Oil Peppermint, N.Y.	lb.	2.40	— 2.70
Hotchkiss	lb.	2.75	— 2.85
Western	lb.	2.40	— 2.60
A—Oil Rose, Kissanlik	oz.	8.50	— 9.00
A—Oil Spearmint, Pure	lb.	3.65	— 3.75
D—Oil Tansy	lb.	2.35	— 2.45
A—Oil Wormseed, Baltimore	lb.	2.50	— 2.70
A—Opium, Natural	lb.	5.35	— 5.50
Granulated	lb.	7.10	— 7.35
U.S.P. Powdered	lb.	7.10	— 7.35
A—Orris [illegible] Sweet Finger	lb.	.12	.14
Verona	lb.	.10	— .12
D—Prickly Ash Bark	lb.	.28	— .33
Powdered	lb.	.33	— .38
D—Skullcap Herb	lb.	.65	.75
D—Serpentaria (Virginia Snakeroot)	lb.	.60	.65
D—Wax, Japan	lb.	.16	.18

NOTE—A, advanced; D, declined; C, correction; N, new.

See page 1016 and following pages for Prices Current.

NEW YORK, Sept. 24—Routine business in drugs and chemicals during the past four weeks has been fairly good but chiefly in jobbing quantities. But few new features have developed. Offers [illegible] have been quite numerous and largely in favor of the seller. Opium is inactive but steady at slightly changed quotations. Quinine is without [illegible] Menthol is more active and has [illegible] Jalap root is firmly [illegible] Cantharides are in better demand at advanced prices, and [illegible] and cocoa oil has gone up. Levant wormseed and spearmint oil are firmly [illegible] and oils of peppermint, spearmint, rose and lemon are all higher.

OPIUM—For immediate delivery is fairly steady at slightly advanced quotations. Under date of August 27 the arrivals reported in Smyrna amounted to 2553 cases against 1144 cases on the same date last year. Sales during the week ending on the date just mentioned in Smyrna were 200 cases, the arrivals being of a like amount and more than double those of last year. It is said here that if buyers should keep out of the market for a few weeks the price would get back once more in accordance with the large crop. In the local market jobbers are quoting $5.35@$5.50 per pound for natural, and $7.10@$7.35 for granulated and U.S.P. Powdered.

QUININE—Continues fairly steady, but the movement is wholly routine, and manufacturers' prices are unchanged on the old basis of 14c for bulk in 100 ounce tins. Cables to hand report the bark shipments from Java during August as 1,860,000 pounds, 1,420,000 pounds being the quantity reported for the corresponding period last year.

MENTHOL—Is again stronger and the market is practically cleared up, the prices ranging from $3.25@$3.50 as to quantity and holder.

BAY RUM—Continues to be in good seasonable request and supplies are getting more difficult to obtain. As a result prices have been advanced to $1.75 per gallon by the barrel and $2@$2.10 for less quantities.

JALAP ROOT—Is holding the attention of bottle dealers and consumers. High grade is reported in active demand and firmer with the range of quotations from 50c@55c per pound. The available stock is in few hands and the tendency of prices is still strongly upward.

CHAMOMILE FLOWERS—Both German and Roman are slightly lower, although there is a fairly good demand for better grades. The first named variety is quoted at 28c@33c per pound; Roman, 30c@35c.

GLYCERIN—Refined is again firmer in sympathy with the strong position of the crude abroad, and manufacturers have advanced their quotations to 24c for C.P. in drums or barrels and 25c in cans. Smaller quantities are proportionately higher, but manufacturers apparently are not anxious sellers even at the present advanced figures.

CODEINE—Is easier in sympathy with the recent lower prices on opium and manufacturers have reduced their quotations 20c per ounce, as follows. Alkaloid, $4.25@$4.40 per ounce; phosphate and sulphate, $4.10@$4.25 per ounce.

CACAO BUTTER—Bulk in boxes is cabled higher abroad, with an advance in the lay down cost to 33c per pound. The tendency is upward and jobbers are quoting 33c@36c.

BUCHU—Short leaves continue in light supply both here and in European markets and local dealers are offering cautiously at the quoted range of $1.75@$1.85. Long leaves are nominally lower, the quotations being $1.25@$1.35 per pound.

COD LIVER OIL—Norwegian continues active and firm at $34@$36 per barrel as to brand, and the outlook continues favorable to higher prices.

MANNA—Is higher, $1@$1.10 per pound being asked for larger flake. Quotations on small flake are unchanged, but advices received from Italy are to the effect that, at best, only a fair crop may be expected this year, as weather conditions have been unfavorable thus far.

OIL CLOVES—Is firmer in sympathy with a stronger position of the spice and quotations have been advanced to $1@$1.20 according to quantity and container.

OILS, ESSENTIAL—Star aniseed is steady and higher at $1.45@$1.55 per pound. Peppermint is developing firmness; as a result, prices have been advanced and the demand is active considering the higher levels. The regular brands are quoted as follows: New York, $2.40@$2.70; H.G.H., $2.75@$2.85; Western, $2.40@$2.60. Spearmint is temporarily in such short supply that consumers express difficulty in getting supplies. Stocks are concentrated and prices have been advanced to $3.65@$3.75 per pound.

CANTHARIDES—Russian are again cabled higher abroad and the local market is firmer with quotations advanced to 85c@$1.00 per pound for whole and 95c@$1.20 for powdered, as to grade and quantity.

SEEDS—A general revision of quotations shows fractionally higher ranges for poppy, rape and domestic sunflower, and cables received a few days ago report rapidly advancing primary markets for Levant wormseed, the stock there being concentrated in few hands, with the bulk under control of the Russian Government. Celery seed is lower, 25c@28c per pound being quoted.

It Pays
To Stand By the "Stand By's"

Some dealers spend most of their time in pushing every *new* thing that comes along.

Stock up with a new article if it seems to be a seller. But don't forget the old "Stand By's" that *have* paid you and *are* paying you and *will* pay you—if you watch them.

Wise dealers keep their eyes on the real, live articles that are already *established*—the articles that they *know* will *sell*.

Keep these steady sellers—and keep them *moving*. Stand by the "Stand By's" and they will stand by you.

One of the best "Stand By's" in your store is

DIAMOND DYES

Diamond Dyes have paid you more profits than any other dye you ever handled—more profits than any other 10 cent article.

And, if you do *your* share, these profits will keep right on growing each year.

Other dyes come and other dyes go. But Diamond Dyes are *steady*. Their sales go right on forever.

Keep Up Your Stock

All you have to do is to keep on hand a *complete* assortment of all the Diamond Dye colors for both *Wool* and *Cotton*, keep the Cabinet in a prominent place in your store and *do your share* toward helping and cultivating the big demand for Diamond Dyes.

$200,000 to Help You

Surely you should be willing to *do your share* when we are actually spending over $200,000 *each year* to help build up *your* sales.

We are sending the women into your store. Are *you* doing *your* share to sell the goods when the women call for them?

Back up Diamond Dyes. Link up your store with the pages and pages of advertising that we are using.

Remember, this advertising money has got to *pay you* before it can possibly *pay us*.

Do your share.

How to Build Up Sales

When a lady asks for Diamond Dyes, first, tell her you have Diamond Dyes for wool and Diamond Dyes for cotton. That no dye in the world works successfully with all kinds of materials.

Explain that wool, silk, alpaca, and camel's hair are **animal** fibres that take up the dye very **slowly**, so it is necessary for her to use **Diamond Dyes for Wool**,

And that cotton, linen, and mixed goods are **vegetable** fibres that absorb the dyes **quickly**, so it is necessary for her to use **Diamond Dyes for Cotton.**

Therefore, if she gets the right dye for the material, there is absolutely no chance of failure.

The Diamond Dye Direction Book will furnish every detail of information and the Diamond Dye Annual will give her the latest styles and many testimonials of the success of others.

There are many convincing arguments in favor of home dyeing and we are presenting them to the women of the country in a clear and forceful manner.

WELLS & RICHARDSON CO.
BURLINGTON, VERMONT

PRICE LIST CHANGES AND ADDITIONS—Supplement to Era Price List.

NOTE—Subscribers should enter in the proper pages in their copies of the 1910 Era Price List the following additions, price changes, corrections, etc., thereby bringing it up to this date. The reprinted price lists of manufacturers may be cut out in their entirety and pasted over the corresponding lists in Part 4.

PART 1—DRUGS AND CHEMICALS.

Page—

43. Pollantin (Dunbar's Hay Fever Antitoxin), should be Pollantin, Powder.....pkg. — 2.50
Pollantin, Liquid.....pkg. 2.50

PART 2—PROPRIETARY PREPARATIONS.

Page— *Additions.*

65. Abilena Water (16) Large, case of 50... — 11.00
Large, case of 24... 5.50
Small, case of 100s. 8.50
Small, case of 50... 4.50
66. Allen's Foot Tablets (4241)..... .25 2.00
67. Anesthone Cream (4353) ½ oz. tubes. .50 — 4.00
72. Benzol (4166A)..... 1.00 8.00
73. Bile Tone Laxative (3591)..... .25 2.00
74. Bing's Triumph Tablets (2181)..... 1.00 8.00
75. Borad (2557)..... 1.00 - 8.00
79. Carbolineum Wood Preserver and Verm. Dest. (2321), gal. ..... - .80
79. Cardolax (929B)..... .25 - 2.00
.50 - 4.00
1.00 - 8.00
83. Coco Santal Comp. (3403)..... 1.00 — 7.20
83. Codrenin (in 1 cc. ampoules, doz. in box) (4353) per box..... - .85
85. C.T.D. (2321), gal. ..... - .85
quart ..... .40

Page— *(Part 2.)*

87. D.D.D. (2321), gal..... — 1.00
quart..... — .50
90. Eaz-All (3567A)..... .25 — 2.00
98. Glogau's Vaginal Suppositories (2181). 1.00 — 8.00
108. Iodotropon (3647)..... 1.00 — 9.00
114. Lax Links (3415A)..... .10 .75
121. Mirage Perfume (2181)..... 2.00 — 18.00
123. Near-to-bac-O Chewing Gum (4004)... .10 .75
125. Nugget Polish (4188A)..... .10 .80
130. Pill Ferri-Hydrastin Comp. (2557)... .35 3.00
137. Ronell (4438A)..... .15 1.20
139. Sanipon (3661A)..... 1.00 7.20
144. Step Lively Bunion Plasters (431A). .10 .75

Advanced.

123. Mum (3982)..... — 2.25

Prices Changed.

125. Nutreo (4193A)..... .50 4.00
1.00 — 9.00
151. Vapocaine (3554), from $3.70 to $3.50 doz.

Declined.

98. Glidine (3755)..... — 6.75
— 13.50

Corrections.

68. Antiphlogistine (1469) Key No. should be (1469).
72. Benger's Food (3267) prices should be .25 — 2.25
.60 — 5.40
1.75 — 15.75

(Continued on Page 1010.)

PART 4—MANUFACTURERS' PRICE LISTS.

Page— *Corrections.*

179. John I. Brown & Son, 144 Olive St., Boston, Mass., should be 144 Oliver St.

(Part 4, Page 185.)

C. S. LITTELL & CO., 228 Fulton Street, New York.

	Retail	Doz.
Littell's Sun Cholera Mixture	$ .25	$2.00
Norwegian Cod Liver Oil, pints	.50	4.00
Beef, Wine & Iron, pints	.50	4.00
Extract Witch Hazel, pints	.25	2.00
Syrup White Pine, comp.	.25	1.75
Thompson's Extract Vanilla		2.25
Aniseps for La Grippe	.25	2.00
Dewees's Mixture for Diarrhoea	.25	2.00
Davis's Colic Eradicator	.20	1.50
Frederick's Worm Confections	.20	1.50
Daniel's Cough Balsam	.25	1.75
Corbett's Sanitary Fluid, pints	.25	2.00
Mustard Salve	.25	1.50
Liniment	.50	3.50
Complexion Powder	.20	1.50
Pettijohn's Remedy Pills	.25	1.50
Arnica Liniment	.25	1.75
Peppermint Headache Confections, 10 cent size	.10	.75
25 cent size		1.50
Stove and Furniture Polish	.25	2.00
Dr. Akers' Toothache Drops	.10	.75
Dr. Akers' Sozo Cata 50c. size	.50	4.50
Dr. Akers' Sozo Cata 25c. size		
Dr. Akers' Sozo Cata 10c. size		
Dr. Akers' Sozo Cata 5c. size		
Dr. Akers' Sozo Cata Ointment		
Dr. Akers' Sozo Cata Soap		
Malaria	.25	2.00
Dr. Akers' Dyspepsia Tablets	.25	2.00
Dr. Akers' Blood Purifier	.25	2.00
Perfect Absorbent	1.00	9.00
Perfect Ointment	2.00	18.00

Formulas.

(Part 4, Page 183.)

THE HOFFMANN-LA ROCHE CHEMICAL WORKS, 65 Fulton St., New York.

Airol, 1 oz. cart.	oz.	$ .70
Arsylin, 1 oz. cart.	oz.	.75
Arsylin Tablets, 4 gr. (100s)		.80
Asterol, 1-oz. bot.	oz.	.50
Asterol Tab., 2-gm., 12 in tube		.35
Benzosalin, 1-oz. bot.		.60
Benzosalin Tab., 5-gr. (100s)		.75
Brom-Protylin, 1-oz. cart.	oz.	.50
Brom-Protylin Tab., 4-gr. (100s)		.55
Digalen ½ oz. bot.	bot.	.80
Digalen Ampullae, 6 in box	box	.70
Digalen Ampullae, 12 in box	box	1.15
Fer-Protylin, 1-oz. cart.	oz.	.50
Fer Protylin Tab., 4-gr. (100s)		.55
Protylin, 1 oz. cart.	oz.	.50
Protylin Tab., 4-gr. (100s)		.55
Secacornin 5½ dr. bot.	bot.	.80
Secacornin Ampullae, 6 in box		.70
Secacornin Ampullae, 12 in box		1.15
Sxr. Thiocol, 6 oz. bot.	doz.	7.00
Thephorin, 1-oz. bot.	oz.	.75
Thephorin Tab. 7½ gr., 20 in tube		.15
Thigenol, 1 oz. bot.	oz.	.30
Thigenol ¼ lb. tin	lb.	2.70
Thigenol ½ lb. tin	lb.	3.15
Thigenol 1 lb. tin	lb.	4.10
Thiocol, 1-oz. bot.	oz.	1.00
Thiocol Tab. 5 gr. (100s)		1.25

(Part 4, Page 192.)

WM. R. WARNER & CO., 639 N. Broad St., Philadelphia, Pa.

Bromo Soda, Imp. 2c. size	doz.	$2.00
Bromo Soda, Imp. $1.00 size	doz.	8.00
Effervescent Lithia Tablets, 3 gr.		
1 doz.		1.00
1 gross lots		18.00
5 gr. 1 doz lots		2.40
1 gross lots		27.00
Elixir Sodiathe Compound	doz.	8.50
1 gallon each		1.95
5 pints each		1.11
Ingluvin, Powder and Tablets	doz.	10.00
5 doz. lots		9.50
Liquid Pepsin-Bismuth-Strychnine	doz.	8.50
1 gallon each		1.95
5 pints each		1.11
Sanitol Tooth Cordial, pints	doz.	7.50
½ pint	doz.	3.11
1 gal. each	doz.	1.95

(Part 4, Page 181.)

CASWELL-MASSEY CO., LTD., 1240 Broadway, New York.

	Retail	Doz.
C. M. & Co.'s Camphor Ice	$ .25	$1.50
Cod Liver Oil, Ice refined	.75	6.00
Coimmyrrh Mouth and Tooth Wash	.75	6.00
Dentine Tooth Powders	.25	1.75
	.50	3.50
Eau Dentifrice	.75	6.00
	1.50	12.00
Eau Lustral	.75	6.00
Emulsion Cod Liver Oil with Pep. and Quin.	1.00	8.00
Formodenta Tooth Paste	.50	4.00
Lotus Balm	1.00	7.50
	1.25	9.00
	1.50	10.50
Melodermia cream and white	.25	2.50
Quinine Chocolates	.25	2.00
	.50	4.00
Rum and Quinine Restorative and Preservative	.50	4.00
	1.00	8.00
No. 6 Cologne, $2.50, $4.50, $9.00, $15.00		
$28.50 per doz.		

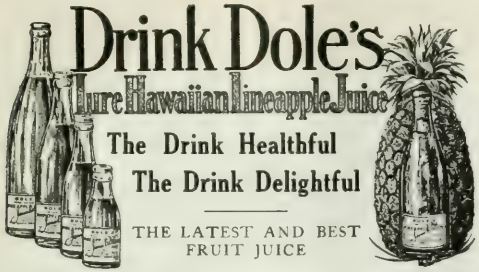
Write for Discounts.

Stein-Gray Co's Sale.

CINCINNATI, Sept. 24—The sale of the Stein Gray Co's stock and store fixtures has been completed. Attorney Peters says the sale total will about $20,000, which is about 60 to 70 per cent. of the appraised value. The statement was made by bondsmills that the stock was appraised at $50,000 and appraised at less than $30,000. Attorney Peters says that he will pay the creditors about 10 or 15 cents to the dollar; that the first dividend will be paid in two or three weeks but that the final dividend will not be paid for some time yet, and that the case will not be entirely disposed of in the Federal courts for five or six months, as the examination of the bankrupts is still under way. Most of the stock was bought by out of town men.

Drink Dole's

Pure Hawaiian Pineapple Juice



The Drink Healthful

The Drink Delightful

THE LATEST AND BEST FRUIT JUICE

"Wholesome?" Ask physicians. "Delightful?" Try it and see. Drink as much as you please—you'll enjoy every drop. Serve it straight and very cold over cracked ice, or use it instead of lemon in hot Russian tea or 3-5 Juice and 2-5 boiling water over a little sugar in place of hot lemonade. It is pressed from "Picked Ripe" Hawaiian Pineapples and is refined and bottled in Honolulu.

It's Pure—nothing whatever has been added. Drink it pure.
It's Hawaiian—grown and bottled in a Tropical Paradise—and tastes it. The Drink Delightful.
It's Pineapple—the most healthful and refreshing of all juicy fruits.

When grocers and druggists haven't Dole's Pure Hawaiian Pineapple Juice write us for booklet.

When grocers and druggists haven't Dole's Pure Hawaiian Pineapple Juice write us for booklet.

James D. Dole

Be sure this name in red is on the Label.

HAWAIIAN PINEAPPLE PRODUCTS CO., Ltd.

112 Market Street, San Francisco, Cal.

WRITE FOR Catalog

Real Razor Strops

THAT ARE

EDGE MAKERS

AND

PROFIT GETTERS

Our Strops sell because they are made of the Correct Material, and the Prices are Right

Let us send you a small sample line for your approval

Koken Barbers' Supply Co.

STROPMAKERS

ST. LOUIS

TEMPLE UNIVERSITY Philadelphia

Department of Pharmacy

A Co-Educational, Non-Sectarian Institution with 3500 Students in actual attendance

The only University offering Day and Night Courses in Pharmacy.

Day course extends over a period of two years of eight months each, and leads to a degree of Pharmaceutical Graduate (Ph.G.).

Night course extends over a period of three years of eight months each, and leads to a degree of Pharmaceutical Graduate (Ph.G.).

One additional year of eight months is required to obtain the degree of Doctor of Pharmacy (Phar.D.).

Special courses in any branch of Pharmaceutical industry are offered *to those qualified to take them.*

For those who wish to specialize in CHEMISTRY, MANUFACTURING, WHOLESALE PURSUITS and especially for the GOVERNMENT PURE FOOD and DRUG SERVICE, the Temple University offers courses and facilities surpassed by none.

The University Year Begins Thursday, September 15, 1910

For announcement and special information address

DEAN OF DEPARTMENT OF PHARMACY

PROFESSIONAL BUILDING

18th and Buttonwood Streets, Philadelphia

Co-operate With Us

CAMPHORZONE

is extensively advertised to Physicians and Dentists and is largely prescribed by them when an ideal ANTISEPTIC and EMOLLIENT LOTION is indicated.

Price to the trade...$4.00 doz.—retails for 50c
Price to the trade... 2.00 doz.—retails for 25c

Larger quantities for dispensing if desired.

FILL out the coupon below and send to us for ½ doz. **CAMPHORZONE**, 50c size, to be sent through your Jobber, and we will send you FREE of all cost, one dozen bottles of **CAMPHORZONE**, 25c size, which you may distribute to physicians and dentists; a trial will convince them of its merit.

You take no chance—satisfaction guaranteed or your money refunded.

THE CAMPHORZONE COMPANY Chicago, Ill. 7

.....

Please send me through Jobber, ¼ dozen CAMPHORZONE, 50c size.

JOBBER'S NAME .....

NAME .....

ADDRESS .....

One dozen CAMPHORZONE, 25c size, FREE—direct.

PRICE LIST CHANGES AND ADDITIONS.

Supplement to the Era Price List.

(Continued from Page 1008.)

Page Part 2 Corrections.

76. Brown's Bicarbonate Saponaceous Dentifrice (1345), should be Brown's Camphorated Saponaceous Dentifrice.

78. Rayen Raven Gloss Dressing (4650), Key No. should be (4650A).

79. Carbon Carbon Solvent (3502), Key No. should be (3503).

102. Harvey's Ferri Comp. Pills (2502), price should be ..... 1.35 — 9.00

115. Lister's Prophylactic Tooth Wash (1650), Lister's Face & Hand Lotion (1650), Key No. should be (1657).

120. Mexican Hair Restorative (3776), Key No. should be (3787), (5326).

121. Mitchell's Eye Salve (2381), price should be ..... .25 — 2.00

123. Mumford's Navy Blood & Rheumatism Remedy (9383), Navy Cough Remedy (9383), Navy K & L Pills (9383), Navy Liniment (9383), Navy Neuralgia & Headache Powders (9383). On each of above Key No. should be (9383).

137. Robinson's Pain Remover (1485) ..... .25 — 1.75
should be (3431) ..... .25 — 2.00
Robinson's Sura Cura (3431), price should be ..... .50 — 4.50

142. Simmon's Liver Pills (6045), Key No. should be (3741).

144. Step Lively Corn Plasters (431A), price should be ..... .15 — 1.00

150. Uncle Sam's Nerve & Bone Liniment (3553) ..... .25 — 2.25
should be (1733) ..... .25 — 1.75
.50 — 3.50
1.00 — 7.00

PART 3—MANUFACTURERS OF PROPRIETARY GOODS.

Page *Additions.*

161. 16—Abilena Company, Abilene, Kansas.
162. 431A—Bauer, Charles, Hempstead, N. Y.
163. 929B—Cardolax Co., Inc., 1012 Gates ave., Brooklyn, N. Y.
165. 1733—Emmert Proprietary Co., 990 West Madison St., Chicago, Ill.
167. 2381—Hall & Rucke, 215 Washington St., New York City, should be Hall & Ruckel.
167. 2557—Henderson, R. G., 346 W. 39th St., N. Y. City.
170. 3567A—McDonald, J. J., 2 Rector St., N. Y. City.
170. 3061A—Marvel Pharmacy Co., 138 6th Ave., New York City.
171. 4160A—Northern Chemical Co., Minneapolis, Minn.
171. 4188A—Nugget Polish Co., 299 Broadway, N. Y. City.
172. 4438A—Perry Pich, 343 Atlantic Ave., Brooklyn, N. Y.
172. 4650A—Raven Gloss Co., 81 White St., N. Y. City.

Profit in Handling D & S Corn Plasters.

The Doctors & Druggists' Co., recently incorporated under the laws of New York with a capital of $250,000 have a new advertisement in this issue of the Era in which attention is called to the D & S Corn Plasters at $5 per gross. Each dozen packages of the Corn Plasters is mounted on an attractive display card and each package is claimed to remove twelve corns. Ten per cent discount is allowed if cash accompanies the order and the price at which the plasters are sold enables the dealer to make $10 clear profit. This is a good investment for the druggist who wants to make money and to satisfy customers. The company also make a line of [illegible] and tablet preparations which is worth looking into. Read their advertisement on page 1015 and [illegible] a postal card, and they will send you some very interesting reading matter about money making and [illegible].

A. D. S. Members to Fight Chains.

(Continued from Page 1001.)

Other speakers developed the facts that co-operative or central buying was a great thing for the retail druggist; that every pharmacist distrusts his colleagues to such an extent that it would be foolish to consider any scheme by which the members should turn in their stores and receive proportionate shares of stock in any sort of buying organization, and that legislation to keep corporations out of the drug business could be secured only through the semi-professional end of the business, which would result in separating the prescription department from the other departments of the drug stores.

It was announced that the rapid growth of the syndicate had rendered necessary the erection of a new building in Long Island City. It will be five stories high and 95 x 100 feet in dimensions.

New Association Holds Its First Meeting.

The A.D.S. Association of the State of New York held its first meeting recently at Teutonia Assembly Hall, President Peter Diamond presiding. The resolutions adopted at the conference at the New York College of Pharmacy relating to amended article 182 of the sanitary code were unanimously endorsed. It was also decided that the fight for legislation to curb the corporation "chains" be taken up as soon as practicable. The annual fee was made $1 and 100 or more members were taken in at this meeting. The plan of dividing the city into districts was further discussed and developed. A. Gardner and Benjamin Taub were appointed to represent the society at the second conference relative to article 182 of the code. Mr. Gardner was also elected treasurer. The following executive committee was appointed:

Manhattan Borough, Henry E. Otis, Peter Diamond, Abraham Dorb, George H. Hassell, Thomas H. Hetherington, Joseph Culp, Mr. Erroshaw, G. W. Hackert-server, B. Farb and W. A. Guthrie; Brooklyn Borough, A. Parsells, H. E. Hall, D. Westheimer, C. E. Heimerzheim and A. Gardner; Queens Borough, A. Schmitzler and E. W. Steindeke; Bronx Borough, George E. Huether, Charles A. Stecher, John Goldwater, T. A. Smith, and Richmond Borough, U. W. Becker.

Clear Counter Service—Something New.

The whole soda water trade will be interested in an announcement made on another page of this issue by the Liquid Carbonic Company, of a radically new type of fountain that that Company has just perfected and is now placing on the market. Explicit details as to the mechanical construction of this outfit, other than the important fact that it does away with the draft stand are not given.

But according to the manufacturers this accomplishes an important saving in ice because it avoids the loss of refrigeration that is inevitable in any draft stand, owing to the fact that a draft stand is above the counter where it is constantly played upon by air-currents, and where it is impossible to refrigerate the pipes in the interior. From a dispenser's standpoint, also, the new type of fountain will be welcome, because, it is claimed, it means a short waist-high reach to the faucet instead of the slower, more tiring, shoulder-high reach to the faucet of an elevated draft stand. There is also an advantage in having a clear serving counter, free of all obstructions.

Dispensers Must Keep Straws at Fountains Covered.

In the belief that the exposure of straws used at soda fountains to handling by all classes of people tends to spread disease, State Food and Dairy Commissioner, W. B. Barney of Iowa, has notified proprietors of soda fountains and other dispensers of drinks in that State to keep their straws covered. For this purpose the Patented Straw Dispensing machine, formerly manufactured by the Hander Vending Machine Co. of Chicago, is just the device to protect the straws and also the user. The Mosteller Mfg. Co., also of Chicago, has recently acquired ownership of this machine which, among other desirable features, dispenses but one straw at a time. If your jobber cannot supply you, order of the Mosteller Mfg. Co., 322 West Indiana street, Chicago, Ill.

Auto Truck for Medicine Company.

C. I. Sheop Medicine Co., of Racine, Wis., has established an automobile garage and is using a motor truck.

INCREASE YOUR

Candy Trade

ORIGINAL

ALLEGRETTI

Famous Chocolate Creams

Are Known Everywhere
And Sell Themselves

Our Bon Bons, Chocolate Coated Almonds and Nuts, and Our El Fontana Mixed Chocolates, Are All Good Sellers

Have You the Agency in Your Town

SEND FOR PRICE LIST

Allegretti Chocolate Cream Co.

220 Van Buren St., Chicago
929 Broadway, :: New York

THE NEW PACKAGES—CAPSULES 5 GRAINS

New packages thoroughly advertised to physicians only—in strict accordance with medical ethics.

Sealed containers. Contents perfect in all seasons—in all climates.

Usual prescription is 30 capsules 5 grs. 30's size bottle fills prescription promptly and attractively ***(druggist removing our label).***

All wholesalers carry these packages.

N. B.—The Powder Packages are still supplied.

RESOR-BISNOL CHEMICAL CO.
BALTIMORE, MD.

SPECIFY **"M. C. W."**

on your orders to wholesale druggists for ***Pure, Standard Alkaloids*** for dispensing. Consistent with the superior quality which we strive to maintain in all of our products, our Alkaloids may be relied upon to meet the most rigid requirements for purity.

MALLINCKRODT CHEMICAL WORKS

ST. LOUIS **NEW YORK**

BUSINESS NOTICES

Smokers' Novelties Appreciated by the Trade.

One of the strong features of the Perfect Cigar Box Lid Holder, shown in the accompanying illustration and introduced by the Milwaukee Novelty Co., Milwaukee, Wis., is the firm manner in which it holds the cover at any angle without taking up any room in the show case, at the same time holding in position the price tag. That the cigar trade appreciates this device is evidenced by the many unsolicited testimonials the manufacturers have received from dealers who have used the Holders. The Perfect Cigar Box Lid Holder, as stated above, not only holds the box cover, but also the Cigar Price Tags, which the Milwaukee Novelty Co. furnish in thirty-one different designs printed in two colors and sell at very reasonable prices. The company also makes a specialty of smokers' novelties and they invite dealers to make a practical test of the same by sending for free samples. See advertisement on page 1015 in this issue of the ERA.

Druggists' and Miscellaneous Rubber Sundries.

The B. F. Goodrich Co., Akron, Ohio, have just issued a new Druggists' and Surgical Rubber Sundries Catalogue which is a superb example of the printers' art, all the work being done by the so-called "offset" process. As a desk companion and reference book the average druggist will find this catalogue of the greatest service for it describes and illustrates what is probably the most comprehensive and up-to-date line of druggists' and surgeons' rubber sundries ever offered to the trade. The illustrations show many new additions to the line and with the text tell how the old standards have been thoroughly gone over and improvements made wherever possible. Particularly worthy of notice are the combination Syringe Bags described and illustrated in the catalogue, the three styles being the "Regular," "Fountlet" and "Jockey," white, slate and red being the predominating colors. In addition the company states that any of its regular water bottles may be utilized as top outlet combination bags, as the thread of the nozzles will take the standard hard rubber combination cap. Besides all varieties of syringes, there are rubber bulbs, atomizers, breast pumps, nursing bottle fittings, nipples, finger cots, gloves, pessaries, sponge bags, sheeting, catheters, surgical tubes, bandages, tourniquets, aprons, erasers, rubber bands, etc., etc. If you have not already received a copy of this catalogue we presume that one will be sent on request to the B. F. Goodrich Co., Akron, Ohio.

Scott & Bowne's Bonus Goods Proposition.

Although the price of Cod Liver Oil is higher this year than for several years past, we learn from our advertising columns that there is no change in the price of Scott's Emulsion. In fact, the bonus goods proposition ($25 worth, with ½ doz. free) brings the cost of this staple article down much below the $8 and $4 mark. The prices given appear to make the large size the more profitable to handle, but there is perhaps some justice in the statement of the manufacturer that the small or half-dollar size costs proportionately more to put up. It is a well-established fact that an 8 oz. bottle does cost more than half as much as a 16 oz. one, and probably it costs about as much to handle the one as the other. However, Scott & Bowne, with their bonus goods proposition, bring their prices down on both sizes to a figure that should receive the hearty support of the entire trade.

Unusual Offer on O-Cedar Polish.

The Channell Chemical Company of Chicago are making a great [illegible] for Fall business. Instead of the usual plan of giving a dozen or so packages free with each gross order, they have evolved a novel plan that should bring good [illegible] to merchants who accept the proposition. Briefly, the plan is this: upon receipt of an order for six dozen of the 10c. size O-Cedar Polish, six dozen of the 25c. size and one dozen of the 50c. size, making a total of $20.80, the Channell Chemical Company will write a personal letter to 100 customers of the store sending the order, and enclose with the letter a coupon good for 5c. on the purchase of O-Cedar at that store only. The Channell Chemical Company in return accepts these coupons at their face value from the merchant when paying his bill.

This plan almost doubles the profits for the retailer and brings customers to his store without any expense or effort on his part. Indeed, the wholesaler practically gives the retailer all the profit and in addition gives a guarantee bond with every bottle of O-Cedar agreeing to refund the purchase price in full if the customer is not fully satisfied. O-Cedar is a staple article, and full details of the proposition will be found on another page of this issue. Druggists should avail themselves of this unusual offer for it gives them a chance to make extra profits.

Beginning of the Antitoxin Season.

Pharmacists who have not already done so will be wise to order now their fall supplies of diphtheria antitoxin. With the opening of the schools and the consequent intermingling of large numbers of children there is always more or less demand for the serum, particularly as the product is used extensively as a prophylactic as well as curative agent. There is an advantage, too, in being early in the field, thus prolonging the antitoxin season, which is ordinarily very profitable. The druggist is in business primarily for profit. He should therefore choose a serum that is commercially staple, that has standing with physicians, that is liberally advertised and detailed to the medical profession. Parke, Davis & Co.'s antitoxin meets all these requirements, is well exploited in the medical journals, and is a brand that comes first into the mind of the average American physician when he has occasion to place an order. In this connection it is perhaps pertinent to remind the pharmacist that the Globulins of this company's manufacture are coming into extensive use, and a few packages might well be included with his order.

How to Obtain One Dozen Camphorzone Free.

The Camphorzone Company, Chicago, Ill., have a new advertisement in this issue of the ERA in which they call attention to Camphorzone which, they say, is extensively advertised to physicians and dentists and prescribed by them when an ideal Antiseptic and Emollient Lotion is indicated. Camphorzone is particularly recommended for the use of dentists in the treatment of gingivitis, as a gargle and mouth-wash, and for local congestions and irritations. The manufacturers have a plan, described in their advertisement, by which, if you co-operate with them, they will send you free of all cost, one dozen bottles of Camphorzone, 25c size, for distribution to your physicians and dentists. So confident are The Camphorzone Co. of the merits of their product that they say they will guarantee satisfaction or return your money. But read their advertisement on page 1009 and take advantage of what would appear to be a very generous offer.

High Grade Match Vending Machines.

The International Vending Co., of Chicago, whose ad appears on another page of this paper, is one of the few vending machine firms doing their own manufacturing. Consequently, their products have nearly approached perfection in workmanship, materials, etc. The Company make several different types of match machines, all of which vend peanuts or other articles in cartons as well. Druggists should read the ad and take advantage of the Company's offer to send a catalogue free. The mechanism of the machine is guaranteed by the manufacturers for ten years.

Dr. J. H. Schenck & Son's Special Free Goods Offer.

In ordering Schenck's Mandrake Pills dealers should not forget to send to the manufacturers, Dr. J. H. Schenck & Son, Philadelphia, for a Special Free Goods Offer blank. The blank may be also obtained through local jobbers and by taking advantage of the offer, which is open for a limited time only, you will be able to make greater profits and also to get a handsome counter card and window signs to help sell the goods. Read the manufacturers' advertisement on page 980 of this issue of the ERA and get the particulars of this Special Free Goods Offer.

We can match any perfume
with a quality unmatchable

De Luxe Concentrates

Why not build a business for yourself-in your own name.

CATALOGUE ON REQUEST

The Charles E. Sholes Company.
FINISHED PERFUME BASES, PERFUMERS ACCESSORIES
164 FRONT ST NEW YORK.

DAGGETT & RAMSDELL'S

"Perfect" Toilet Line

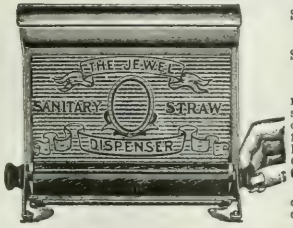
PERFECT COLD CREAM
PERFECT COLD CREAM SOAP
PERFECT COLD CREAM SHAVING STICK
HEADACHE COLOGNE
VIOLETTE RICO TOILET WATER

Grows daily in popular favor. Makes regular customers wherever sold. Send for new price list giving recent change in terms.

DAGGETT & RAMSDELL, Mfg. Chemists
D. & R. Building
314 West 14th Street - - - NEW YORK

JEWEL SANITARY STRAW DISPENSER

The frame is made of metal.



PRICES

Style No. 1, enameled or oxidized, $1.50

Style No. 2, nickel-plated $2.25

Saves time and money. Protects straws from microbes and serves from either side. Positively dispenses One Straw at a time.

If your Jobber can't supply you order from

Mosteller Mfg. Co. Succrs. to Haidee Vend. Mach. Co.
326 Indiana Street, CHICAGO

Profitable *Extensively Advertised*

CHOLAX

(KOLAX)

"The Sparkling Health-Salt"

$4.00 Per Dozen

At Your Nearest Jobber
Free Sample Mailed on Request

THE KELVAN COMPANY, Inc.
Philadelphia, Pa.
SMITH, KLINE & FRENCH CO., Principal Distributors

Here is Something New That will Draw a Crowd

The "Attracto" Swinging Ball Motion Window Display Outfit will do it better than a highly paid living demonstrator. Interests and puzzles everybody. Looks like perpetual motion. Practical. Well Made. Lasts a lifetime. This display is 20 inches high, 21 inches wide, 6 inches deep, built of beautiful quartered Oak with Black Antique scroll work, nail heads and wires. Card-board signs in center 14 inches in diameter. Every few seconds the sign makes a half turn, showing opposite side. Balls at top swing full circuit, one attached to cord winding and unwinding about post at left of frame. Thus, two signs are alternated every few seconds, making a display sure to attract passers-by. Let ball trap window and **everybody** stops. Light merchandise may be placed on cards if you wish.

This outfit consists of mechanical frame, run by 8 hour clock. 10 cards with beautiful lithographed borders, each printed with a different, catchy, business slogan. 10 bordered cards with plain centers which you can letter yourself. Price, boxed for shipment, $7.50. If not satisfied, money back. We build **all** motion displays used by big national advertisers. Have helped them make money can help you. Be first to have one in your window.

THE ATTRACTO COMPANY
Dept. A. Fretz Bldg., 10th and Diamond Sts., Phila., Pa.

THE EDDY

Gives a KEEN EDGE

¶ We can prove this to you and you in turn can prove it to your customer, and that is what they want. We guarantee every strop that bears our name no matter where it is sold or by whom.

¶ Send for our catalogue and price list, look them over and the next time you are in the market for **Razor Strops** give us a trial. You will not regret it.

Strops 25c. to $2.50

THE EDDY COMPANY
WORCESTER, MASS.

"View Cards Like They Make in Germany."

A large advertisement in this issue of the ERA is that of the Cargill Co., whose general offices and works at Grand Rapids, Mich., are illustrated in the accompanying cut. This Com-

pany, which maintains one of the best plants in existence doing die cutting, engraving, printing and binding, under one roof and management, is the successor to the Grand Rapids Engraving Co., established many years ago, the officers being C. C. Cargill, president; C. N. Jaqua, secretary and F. J. Smith, formerly president of the Simplicity Co. of Chicago, manager of its post card department.

The great specialty of the Cargill Co., however, is the manufacture of "View Cards like they make in Germany." Three grades of cards are made, Mono-Chromes, Tri-Chromes and Auto-Chromes, each representing the highest type of artistic workmanship and capable of bringing out every detail of any view. Druggists will find these cards, which cost but a trifle more than the poorer grades, to be profitable sellers the year round. They should also read the advertisement of The Cargill Co., and take advantage of the opportunities offered. Unlike most other ways and means of making money, the post card fad costs but little to install, not much to operate, and it is an attraction that draws trade. If your jobber does not handle the Cargill line, write direct to the Company for samples, which will enable you to judge for yourself of their quality.

Your **Profits**

of 100%—consider that on an article retailing for $1.00 a bottle.

Your **Name** a part of every advertisement of the goods in your home paper. Built to make it *your* advertisement. Contracted for by the year.

The **Remedy** a repeater—an article of sterling merit that actually performs the cures.

Your **Treatment**—broad, liberal—better than you're used to—no better than you deserve. That's what you get behind you when you

Take the Agency for

ZEMO

The clean treatment for Eczema, Pimples, Dandruff and all diseases of the skin and scalp. Come—get in line for the most satisfactory account you ever handled—we back you up.

E. W. ROSE MEDICINE CO.

3632 OLIVE ST ST LOUIS, MO.

Sales of Pinex Follow Advertising Campaign.

The start of the cough remedy season is announced by the reappearance of Pinex advertisements, and the annual appeal to druggists to get their stock ready. The advertising campaign, now conducted by the Pinex Company extends over the entire United States and Canada, and shows perhaps better than anything else, the growth of sale since the appearance of a few small announcements in one state four years ago.

The manufacturers say this remedy was designed by a pharmaceutical chemist to take the place of the thousand and one home-made remedies used by housewives to cure coughs. Pinex particularly appeals to those people who take pleasure in compounding at least a part of their own remedies and, as a result, they buy Pinex and dilute it with sugar syrup or a strained honey. Instead of selling a nickel's worth of horehound, licorice or something else, the druggist sells a bottle of Pinex for which he gets 50 cents, thereby making a better profit. In this way sales are made to a class of people who are not buyers of ordinary manufactured cough remedies, people who have cough recipes of their own and who seem to enjoy the trouble of preparing them. Pinex is sold by all jobbers and the manufacturers protect the druggist by agreeing to take back all unsold bottles at any time and guaranteeing to refund the purchase price to any dissatisfied user. Read their advertisement on another page.

Remarkable Free Offer on Diamond Dyes.

Three dozen packages of Diamond Dyes free with each one gross order, is the unusual offer now being made to retailers by Wells & Richardson Co. Together with the regular discounts, this allotment of free goods with each gross brings the dealer's cost to a point that leaves him something over 110% profit on each sale of this world-renowned 10-cent article. This margin is so liberal that the Wells & Richardson Co. feels little doubt but that practically every dealer in the country will make even redoubled efforts toward pushing Diamond Dyes.

Good, straight-from-the-shoulder, convincing, telling advertisements are appearing in 46 publications in this country and Canada. Full-page space in black and some in two, three and four colors are frequently seen, while smaller advertisements are carried through other insertions. This publicity will cost the Wells & Richardson Co. $200,000 for the coming year, and the plan of advertising Diamond Dyes is worthy of commendation. The story that Diamond Dyes tells will be read by over twelve million women and is bound to increase the sales of their product. Surely no dealer can do better than carry Diamond Dyes and reap his share of the profits from this great advertising campaign.

Fifty Years in Electrical Supply Business.

Julius Andrae & Sons Co., manufacturers and distributors of electrical supplies, dynamos, motors, etc., Milwaukee, Wis., have just issued a finely printed and illustrated bulletin commemorative of the establishment of their business fifty years ago by Julius Andrae. A perusal of this bulletin will convince anyone that the growth of this company has kept pace with the wonderful progress of the application of electricity to modern industrial requirements. For instance, when the company started their stock consisted of one spool of annunciator wire, six bells and batteries and a few push buttons. Today they have one of the largest and most complete stock of electrical supplies in the country. As manufacturers of the Andrae Grand Telephones they have made their name known in almost every State in the Union, their instruments and switchboards being awarded first place in many competitive tests. The officers of the company are Julius A. Andrae, president; J. C. Schmidthauer, vice-president; F. T. Andrae, secretary, and H. P. Andrae, treasurer. In addition to a large force of experienced men in the regular departments of the business the company also maintain an engineering corps to lay out plans for customers and to give advice in cases requiring technical knowledge and training.

1820 **GRAY'S OINTMENT** 1910

FOR BOILS AND SORES OF ALL KINDS.

Price, $1.75 per Doz.

Gray's Celebrated Pile Ointment.....$3.00 per doz.
Gray's Carbolic Salve ..... 1.50 per doz.
House's Liver and Rheumatic Pills.... 1.50 per doz.

W. F. GRAY & CO., **Nashville, Tenn.**

OCTOBER'S SPECIAL for THINKERS

TRADE D AND S MARK **CORN PLASTERS**

Each pretty 10c. package removes 12 corns
Each dozen mounted on attractive display cards

$5.00 per Gross. **$10.00 CLEAR PROFIT**

Through any jobber, or less 10 per cent cash with order

MANUFACTURED BY The D AND S DRUGGISTS Co. NEW YORK CITY

Cor. Pine and Pearl Streets

ROBINSON BATH CABINETS
Make Money for Druggists

Druggists have sold 10,000 Bath Cabinets the past year, and the profits on same have exceeded $40,000. Did you get some of this money?

Write for Special Proposition No. 640 to Druggists, which will prove to be a money maker.

People are now suffering from Colds, La Grippe, Rheumatism, and Neuralgia, and quick sales can be made.

ROBINSON BATH CABINET CO.
577 Jefferson Ave., **Toledo, O.**

The Philadelphia College of Pharmacy
Offers a complete course in
Pharmacy, Chemistry, Materia Medica, Botany and Pharmacognosy

leading to the Degree of P.D. (Doctor in Pharmacy) or P.C. (Pharmaceutical Chemist).

Lectures, recitations, and laboratory work are given, thus combining theoretical instruction with practical experience.

The laboratories are thoroughly up-to-date in equipment.

Store employment with College privileges easily secured, P.C.P. students being always in demand.

For full information regarding entrance requirements, tuition, etc., address,

J. S. BEETEM, Registrar
145 N. TENTH STREET **PHILADELPHIA, PA.**

U.S. BARKEEPERS FRIEND
METAL POLISH
USED AND ENDORSED BY THE LEADING DRUGGISTS
SOLD ALL OVER THE WORLD

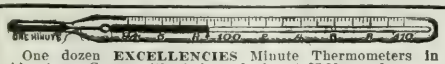
HIGHEST AWARD—Chicago World's Fair, 1893. Louisiana Purchase Exposition, St. Louis, Mo., 1904.
GEO. WM. HOFFMAN
296 E. WASHINGTON ST. INDIANAPOLIS, IND.

"Good Fixtures"
W. B. McLEAN MFG. CO.
1038-1056 HERRON AVE., **PITTSBURGH, PA.**

Wall Display Cases
R Partitions
R Workboards
Fluid Extract Cases

Show Tables
Chairs and Stools
Counters
Special Work

We make a specialty of Planning and Building Drug Store Fixtures



One dozen **EXCELLENCIES** Minute Thermometers in Aluminum Cases, with chain and pin, at $5.00 per doz.

OFFER With the first order we will send ¼ doz. 1 Minute Thermometers with Government Certificates, to use as Standards, free of charge. **Order from your Jobber.**

Write for Catalogue on Hypodermic Syringes, etc.

E. KESSLING, Mfr., - - - Brooklyn, N. Y.

MADAM DEAN'S ANTISEPTIC VAGINAL SUPPOSITORIES
A PERFECTLY RELIABLE VAGINAL ANTISEPTIC
Price $3.50 per doz. **Retails at 50c. per box.**
Sold by all Jobbers, or order direct from
THE UNITED MEDICAL COMPANY, Inc.
P. O. Box No. 74. Send for Free Samples. **LANCASTER, PA.**

Wholesale Drugs, Chemicals and Sundries
GUARANTEED FOOD AND DRUGS ACT
WRITE FOR PRICE LIST
BAKST BROTHERS
439 GRAND STREET NEW YORK CITY

LOOK, MR. DRUGGIST!

We have the most **PRACTICAL LID HOLDER** ever invented. IT SERVES YOU RIGHT. It holds the cover FIRMLY at any angle. It prevents BREAKING of lids. It not only holds your COVERS, but also your PRICE TAGS. Clear Price Tags furnished in 31 DIFFERENT DESIGNS. Samples free.

MILWAUKEE NOVELTY CO.
391 Hanover St. **Milwaukee, Wis.**
A profitable side line for Cigar and Drug Salesmen

ANNOUNCEMENT— Our PRICES are RIGHT and it will pay you to WAIT FOR OUR SALESMEN who will shortly visit you and show you the most up-to-date line of **Dishers, Cone Fillers, Lemon Squeezers, Strainers, Fruit Pitters,** and other good things that keen brains ever devised, or good workmen ever put together. We have recently acquired the ownership of the Patented Straw Vending Machine of the Haidee Vending Machine Co., formerly controlled by Mr. Mosteller, secretary and General Manager of our Company.

MOSTELLER MANUFACTURING CO., 322 West Indiana Street, CHICAGO, ILL.

Prices Current *of* Drugs *and* Chemicals

TO SUBSCRIBERS—In comparing your invoice with the prices in this Price Current, remember that the prices here given are those ruling in the New York market, and are the average prices charged to retail druggists. For larger quantities and orginal packages lower prices should be secured. Quality should always be taken into consideration.

Acacia, select white	lb.	.40	— .45
1st select powdered	lb.	.45	— .50
Fine granulated 1st	lb.	.45	— .50
Sorts	lb.	.22	— .27
Sorts, sifted	lb.	.25	— .30
Acetanilid (bbls. or cases)	lb.	.25	— .26
	lb.	.33	— .39
Acetphenetidine, U.S.P.	lb.	1.05	— 1.07
Acetone, pure C.P., med.	lb.		
Acid, Acetic, No. 8 (sp gr., 1.040)	lb.	.08	— .10
U. S. P., 36 p. c.	lb.	.09	— .10
C. P., Glacial, 99½ p. c.	lb.	.27	— .28
Benzoic, Eng., true	oz.	.13	— .17
German	lb.	.45	— .50
Boracic, cryst.	lb.	.11	— .13
Powdered	lb.	.12	— .15
Impalp	lb.	.17	— .22
Butyric, 100 p. c.	oz.		
Carbolic, cryst., bulk	lb.	.10	— .14
10 and 5 lb. cans	lb.	.12½	— .14
Crystals, 1 lb. bottles	lb.	.15	— .19
Crude, 10-95 p. c.	gal.	.20	— .60
Chloracetic, 1 oz. v.	oz.	.25	— .17
Chromic, 1 oz. v.	oz.	.07	— .11
C. P.	oz.		— .32
Chrysophanic, true, vials	oz.	.35	— .40
Cinnamic, synthetic, v.	oz.	.28	— .32
Natural, 1 oz. v.	oz.		— .40
Citric, cryst. (kegs)	lb.		— .41
	lb.	.45	— .49
Granulated	lb.	.40	— .47
Powdered	lb.	.40	— .47
Formic, Conc. 1 lb. bot	lb.	1.00	— 1.10
	oz.		— .19
Gallic	lb.	.63	— .65
¼, ⅛, 1 lb. cartons	lb.	.65	— .71
Glycerinophosphoric	oz.		— .40
Hippuric	oz.	.65	— .75
Hydriodic, sp. gr. 1.50-1 oz.		.40	— .42
Sealed Tube	oz.	.50	— .52
Hydrobromic, conc., incl.	oz.		— .17
Dil., U.S.P., 1 oz. v. incl.	oz.		— .09
Acid, Hydrocyanic, 1 oz. v., U.S.P.	oz.	.10	— .12
Hypophosphorous, sol., 30 per cent	oz.		— .10
U.S.P., 10 p. c.	oz.		— .11
Lactic, conc., 1 oz. v.	oz.		— .12
	lb.	.68	— .70
Dilute	oz.		— .08
Molybdic, C. P.	lb.		— 5.50
1 oz. vials	oz.		— .44
Muriatic, comi. 20 deg. (Carboys 120 lbs. 2½c.)	lb.	.05	— .07
C. P. Hydrochloric	lb.	.10	— .15
Nitro-Muriatic	lb.		— .30
Oleic, purified	lb.		— .30
Oxalic	lb.	.12	— .14
Powdered	lb.	.20	— .22
Phosphoric, diluted	lb.		— .10
U.S.P., 1880, 50 p. c.	lb.	.30	— .35
Syrup, 85 per cent	lb.	.35	— .40
Glacial sticks	lb.	.50	— .55
Picric	lb.		— .55
Pyrogallic, ¼, ½ and 1 lb. cans	lb.	1.65	— 1.85
1 oz. v.	oz.	.18	— .21
Pyroligneous, purified	lb.		— .30
Crude	gal.	.25	— .35
Salicylic, 1 lb. carton	lb.	.40	— .42
Bulk	lb.	.38	— .40
From Gaultheria, 1 oz. v.		.28	— .32
Sulphuric, aromatic	lb.		— .50
Com'l 66° (cb'y 160 lbs.)	lb.		— .01¼
	lb.	.05	— .06
C. P.	lb.	.10	— .14
Sulphurous, U.S.P. solution	lb.		— .16
Medicinal	lb.	1.20	— 1.30
Tannic, Phar., 1 lb. cart.	lb.	.70	— .85
Medicinal	lb.	.27	— .32
Tartaric, cryst.	lb.	.27	— .32
Powdered	lb.	.27	— .32
Trichloracetic	oz.	.20	— .27
Valerianic, 1 oz. v.	oz.		— .20
Aconine	oz.		— 3.75
Acorn, 15 gr. v.	ea.		— .25
Aconite leaves, Eng. 1 lb. b.	lb.		— 1.25
German	lb	.19	— .24
Powdered	lb.	.24	— .29
Root, English	lb.		— .75
Powdered	lb.		— .85
Root, German	lb.	.19	— .25
Powdered	lb.	.24	— .30
Aconitine, Amorp., ¼ oz. v.	ea.		— 1.40
Nitrate, Amor., gr. v.	ea.		— .50
Cryst., 15 gr. v.	ea.		— .30
Adeps Lanae, Anhydrous	lb.	.27	— .29
Hydrous	lb.	.22	— .24
Agar Agar	lb.	.80	— .90
Agaricin	oz.		— .84
Alcohol, Absolute	gal.		— 4.50
Cologne, Sp., 95%, U.S.P., bbls.	gal		— 2.75
Less	gal.	2.95	— 3.10
Com'l, 95%, U.S.P., bbls.	gal.		— 2.65
Less	gal.	2.90	— 2.95
Denatured, bbls. & ½ b.	gal.	.45	— .50
Less	gal.	.50	— .60
Methylic (Wood), bbls.	gal.	.55	— .60
Less	gal.	.65	— .75
Alkanet Root	lb.	.12	— .14
Alkannin, Powdered	oz.		— .40
Allspice, clean	lb.	.11	— .14
Powdered	lb.	.16	— .20
Almonds, Bitter, shelled	lb.	.45	— .50
Sweet, Jordan	lb.	.45	— .50
Aloes, Barbadoes, true	lb.	.80	— .85
Powdered	lb.	.85	— .90
Cape	lb.	.14	— .18
Powdered	lb.	.22	— .27
Curacoa, gourds	lb.	.20	— .24
Socotrine, True	lb.	.35	— .40
Powdered	lb.	.40	— .45
Purified	lb.	.75	— 1.00
Aloin, 1 oz. v.	oz.	.13	— .15
Althea Root, cut	lb.	.25	— .30
Alum, Ammonia, bbls.	lb.	.02	— .05
Dried, 1 lb. cartons	lb.		— .14
Ground, bbls. or less	lb.	.02½	— .05
Powdered, bbls. or less	lb.	.03½	— .06

READY-TO-SELL

CASCARA AROMATIC

Registered Trade Mark

The Original and Genuine

The new 2-oz. Cascara Aromatic, dressed in pharmaceutical style, ready for dispensing, will please your trade.

We originated Cascara Aromatic over 20 years ago. It has always been the leading preparation of the kind, and here you have it in the most convenient form for general use.

No extra expense for bottles and labels—no time lost in filling—no waste—but a 25-cent sale every time and a sure repeater.

This is the ideal way to sell Cascara Aromatic, and this is the original and genuine product—sure to please.

$1.75 a dozen in counter display box

FREDERICK STEARNS & CO.

DETROIT, MICH., U. S. A.

WINDSOR, CANADA LONDON, ENGLAND NEW YORK CITY

You Want THE BEST of Everything
YOUR CUSTOMERS WANT THE BEST, TOO. THE BEST
SCENIC POST CARDS
ARE KROPP'S VIEWS

Up to date, artistic, refined appearance. There is life and snap to our cards. We solicit merely a trial order, later the quality of our goods will bring in your subsequent orders. *"It's to your advantage to send for samples today."*

E. C. KROPP CO. MANUFACTURERS SINCE 1898 Department E Milwaukee, Wis.

Send for Samples Free.
Just a cube and a little boiling water and you have delicious bouillon with
"STEERO"
BOUILLON CUBES
No seasoning required, not even salt or pepper.
A CUBE MAKES A CUP
The quality is proved by the Samples we mail you Free. Write at once.
Distributed and guaranteed by
Schieffelin & Co., William St., New York
Made by American Kitchen Products Co.
STEERO

"STEERO"
BOUILLON CUBES
HAVE YOU STOCKED THEM?

¶This cut is one of a series of advertisements now appearing in the leading periodicals.

¶Write us for a sample and our "SPECIAL OFFER"

¶Try "STEERO" at home and at the Fountain.

¶The simplicity and quickness with which "Bouillon" or "Beef Tea" is prepared with "STEERO" Cubes will delight you.

Schieffelin & Co.
195 William Street New York City

HAND COLORED
LOCAL VIEW POST CARDS
MADE TO ORDER
$7.20 for 1000. : : : : : : : :
Made from any fair photo and delivered in two to three weeks. *Best made in America.*
BLUE DELFT (2 colors) $5.00 for 1000.
SEND FOR SAMPLES
Season, Florals, Comics, Greeting Cards, Etc., direct from factory
National Colortype Co., Dept. I, Cincinnati, Ohio

Prices Current of Drugs and Chemicals—(Continued)

Aluminum Acetate	lb.	.10	.15
Metallic, pow'd	oz.	.10	.15
Powdered, coarse	oz.		.10
Sulphate, Com'l	lb.	.80	.90
[illegible]			.14
Purified	lb.		.90
Ambergris, gray	dr.	4.00	4.50
[illegible]			.90
[illegible]			.90
26 deg., Conc.	lb.	.07	.10
Ammoniac, Gum, tears	lb.	.30	.35
Powdered	lb.		.35
[illegible]			.14
Benzoate	oz.	.11	.14
From true Benzoic A.	oz.	.22	.26
Bromide, 1 lb. bots.	lb.	.38	.42
Carbonate, Jars	lb.	.12	.14
Resubl. Cubes, 1 lb. bots.	lb.	.30	.35
Powdered	lb.	.20	.22
[illegible]			.15
Hypophosphite (lb. 1.00)	oz.	.16	.20
Iodide	lb.	3.75	3.90
Molybdate	oz.	.15	.18
Muriate	lb.	.13	.16
C. P. Gran.	lb.	.18	.20
[illegible]			.14
Powdered	lb.	.16	.18
Nitrate, cryst.	lb.		.25
Granulated	lb.	.20	.25
Oxalate, 1 lb. bots.	lb.		.12
Phosphate, 1 lb. bots.	lb.	.50	.60
Salicylate	lb.	.90	1.00
Sulphate	lb.	.05	.07
Pure, resub.	lb.	.28	.30
Valerianate	oz.	.18	.22
Angelica Root, foreign	lb.	.30	.35
Seed	lb.	.35	.40
Anise Seed, Italian	lb.	.17	.22
Star	lb.	.28	.35
Annatto Seed	lb.	.12	.15
Apomorphine Muriate, Amor- [illegible]			.35
Crystals, ¼ oz. v.	en.	1.20	1.25
Arecoline Hydrob., 15 g.v.	en.		.65
Aristol, Bayer	oz.		1.80
Arnica Flowers	lb.	.18	.22
Powdered	lb.	.25	.27
Root	lb.	.40	.45
Arrowroot, American	lb.	.08	.10
Bermuda true	lb.	.65	.75
[illegible]			.25
[illegible]		.16	.18
[illegible]			.12
[illegible]		.26	.27
[illegible]			.12
[illegible]		.10	.14
[illegible]		.11	.14
[illegible]		.16	.18
[illegible]		.25	.30
[illegible]		1.50	1.75
[illegible]		1.40	1.60
[illegible]		1.80	1.90
[illegible]			1.20
[illegible]			5.00
[illegible]			.15
Balmony Leaves, Pressed	lb.		.28
[illegible]			.30
Oregon	lb.	.20	.25
[illegible]		2.50	.30
[illegible]		.30	.35
[illegible]			.15
[illegible]		.75	.85
Caustic Hydrate, C. P., [illegible]	lb.		.75
Chloride, 1 lb. bots.	lb.		.17
Dioxide, Anhydrous	lb.		.30
[illegible]	lb.		.60
Nitrate, powdered	lb.	.06½	.11
Pure, 1 lb. bots.	lb.		.37
Sulphate, Powd. (Barytes)	lb.	.07	.10
Pure Precip.	lb.	.35	.37
Basswood Bark, Pressed	lb.		.24
Bayberry Bark, select	lb.	.12	.16
Bay Laurel Leaves	lb.	.10	.15
Bay Rum, P. R., bbls.	gal.	1.75	1.80
[illegible]			2.00
Beans, Tonka, Angostura	lb.	3.00	3.25
Vanilla, Mexican, long	lb.	8.25	7.50
Short	lb.	5.25	6.25
Cut	lb.	3.75	5.25
Bourbon	lb.	4.00	5.00
Belladonna Leaves, English, 1 lb. bots.	lb.		1.20
German	lb.	.30	.35
Cultivated, S. & C.	lb.		.50
German Root	lb.	.28	.32
Powdered	lb.	.35	.38
Benzine	gal.	.20	.25
Benzoin, Sumatra	lb.	.50	.55
Powdered	lb.	.65	.70
[illegible]			1.25
[illegible]			.65
[illegible]			1.75
[illegible]		1.45	1.50
[illegible]		.20	.25
[illegible]			.80
[illegible]			.5
[illegible]	lb.		2.65
Salicylate, 64 p. c.	lb.	2.15	2.25
[illegible]			1.80
[illegible]			1.15
Subcarbonate	lb.	2.50	2.60
[illegible]			.10
[illegible]			.2
[illegible]	lb.	3.05	3.90
[illegible]			3.05
[illegible]			.25
[illegible]			.25
Blue Mass, Blue Pill			.60
[illegible]			.65
Blue Vitriol (see Copper Sul- [illegible]			
Bone, Cuttlefish	lb.	.20	.25
[illegible]			.25
[illegible]			.65
Boneset, Leaves and Tops	lb.		.20
[illegible]			.09
[illegible]			.09
Bone, Leaves, Long			1.35
Powdered	lb.	1.35	4.00
Short	lb.	1.75	1.85
Powdered	lb.	1.85	1.95
Buckthorn Bark	lb.	.15	.18
Buds, Balm of Gilead	lb.	.50	.55
[illegible]			.35
Burdock Root, Crushed	lb.	.20	.25
Seed	lb.		.20
[illegible]			.6
Baker's A and white	lb.	.40	.45
Dutch	lb.		.38
Huyler's, 12-lb. box	lb.		.39
[illegible]	lb.	.35	.40
Caffeine, pure	lb.	3.75	4.00
	oz.	.30	.32
Benzoate	oz.	.31	.35
Bromide	oz.		.33
Citrated	lb.	2.75	2.85
Hydrobromide, gran., eff.	lb.	.50	.55
Hydrochloride (true salt)	oz.	.35	.55

A PAIN-RELIEVING HEALING OIL

25 and 50 cents

M. R. ZAEGEL & CO.

SHEBOYGAN - - WISCONSIN

Trade-Mark Registered

Insect Powder, strictly pure. Any size package from a 2 oz. sprinkle top can to 100 lb. drum. Write us for samples and prices.

ALLAIRE, WOODWARD & CO. - - PEORIA, Illinois

Druggists' and Dispensers' Coats

We have a large variety of styles and strictly washable materials. Cut shows style No. 18 made to measure and shrunk from any material desired.

Write for our swatch card showing styles, materials, and prices, free upon request. We can fit you properly by mail. Free delivery to all parts of the world.

WEISSFELD BROS., 115 Nassau St., New York

SODA FOUNTAINS and STORE FIXTURES

MANUFACTURED BY

J. W. Storandt Mfg. Co., Rochester, N. Y.

YOU CANNOT AFFORD TO PLACE YOUR ORDER WITHOUT CONSULTING US

Special Free Goods Offer

To Druggists: The handsome new style package in which the ten cent size New Skin is now being put up is such a big improvement over the old one that we want the public to become quickly acquainted with it.

We want you to help us and also to have a larger profit. Therefore we make the following attractive and liberal offer:

On every purchase of six dozen small size (at regular trade price, 75c. per dozen) amounting to $4.50, we will give you Free of Charge one-half dozen of the medium, or 25c. size, retail value $1.50.

Your profit will be nearly 100%.

NEW-SKIN

Trade Mark

Instead of Court Plaster

For Details, inquire of your wholesale dealer, or address

NEW-SKIN CO. Dept. S

98 Grand Ave.

BROOKLYN, N. Y.

Ask Us How to Add to Your Profits

Here's the answer: Sell O-N Co.'s **Optical Goods,** also O-N Co.'s *Quick Moving* side lines in Jewelry.

Send **today** for our Complete Catalogue of **800 pages**—it's filled with profits. Write now—it costs you nothing.

The Oskamp-Nolting Co.

411-417 Elm Street, Cincinnati, Ohio

This is SCOTT'S EMULSION'S 35th Year

Every day we hear of wonderful cures it has made. ¶ Every day we have more and more faith in it. ¶ We make it every day, and every day we try to make it better. It ought to be the best. It has stood a long test.

We are sure you, too, have faith in Scott's Emulsion, and we are sure you have no trouble with it. It is only a question of our customer going to you or going somewhere else. When he comes in, will you please give it to him? That is all we ask—just give him **SCOTT'S EMULSION.**

THE BONUS PROPOSITION

This proposition is made to those who retail only, and is as follows:

Orders amounting to $25.00 worth (either size or assorted), are subject to a 5% discount, allowed by the wholesaler, and ⅓ dozen Scott's Emulsion, Small, as a bonus for window display. The four bottles of Emulsion will be sent **by us direct, charges prepaid,** upon receipt of acceptance of order by wholesaler.

Make up the amount any way you like, this is the way it figures out:

3 Doz. Large Emulsion, @ $8.00	$24.00	6 Doz. Small Emulsion, @ $4.25	$25.50
Less 5%	1.20	Less 5%	1.27½
	$22.80		$24.22½
Less 4 Bottles, Small	1.42	Less 4 Bottles, Small	1.42
	$21.38		$22.80½
or $7.13 per dozen, net.		or $3.80 per dozen, net.	

Your advantage is in the large size, so is ours, as the small size costs proportionately more to put up. Send your orders direct to us on any wholesaler, and if you would like advertising matter, please request it.

SCOTT & BOWNE - - Bloomfield, N. J.

Make a note of the brand—Y & S—on our Pepsin Gum. This brand—Y & S—has been used by us and our antecedents for forty years on the best known stick licorice in this country.

It means just as high quality when used on our chewing gum.

Four flavors: LICORICE, PEPPERMINT, WINTERGREEN, SPEARMINT. Each piece wrapped singly, 5 pieces to package, 20 packages to box. Order a trial box, assorted if required, from your jobber.

NATIONAL LICORICE CO.
BROOKLYN, N. Y.

7 Years of the Miles Plan

Has Made the Retail Druggists Hundreds of Thousands of Dollars in Profits.

Did You Get Your Share?

PRICE PROTECTION

is after all the only live issue —the one that gives point to the druggists' motto:

"Live and Let Live."

The co-operation of the Druggist is especially due to those who help him.

THE DR. MILES MEDICAL CO.
ELKHART, IND.

Prices Current *of* Drugs *and* Chemicals—*(Continued)*

Caffeine Sulphate, tabs	oz.	.40	.45
Valerianate	oz.	.40	.60
Calamus Root, pow'd	lb.	.18	.20
Powdered	lb.	.22	.25
White, peeled and split	lb.	.38	.45
Calcium, Benzoate	oz.		.19
Bromide	lb.	.25	.30
Chloride, crude	lb.	.02½	.06
Fused	lb.		.24
Granulated	lb.		.25
Glycerophosphate	oz.		.22
Hypophosphite	lb.	.75	.80
Iodide	lb.	3.15	3.45
Lactate	oz.		.17
Lactophosphate, Sol.	lb.	1.20	1.50
Iodate	oz.		1.05
Phosphate, Precip.	lb.	.17	.19
Sulphate Precip., pure	lb.	.15	.18
Sulphite, Neutr., for cider	lb.		.14
Sulphocarbolate	oz.	.07	.11
Camphor, Japanese	lb.	.42	.50
Calomel (see Mercury Chlor.)			
Camphor, refined (bbls. 48)	lb.	.48	.52
¼ lb. squares (cases 49)	lb.	.50	.54
Powdered	lb.	.51	.61
Japanese, ozs.	lb.	.52	.57
Monobrom	oz.	.17	.21
Canary Seed, Sicily	lb.	.04	.06
Smyrna	lb.	.04½	.06
Canella Bark, powdered	lb.	.30	.40
Cannabis Indica Herb	lb.	1.80	1.90
Cantharides, Russian, Sifted	lb.	.85	1.00
Powdered, ozs.	lb.	.95	1.20
Capsicum, African	lb.	.20	.25
Powdered	lb.	.27	.32
Caraway	lb.	.18	.22
Powdered	lb.	.23	.28
Carbon Disulphide	lb.	.11	.15
Cardamon Seed, bleached	lb.	1.00	1.60
Decorticated	lb.	.80	.90
Powdered	lb.	.90	.95
Carmine, No. 40	oz.	.30	.35
Cascara Sagrada Bark	lb.	.20	.25
Powdered	lb.	.20	.25
Cascarilla Bark	lb.	.30	.35
Powdered	lb.	.35	.40
Cassia, China	lb.	.20	.25
Powdered	lb.	.20	.25
Saigon, thin, select	lb.	.60	.70
Powdered	lb.	.70	.80
Catechu, Medicinal	lb.	.13	.16
Catnip Leaves, pressed	oz.	.25	.30
Celery Seed	lb.		.28
Cerasin, white	lb.	.20	.22
Yellow	lb.	.18	.20
Cerium Oxalate	oz.	.45	.50
Chalk, Precipit. (U.S.P.)	lb.		
Lump	lb.	.09½	.11
Prepared, Lump Heavy	lb.		
Lump, white	lb.		.50
Pink	lb.		.65
White, Spanish	lb.	.00½	.03
Charcoal, Hardwood	lb.	.25	.35
Powder	lb.	.30	.35
Chenopodium	oz.	.40	.45
Chia	lb.	.60	.70
Chian Gum, Willow, pure	lb.	.12	.15
Chicle	lb.	.60	.70
Chloroform	oz.	.10	.12
Chloroform, Anæs., pure	oz.		.15
Chlorodyne	oz.	.25	.30
Chloral Hydrate, Cryst.	lb.	1.15	1.50
Chondrus	lb.	.35	.40
Chrysarobin	oz.	.40	.45
Cinchona Bark, pale, select	lb.	.35	.40
Red	lb.	.40	.50
Yellow	lb.	.35	.40
Cinchonidine, Amor., pure	oz.	.50	.55
Salicylate	oz.		.35
Sulphate	oz.	.28	.32
Cinchonine, Sulphate	oz.	.15	.17
Salicylate	oz.		.30
Cloves	lb.	.20	.25
Powdered, pure	lb.	.25	.30
Cobalt, powdered (Fly Poison)	lb.	.35	.40
Cocaine, Alkaloid, ½ oz. vials	oz.	4.50	4.70
Muriate, Cryst., ozs.	oz.	3.45	3.70
½ oz. vials	oz.	3.65	3.90
Oleate 15 p. c. Alk.	oz.	1.00	1.15
Coca Leaves	lb.	.25	.30
Cocculus Ind. (Fish Berries)	lb.	.10	.12
Powdered	lb.	.22	.25
Cochineal, Honduras	lb.	.67½	.75
Powdered	lb.	.75	.85
Codeine	oz.	1.25	1.40
Phosphate	oz.	1.10	1.25
Sulphate	oz.	1.25	1.40
Colchicum Root	lb.	.24	.26
Powdered	lb.	.28	.31
Seed	lb.	.70	.80
Powdered	lb.		.90
Collodion, U.S.P.	lb.		.49
Flexible	lb.		.54
Colocynth, select	oz.	.40	.50
Pulp	lb.	.15	.20
Compound Powder	lb.	.18	.22
Confrey Root, Cut	lb.	.05	.15
Condurango Bark, true	lb.	.15	.20
Coriander Leaves	lb.	.18	.22
Seed	lb.	.15	.20
Copaiba, S. A.	lb.	.55	.60
Para	lb.	.65	.70
Copper, Acetate, distilled	lb.		.50
Ammoniated	oz.		.50
Carbonated	oz.	.24	.32
Chloride, Pure, cryst.	lb.		.55
Iodide	oz.	.45	.60
Subacetate (Verdigris)	lb.	.42	.48
Powdered	lb.	.40	.45
Sulphate (Blue Vit.)	lb.	.10	.12
Barrels	lb.		.07
Powdered	lb.	.15	.20
Copperas (see Iron Sulphate)			
Coriander	lb.	.10	.12
Powdered	lb.	.16	.20
Corrosive Sublimate (see Mercury Bichloride)			
Cotton, U.S.P.	oz.		1.75
Cotton Root Bark	lb.	.15	.20
Powdered	lb.	.30	.35
Cousso	oz.	.20	.25
Crataegus Berries	lb.	.20	.25
Creosotum	lb.	.24	.30
Powdered	lb.	.30	.35
Cream Tartar, pure	lb.	.24	.28
Creosote, Beech Wood	lb.	.90	1.50
Carbonate	oz.		.65
Croton-Chloral (Butylchlo.)	oz.		.65
Cubeb Berries, sifted	lb.	.58	.65
Powdered	lb.	.63	.75
Cudbear	lb.	.20	.25
Culver's Root	lb.	.15	.20
Cumin Seed	lb.	.27	.32
Damiana Leaves	lb.	.60	.70
Dandelion Herb	lb.	.25	.30
Root	lb.	.20	.25
Cut	lb.	.22	.27
Dextrine, Yellow	lb.	.08	.10
White	lb.	.08	.10
Digitalin, Germ.	oz.	6.25	6.50
Digitalis Leaves	lb.	.50	.55

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the new antiseptic crude oil hair tonic, in 50c. and 25c. tin tubes, and **CRUDOL ANTISEPTIC SHAMPOO**, an ideal scalp and hair cleanser, in 10c. tin tubes.

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MAKE MORE MONEY

BY SELLING THE

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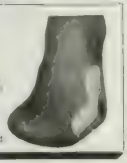

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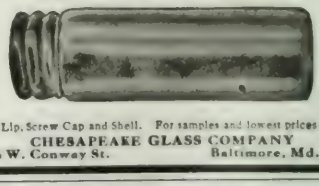

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English Coltsfoot Rock, English Bath Pipe, English Peppermint LOZENGES. Exquisite and Delicious Fruit Tablets (per jar), 90c. In lots of 16 jars, $12.80 net.

SPECIALLY ADAPTED FOR DRUGGISTS

Put up in 5c. Packages — ENGLISH PEPPERMINT LOZENGES
EX. STRONG WINTERGREEN LOZENGES
LICORICE GUM DROPS LEMON GUM DROPS
Write for Price List — PINE TREE TAR GUM DROPS
ENGLISH MINT AND LICORICE JUJUBES

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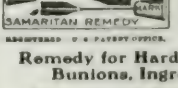
THE ROWORTH MFG. CO., 85 Maiden Lane, New York



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Remedy for Hard and Soft Corns, Callouses, Bunions, Ingrowing Nails and Warts

Guaranteed under the Food and Drugs Act, June 30, 1906. No. 5839

Wholesale Price, $1.75 per Dozen

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RED OR BLUE BULB, FOR RECTAL USE
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Every instrument tested by our Certified Government Standard and fully guaranteed . . . .

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WHY CARRY UNSALABLE PATENT MEDICINES?

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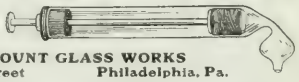
Special offer yielding 200 per cent profit. Write for pamphlet.



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MACHINE CUT CORKS

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WHALE OIL SOAPS, CARBOLIC SOAPS, DOG SOAP, PINE TAR, POWDERED ROSIN, DISINFECTANTS, ETC.

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ESTABLISHED 1868

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ONE OF THE OLDEST AND BEST REMEDIES FOR

Chronic and Acute Gonorrhoea, Gleet, Urethritis

H. PLANTEN & SON Founded 1836 **BROOKLYN, N. Y.**

Prices Current *of* Drugs *and* Chemicals *(Continued)*

Digitalis Leaves, Eng.	oz.	—	.85
Extract	lb.	.40	— .50
Powdered	lb.	.45	— .55
Pressed	lb.	.50	— .65
Dog Grass, Cut	lb.	.16	— .18
Dover's Powder	lb.	1.60	— 1.70
Dragon's Blood, powdered	lb.	.70	— .80
Extract	lb.	.90	— 1.00
Powdered	lb.	1.45	— 1.55
Seeds	lb.	.75	— .85
Dulcin	oz.		— 1.50
Dwarf Elder	lb.	.35	— .40
Ecthelium	oz.	2.75	— 2.95
Elder Berries	lb.	.25	— .30
Flowers, pressed	lb.	.35	— .40
Inner Bark(Sol.)	lb.		— .50
Elecampane Root	lb.	.12	— .15
Ground	lb.	.15	— .20
Elm Bark, select	lb.	.25	— .28
Ground, pure	lb.	.22	— .25
Powdered, pure	lb.	.25	— .30
Epsom Salt (see Magn. Sulp.)			
Ergot	lb.	.56	— .60
Powdered	lb.	.60	— .65
Ether, Acetic	lb.		— .67
Chloric, U.S.P.	lb.		— .37
Nitrous Conct.	lb.	.80	— 1.00
U.S.P.	lb.		— .31
U.S.P., 1880	lb.	.35	— .40
Washed	lb.		— .36
Valerianic	oz.		— .45
Ethyl, Hydrobrom	oz.		— 3.50
Eucalyptol, U.S.P.	oz.	.10	— .14
Eucalyptus Leaves	lb.	.10	— .12
Eucalyptus Oleoresin powd.	oz.	.80	— .90
Euphorbium	lb.		— .30
Powdered	lb.		— .40
Euquinine	oz.		— 1.40
Exalgine	oz.		— 1.40
Fennel Seed	lb.	.30	— .35
Flaxseed, cleaned	bbls.		— 9.25
less	lb.	.06½	— .08
Ground	lb.	.06	— .07½
Fly Stikem Fly Ribbon	gross		— 4.80
" " Glass cartons			— 1.20
Fenugreek Seed	lb.	.08	— .10
Ground	lb.	.09	— .12
Formaldehyde	lb.	.22	— .35
Galangal Root, selected	lb.	.12	— .15
Powdered	lb.	.16	— .20
Galbanum	lb.	.60	— .70
Gamboge, Siam	lb.	1.00	— 1.10
Powdered	lb.	1.00	— 1.10
Select Pipe (Cassia)	lb.	1.10	— 1.20
Gelsemium, Root	lb.	.20	— .24
Candied Root Willcox			— .75
Gelsanthum	lb.		— .75
Genista, pure	lb.	.90	— 1.00
Gold	lb.	.45	— .50
Silver	lb.	.33	— .40
Gentiana (Gentian)			— 2.50
Gentianine, C.P. crystals,			
German, 15 gr. vials	ea.		— 2.50
Sulphate, 15 gr. vials	ea.		— 2.50
Geissemium Root	lb.	.25	— .30
Powdered	lb.	.30	— .35
Gentian Root	lb.	.12	— .15
Powdered	lb.	.14	— .18
Ginger Root, African	lb.	.13	— .16
Powdered	lb.	.18	— .22
Jamaica, bleached	lb.	.25	— .30
Ground	lb.	.22	— .24
Powdered	lb.	.27	— .30
Ginseng	lb.	8.50	— 9.50
Glycerin	lb.	.26	— .30
Gold and Sodium Chloride, U. S.P. 15 gr. vials	doz.		— 2.70
Gold Thread(Coptis trifol.)	lb.	1.10	— 1.20
Golden Seal Root	lb.	2.40	— 2.55
Powdered	lb.	2.50	— 2.65
Grains of Paradise	lb.	.35	— .40
Powdered	lb.	.40	— .45
Grindelia Robusta Herb.	lb.	.15	— .20
Powdered	lb.	.23	— .28
Guaiac, Resin	lb.	.28	— .38
Powdered	lb.	.42	— .50
Wood rasped	lb.	.03	— .06
Guaiacol, liquid	lb.	2.40	— 2.50
Carbonate, lbs. 3.10	oz.	.23	— .27
Salicylate(Guaiacol Salol)	oz.		— 1.00
Valerianate (Geosote)	oz.		— 1.34
Guarana (Paullinia)	lb.	2.80	— 3.00
Powdered	lb.	3.20	— 3.30
Gun Cotton (Pyroxylin)	oz.	.20	— .25
Gutta Percha, crude chips	lb.	1.50	— 1.75
Sheet	lb.	1.50	— 1.75
Helbesrophin	oz.		— .60
Hemlock Bark, crushed	lb.	.12	— .15
Powdered	lb.	.16	— .18
Hemol	oz.		— .80
Hemp Seed	lb.	.04	— .06
Henbane Leaves, Engl.	lb.		— 1.00
Extract	lb.	.28	— .32
Powdered	lb.		— .35
Seed	lb.		— .35
Herb	lb.		— .40
Herb, Flowering	lb.		— .42
Hexamethylenamine	lb.		— 1.00
Hexamethylenamine Tablets	oz.		— .35
Hoarhound Herb	lb.	.12	— .40
Hydrastis Can.	oz.	.20	— .21
Hydrastinine	oz.	.25	— .30
Hydrastine	oz.		— .45
Sulphate and Sulphate	oz.		— .45
Hydrog. Carbonas	lb.	.12	— .16
Hydrog. Peroxide (1907)	lb.	.45	— .60
Pressed Cakes 15 lb. plate	lb.	.40	— .45
Hydrastine, Alk., C.P. cryst.	oz.		— 10.00
Hydrochloride	oz.		— 15.00
Sulphate	oz.		— 10.00
Hydrobromic Acid	oz.	.11	— .14
Hydrogen Peroxide, See Medicinals			
Hydrocyanic Acid	lb.	.16	— .25
Sol. Technical	lb.	.15	— .20
Hyoscine Hydrobrom 1 gr.	gr.	.20	— .30
Hyoscyamine, Amorph., 15 gr. vials	oz.		— 3.00
Crystal, white	gr.	.32	— .40
Hydrobromide	gr.	.20	— .25
Iceland Moss	lb.	.12	— .16
Ichthyol	lb.	4.00	— 4.25
Indigo, Bengal, true	lb.	1.35	— 1.50
Manila	lb.	.60	— .70
Insect Powder	lb.	.70	— .75
Pure Uncol'd Dalmatian	lb.	.50	— .60
Iodine Bromide	oz.		— .42
Resublimed	lb.	2.95	— 3.10
Iodoform, cryst. & powd.	lb.	3.40	— 3.60
Resublimed	oz.	.50	— .75
Ipecac Rio, Curthagena	lb.	1.55	— 1.95
Powdered	lb.	1.65	— 1.85
Rio	lb.	2.80	— 3.25
Powdered	lb.	3.20	— 3.50
Irish Moss, bleached	lb.	.15	— .20
Irisin (Eclectic Powder)	oz.		— .60
Iron, Acetate dry	oz.		— .26
Bromide	oz.		— .10
Benzoate	oz.		— .22
Chloride, cryst., U.S.P.	lb.		— .25
Citrate, U.S.P.	lb.	.58	— .62
and Ammonia, Sol.	lb.	.54	— .58

SPECIAL OFFER

You can get this high grade Match Vending Machine entirely free of charge by buying 1500 boxes of matches at only 1c. each. When the matches are sold, the machine is paid for. The match boxes are made of light wood (not paper) and contain about six dozen matches each. The machine is made of quarter sawed weathered oak with copper base and a plate glass globe. The mechanism is guaranteed for 10 years.

Matches for Nothing

We have told you how to get the machine free, and we're going to tell you how to make the matches pay for themselves. We will furnish 1500 assorted kinds, bearing your ad, free with your order. Your ad is necessary as this ad costs time to keep a match 60 or 70 times to sell. Before long your store is going to be identified in his mind with certain goods and you're going to get his trade in that line.

Send your order for a machine with 1500 boxes of matches and labels today. This machine will sell the matches every time, and save you a whole lot of annoyance and expense. It is very attractive and will be an ornament to your store. After your matches are paid for you can purchase more at 50 cents a gross and 1500 labels for only 50 cents more, or 3c each.

VENDS STANDARD SIZE MATCH BOX
[illegible] Inches

INTERNATIONAL VENDING COMPANY, 50 Fifth Ave., Chicago

A Frequent Prescription!

Rx Suppos. haemorrhoid. Anusoli No. XII
Sig: One morning and evening.
Dr. Lenden

Anusol enjoys wide and increasing professional favor. Please keep a supply to meet the demand.

Schering & Glatz, New York.

SALVAR

IS KING OF THE BLOOD

Incorporated Aug. 3, 1908
CAPITAL STOCK FULLY PAID

Recognized by the public and profession as the

Only Permanent Remedy for Blood Poison

acquired or hereditary in any stage, Rheumatism any form.

Paralysis, Locomotor Ataxia, Necrosis, Catarrh, Malaria and all the worst forms of blood disease.

The better class of druggists in every state and territory now carry this remedy in stock.

WE SUPPLY BOOKS, SIGNS AND NOVELTY ADVERTISING

Write for full information

SALVAR MEDICINE CO.
ST. LOUIS, MO.

16,212,500

People, mainly women, are being told of the merits of

PINK BLUSH

¶ The opening gun of our *big persistent* advertising campaign has been fired.

¶ Thousands and thousands are writing for samples, these people are going to continue to use **Pink Blush**—they are going to insist on having it.

Will you supply them?
Do you want your share turned to your store?

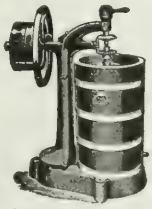
¶ Don't wait until the salesman calls. Anticipate your wants and place your order direct.

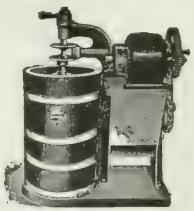
SIZE and COST		RETAIL AT	Quantity Proposition
Small,	$4.00	$ .50 each	Order of $25.00, one or assorted sizes, discounts, 15 per ct. trade and 5 per ct. cash—10 days, f.o.b. St. Paul.
Medium,	6.00	.75 each	
Large,	8.00	1.00 each	$50.00 order, same discount f.o.b. your city.

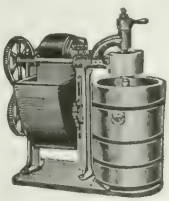
1-6 doz. free on orders of 1 doz.

A. J. KRANK MFG. COMPANY
153 Krank Bldg., ST. PAUL, MINN.

The BEST FREEZERS FOR DRUGGISTS


Druggists Special 20 qt.


20 qt. Monarch Freezer, Crusher and Motor


40 qt. Monarch Freezer, Crusher and Motor

Catalogue C B Free

J. W. Allen & Co.
110-118 N. Peoria St.
CHICAGO, ILLINOIS

Prices Current *of* Drugs *and* Chemicals—(*Continued*)

[illegible] U.S.P.	oz.		
[illegible]	oz.	1.60	— 1.75
[illegible]	oz.	2.25	— 2.50
[illegible]	oz.	1.50	— 1.60
[illegible]	oz.	.25	— .30
[illegible]	oz.	.12	— .14
[illegible]	oz.	.55	— .57
U.S.P. Scales	lb.	.58	— .62
Precipitated, 1 lb. bots.	lb.	.35	— .40
[illegible]	lb.		— .70
Pyrophosphate Scales, Sol.	lb.	.52	— .55
[illegible]	oz.	.50	— .55
[illegible]	oz.		— .15
Sesquichloride	lb.	.35	— .40
Solution	lb.	.13	— .18
Subsulphate	lb.	.25	— .30
Solution (Monsel's)	lb.	.12	— .18
Sulphate (Copperas), 100 lbs.		1.00	— 1.15
Cryst., pure	lb.	.08	— .10
Dried	lb.	.15	— .20
Tartrate and Ammonium	lb.		— .62
and Potassium, Scales	lb.	.48	— .52
Tersulph, Solution, U.S.P.	lb.		— .20
Vermilion	oz.	.15	— .90
Iodoform, Resublim.	lb.	3.50	— 3.75
Jaborandi Leaves	lb.	.25	— .30
Powdered	lb.	.30	— .35
Jalap Root, selected	lb.	.50	— .55
Powdered	lb.	.55	— .60
Juniper Berries	lb.	.09	— .11
Kamala	lb.	.35	— .40
Powdered	lb.	.45	— .50
Kamala, Resinoid	lb.	1.50	— 1.75
Kaolin	lb.	.05	— .08
Kino	lb.	.45	— .50
Powdered	lb.	.50	— .55
Kola Nuts, small and large	lb.	.15	— .25
Powdered	lb.	.30	— .35
Kousso, powdered	lb.	.55	— .60
Lactose	lb.	5.00	— 5.50
Ladies' Slipper Root	lb.	.55	— .65
Lanolin	lb.	.50	— .55
Anhydrous	lb.	.40	— 1.25
Lavender Flowers	lb.	.40	— .45
Lead Acetate (Sugar)	lb.	.15	— .18
Chloride	lb.	.50	— .55
Iodide, powdered	oz.	.20	— .22
Nitrate	lb.	.16	— .18
Lead Oxide, Medicinal	oz.	.80	— .90
Red	lb.	.07	— .12
Subacetate, Solution	lb.	.15	— .18
Leeches, best Swedish	ea.	.04	— .06
Lemon Peel, Ribbons	lb.	.10	— .15
Ground	lb.	.15	— .20
Licorice, Corig.	lb.	.28	— .32
Mass	lb.	.25	— .30
Powdered	lb.	.38	— .42
Root, Russian, cut	lb.	.15	— .20
Powdered	lb.	.15	— .20
Spanish, bundles	lb.	.16	— .20
Powdered	lb.	.12	— .15
Lime, Chlorinated, bulk	lb.	.04	— .06
Assorted, 1, ½ and ¼ lb.	lb.	.10	— .12
Lithium Acetate	oz.		— .10
Bitartrate	oz.		— .19
Bromide	lb.		— 1.70
Carbonate	lb.	.92	— 1.00
Citrate	lb.	1.32	— 1.40
Glycerophosphate	oz.		— .65
Salicylate	lb.	1.10	— 1.20
Lobelia Herb	lb.	.20	— .25
Powdered	lb.	.25	— .30
Seed, clean	lb.	.50	— .60
Powdered	lb.	.60	— .70
Lovage Root, select, white	lb.	.90	— 1.10
Seed	lb.		— .65
Lupulin	lb.	.85	— .90
Lycopodium	lb.	.50	— .60
Mace, whole	lb.	.55	— .60
Powdered	lb.	.60	— .65
Magnesium, Benzoate	oz.	.25	— .30
Calcined	lb.	.55	— .60
Carbonate, 4 ozs.	lb.	.15	— .20
2 ozs.	lb.	.16	— .20
Powdered	lb.	.08	— .15
Ponderous	lb.	.80	— .85
Glycerophosphate	oz.	.40	— .44
Hypophosphite, pure	lb.	1.25	— 1.35
Metal, Powdered	oz.		— .20
Ribbon	oz.		— .60
Phosphate, pure	oz.	.08	— .10
Sulphate (Sal Epsom)	lb.	.03	— .05
C. P. Crystals	lb.	.17	— .20
Dried	lb.		— .15
Malva Flowers, large	lb.	.30	— .35
Blue, small	lb.	.50	— .55
Mandrake Root	lb.	.12	— .16
Powdered	lb.	.16	— .20
Manganese, Bromide	oz.		— .30
Carbonate, cryst., medic.	oz.		— .14
Chloride, cryst.	lb.		— .50
Hypophosphite	oz.	1.45	— 1.50
Lactate	oz.		— .50
Oxide, black, powdered	lb.	.08	— .10
Manna, flake, large	lb.	1.00	— 1.10
Small	lb.	.65	— .75
Matico Leaves	lb.	.25	— .30
Menthol, cryst.	lb.	3.40	— 3.50
	oz.	.30	— .35
Mercury	lb.	.80	— .95
Ammon. (white precip.)	lb.	1.34	— 1.41
Bichloride (c. sublime)	lb.	.92	— .96
Powdered	lb.	.95	— 1.00
Bisulphate	lb.	.73	— .76
Chloride, mild (Calomel)	lb.	.96	— 1.00
Iodide, green, Proto	lb.	2.50	— 2.75
Red (Pre.) Biniodide	lb.	2.75	— 3.00
Nitrate Solution	oz.		— .18
Oxide, red (Red Precip.)	lb.	1.11	— 1.31
Yellow	oz.	.15	— .18
Salicylate	oz.	.23	— .27
Sulphate (Turp. Mineral)	lb.		— 1.05
Mercury with Chalk (by succussion)	lb.	.51	— .54
Millet, sweet, American	lb.	.04	— .05
German	lb.	.05	— .06
Morphine, Acetate, 1-8 oz. v.os.		3.55	— 3.70
Alkaloid, pure, 1-8 oz. v.os.		4.90	— 5.05
Hydrobromide, 1-8 oz. v.os.		3.80	— 3.90
Hydrochloride, 1-8 oz. v.os.		3.55	— 3.70
Sulphate, 1 oz. v.	oz.	3.45	— 3.50
1-8 oz. v.	oz.	3.55	— 3.70
Valerianate, 1-8 oz v.	oz.	5.65	— 5.75
Morphuol	oz.	.55	— .60
Mullein Flowers, 1 lb. cans	lb.	.90	— 1.00
Musk Root	lb.	.18	— .28
Powdered	lb.	.25	— .30
Mustard Seed, black	lb.	.12	— .14
Ground	lb.	.13	— .15
White	lb.	.06	— .10
Ground	lb.	.13	— .15
Myrrh (Gum-Resin)	lb.	.28	— .33
Naphthalene, flake or balls	lb.	.02¾	— .05
Nickel, Acetate	oz.		— .34
Bromide	oz.		— .37
Sulphate	lb.		— .35
Nickel and Ammo. Sulphate	lb.	.20	— .30
Nutgalls	lb.	.27	— .32

Get Our Exclusive Newspaper Advertising QUICK

It Never Fails To Pay

ROOT JUICE can be bought, from any jobber, at $8.00 per doz., but we will do exclusive advertising, over the name of one druggist in every town, which has a weekly newspaper, if the druggist will deal with us, direct, thus enabling us to keep tab on results of the advertising. We will also allow deduction of freight, and liberal discounts, on quantity lots. Write us. Scores of druggists throughout the country are having a wonderful sale on Root Juice.

W. P. CABLER ROOT JUICE MEDICINE CO.

FORT WAYNE -:- INDIANA

THIS MEANS YOU!

INCREASE YOUR INCOME

WITHOUT

INVESTING A DOLLAR

We have no goods to sell you or to send you on consignment.

Our proposition is square and strictly within your line.

Druggists who have availed themselves of our plan are enthusiastic about it and it [illegible] a good income without the expenditure of a [illegible]

Limited space precludes [illegible] Fill out coupon and mail it to us today and we will fully explain.

THE PANTER REMEDY CO.

67 South Clark Street CHICAGO

THE PANTER REMEDY CO.
67 So. Clark St., Chicago

Gentlemen: We are interested in your proposition and desire [illegible]

Name .....

Address .....

"Quick Loader"

INSECT POWDER GUN

LEADS THEM ALL

It Leads in Quick Sales
It Leads in Durability
It Leads in Construction
It Leads in Applying the Powder
It Leads in Price

There is as much profit and much more satisfaction in selling the "Quick Loader" than any other gun made.

If you buy in lots of 25 gross or more we will place your name on the top plate in place of ours, and in addition will furnish you with a reasonable quantity of attractive powder gun circulars, with your imprint.

Advise us the probable quantity of guns you will wish this coming season and we will make you an attractive price and help you to sell them.

American Can Company

New York Chicago San Francisco

Be Able to Fill Orders for

PINEX

The Big Selling

COUGH REMEDY

This remedy was designed by a pharmaceutical chemist to take the place of a thousand and one home-made remedies used by housewives to cure coughs.

People that used to come to the druggist for five cents worth of glycerine and a nickel's worth of Horehound tea, licorice or something else, are now buying 50 cents worth of Pinex.

They get a better remedy and they pay the druggist a better profit.

Pinex has created a lot of brand new, profitable cough medicine sales to a class of people who would not buy an ordinary cough syrup.

If you're not selling it you should.

WE GUARANTEE THE SALE. Unsold bottles returnable at any time.

Any jobber will supply you.

$4.00 per dozen. Retails at 50c. the Bottle

THE PINEX CO., Fort Wayne, Ind.

'Roche'

Chemicals, Alkaloids and Specialties

are distinguished for that

Rare Quality

which commends them to particular people.

The standard by which others are being judged.

Get out of the rut and specify 'Roche'

The Hoffmann-La Roche Chemical Works
65 Fulton Street, New York

Prices Current of Drugs and Chemicals—(Continued)

Bbls. or less	gal.	.70	1.00
Cajuput, bottles	lb.	.85	.90
Capsicum, red	oz.	.45	.50
Caraway	lb.	1.75	2.00
Cassia	lb.	1.20	1.30
Castor, American	lb.	.12	.14
Cedar Leaves, pure	lb.	.75	.85
Chaulmoogra	lb.	2.00	2.50
Cinnamon, Ceylon	oz.	1.00	1.25
Cocoanut	lb.	.40	.50
Cod Liver	lb.	1.00	1.20
Cod Liver, Norwegian	gal.	1.25	1.50
Bbls.	ea.	34.00	38.00
Copaiba, pure	lb.	1.40	1.50
Cotton Seed, yel. & white	gal.	.90	1.00
Croton	lb.	1.00	1.20
Cubeb	lb.	1.45	1.60
Cumin	lb.	5.75	6.00
Dill	oz.	.45	.50
Erigeron, true	lb.	2.25	2.50
Eucalyptus	lb.	.85	1.10
Fennel Seed, pure	lb.	1.50	1.90
Gaultheria Leaf	lb.	5.50	6.00
Geranium, Rose, natural	lb.	3.50	3.60
Ginger	oz.	.50	.60
Hemlock, Pure	gross	.60	3.75
Gold Medal Tilly, large	gross		18.00
Regular	gross		6.00
Cigarettes	gross		24.00
Sylvester's	doz.		3.00

Juniper Berries	lb.	.12	.15
Wood	lb.	.04	.05
Lard	gal.	1.50	1.60
Lavender, pure	lb.	1.50	1.60
Flowers	lb.	3.25	3.75
Lemon	lb.	1.35	1.35
Lime	lb.	1.35	1.35
Lemongrass	lb.	1.35	1.50
Linseed, boiled	gal.	1.14	1.18
Raw	gal.	1.10	1.16
Menthol	oz.	.50	.60
Mustard, artificial	lb.	3.00	3.50
Essential	oz.	.50	.60
Myrrh	lb.	.50	.70
Neatsfoot	gal.	.80	.90
Neroli, Bigarade best	oz.	5.50	6.00
Orange	oz.	.80	.90
Nutmeg	lb.	1.25	1.40
Olive, Pure	gal.	3.00	3.20
3 gal. and 6 gal. cans	gal.	2.75	2.85
Malaga	gal.	1.50	1.65
Orange, bitter	lb.	3.00	3.20
Sweet	oz.	.40	.45
Paraffin	gal.	.35	.45
Peach Kernels	lb.	.40	.45
Peppermint	lb.	1.90	2.40
Pepper, black	lb.	.80	.90
Peppermint, N. Y.	lb.	2.40	2.70
Hotchkiss	lb.	2.75	2.85
Western	lb.	2.40	2.60
Pimenta	lb.	3.10	3.25
Poppy, true	lb.	.35	.40
Rape Seed	gal.	.90	1.00
Rose, Essential	oz.	8.50	9.00
Rosemary Flowers	lb.	1.40	1.50
Triestic	oz.	.80	.90
Rue, pure	oz.	.40	.50
Salad, Lyddon Gal. 6's	gal.	.90	1.00
Sandal Wod, English	lb.	4.75	5.00
Sassafras	lb.	.80	.90
Spearmint, pure	lb.	4.75	5.75
Sperm, winter, bleached	gal.	.90	1.00
Tansy	lb.	2.25	2.45
Tar, U.S.P.	gal.	.60	.75
Thyme, com'l	lb.	.45	.55
Red, No. 1	lb.	1.25	1.35
White	lb.	1.90	2.00

Wintergreen, art.	lb.	3.00	3.25
Wormseed	lb.	2.25	2.50
Wormwood	oz.	.75	.80
Opium	lb.	9.00	9.50
Powdered	lb.	10.00	10.50
Granulated	lb.	9.00	9.50
Orris, Florentine	lb.	.18	.22
Select Finger	lb.	.70	.85
Powdered	lb.	.12	.14
Paraffin	lb.	.10	.12
Pennyroyal	oz.		.15
Peppermint	lb.	.70	.80
Pepsin, Scale	lb.	.50	.60
Pelletierine Tan, 15 gr. v.	ea.		.25
Paris Green	lb.	.23	.26
Pepper, black, clean sifted	lb.	.12	.15
White	lb.	.25	.30
Peppermint, Herb, German	lb.	.55	.60
Leaves, pressed	oz.		.04
Petrolatum, U.S.P., white	lb.		.15
Phenacetin, Bayer	oz.		.33
Phosphorous, Amorphous	lb.	1.30	1.40
Pilocarpin Alk., pure	gr.	.08	.09
Hydrobromide, 5 gr. v.	gr.	.08	.09
Hydrochloride	gr.	.08	.09
Nitrate	gr.	.04	.05
Pink Root, true	lb.	.50	.60
Piperidine	oz.		1.00
Piperin	oz.	.55	.70
Pitch, Burgundy, American	lb.	.04½	.10
Plaster, Calcined	bbl.	2.00	3.00
True, dentists' sifted	bbl.		2.50
Pleurisy Root	lb.	.20	.25
Powdered	lb.	.30	.35
Podophyllin (Resin)	lb.	3.75	4.00
Poke Berries	lb.	.20	.25
Root	lb.	.16	.20
Powdered	lb.	.20	.25
Poppy Heads	lb.	.25	.30
Seed, blue (Maw)	lb.	.15	.20
White	lb.	.18	.20

BOYKIN FI-LEZY
PRESCRIPTION FILING CABINET
WRITE FOR INFORMATION.
E. B. READ & SON CO., - BALTIMORE, MD.
DRUG LABELS BOXES PRINTED LITHOGRAPHED

Sylvester's Haarlem Oil

FOR 200 YEARS
the standard remedy of the world for
Kidney Diseases, Bladder Trouble, Gravel and all Inward Inflammation

WE ARE EXCLUSIVE AGENTS
for the U. S. and Canada for the importation of
Genuine Sylvester's Haarlem Oil
FROM HAARLEM, HOLLAND
None other is genuine Look for "C. SYLVESTER" on the label
M. COWARD Successor to C. SYLVESTER
Depot: No. 270 Greenwich Street, New York

Pepto-Mangan (Gude)
(Reg. U.S. Pat. Off.)
is *the one and only* absolutely uniform and unalterable solution of iron and manganese in the form of true organic peptonates. It is also *the one and only* preparation lawfully entitled to be known as "Pepto-Mangan," a valid trademark, which is our exclusive property. We respectfully request the trade to take due notice of these facts.
M. J. Breitenbach Co., New York, U. S. A.

AIR CUSHION.
The Ideal Hair Brush.

SIBERIAN BRISTLES.
Nothing Like It on the Market.
Do not confound this brush with the rubber back wire brushes. It is entirely different. The "Ideal" has an Air Cushioned Back and Genuine Siberian Bristles. It is the best selling brush on the market. Order through your jobber, wholesale drug or dry goods.
HENRY L. HUGHES, Exclusive Licensee and Importer
Room 629, 78 Monroe St. American Express Bldg., CHICAGO, ILL.

NEW AND ATTRACTIVE

Advertising signs and novelties will be cheerfully supplied on receipt of a line from you, with your card or label, that we may be certain to get your name and address correct. If you write to us we will send you customers, not only for our remedy, but for all you sell. Your customers will be pleased, your business will be enlarged and your profits thereby increased to our mutual advantage as a result of our outlay and enterprise and your co-operation.

PLEASE REMEMBER *the* ***VERY LIBERAL DISCOUNT OF*** **EIGHT PER CENT**

which all wholesale druggists allow on our remedy on one gross lots or over from the list price of $48.00 per gross, and of five per cent on half gross lots and over, and send in your orders direct to your wholesaler, but write to us for the advertising matter. It pays to sell SYRUP OF FIGS AND ELIXIR OF SENNA, and we wish to increase your sales. Thanking you most cordially, we are, yours very truly,

CALIFORNIA FIG SYRUP CO.

Louisville, Ky. **SAN FRANCISCO, CAL.** **New York, N. Y.**

COCOA POWDERS

You have not exhausted the possibilities in Cocoa Powder buying, without at least seeing what we can do for you.

We make nearly one hundred varieties, and certainly some one of them should suit your requirements. Our Cocoa plant is one of the finest in the world and we keep abreast with all improvements.

Our machinery enables us to furnish not only a Cocoa more completely freed from the oil than others but also **ANY** degree of dryness desired.

We can give you the Dutch processed Cocoa of highest grade and fully equal to the finest imported, and we can give under the same process, Cocoa that is slightly processed or heavily processed. We can give the same **QUALITY** of Cocoa not Dutch processed.

We can give you a Cocoa Powder that could only be sold at a small profit at $1.00 per lb., and from that absolutely pure Cocoa down to a price that would **SURPRISE YOU.**

If you are a large user we can and will make a blend solely for your purpose. We make only absolutely pure Cocoa powders.

We pack in barrels, half barrels, 50 and 25 lb. drums and 10, 5 and 1 lb. tins.

PLEASE REMEMBER other manufacturers **MAY** be able to please you, **BUT** you should see what we can do before you place your contracts or orders.

PLEASE REMEMBER other manufacturers **MAY** be able to satisfy you, but **WE CAN** and our capacity assures you of prompt deliveries.

YOU SIMPLY DON'T KNOW UNTIL YOU TRY

ROCKWOOD & CO.

88 Washington Ave. **BROOKLYN, N. Y.**

Re Price Protection on SANATOGEN

We wish to reiterate with all emphasis that as the sole licensees of the United States Patent under which Sanatogen is manufactured and sold, we are invested by law with the privilege to insist that retailers strictly maintain the minimum retail rates plainly stamped on each box of Sanatogen. Any dealer violating this condition renders himself liable to injunction and damages.

Gentlemen of the drug trade, this is no mere "say-so," but a true statement of fact. We do not wish to intimidate anyone, but merely to give proper notice that we mean to enforce our rights wherever necessary.

This means *true protection*, the kind of protection that gives everybody a square deal and puts the small druggist on an even level with the biggest "chain corporation" or department store.

Three sizes, sold by all wholesalers and jobbers, at $9, $17.25 and $33; to retail at $1, $1.90 and $3.60, and *no less*.

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Prices Current *of* Drugs *and* Chemicals—(*Continued*)

Potassa, Caustic, Com.	lb.	.08	— .12
White, sticks	lb.	.28	— .35
Potassa, Acetate	lb.	.25	— .40
Bromide	oz.	.17	— .19
Bromide	lb.	1.65	— 1.80
Bichromate	lb.	1.5	— .18
Bisulphate, crystal	lb.		— .50
C. P.	lb.		— .55
Bitartrate, Ref. (cream tartar) pure powder	lb.	.24	— .28
Bromide	lb.	.57	— .62
Carbonate, Pearl Ashes	lb.	.09	— .11
C. P.	lb.	.50	— .55
Chlorate	lb.	.13	— .15
Chlorate	lb.	1.1½	— .20
Powdered	lb.	11½	— .21
Purified and gran.	lb.	.25	— .30
Chloride, C. P.	lb.	.35	— .40
Citrate	lb.	.45	— .50
Glycerophosphate	oz.	.16	— .20
Hypophosphite	lb.	.90	— 1.05
Iodide	lb.	2.75	— 2.85
Lactophosphate	oz.	.20	— .24
Nitrate	lb.	.07	— .10
Powdered	lb.	.07½	— .12
C. P.	lb.	.35	— .40
Permanganate	lb.	.20	— .24
Pure, powdered	lb.		— .30
Prussiate, red	lb.	.50	— .75
Yellow	lb.	.22	— .27
Sulphate	oz.		— .15
Sulphate, powdered	lb.	.10	— .12
C. P.	lb.	.30	— .35
Sulphide	lb.	.14	— .15
Tartrate, Pow. (Sol. Tartar)	lb.	.50	— .56
Powder, Dover's, U.S.P.	lb.	1.60	— 1.70
Prickly Ash Bark	lb.	.28	— .33
Powdered	lb.	.33	— .38
Berries	lb.	.35	— .40
Pulsatilla Herb	lb.	.22	— .27
Pumpkin Seed	lb.	.15	— .20
Quassia, chipped	lb.	.09	— .11
Powdered	lb.	.15	— .20
Quebracho Bark	lb.	.25	— .35
Quince Seed	lb.	1.00	— 1.15
Quinidine, Alk., cryst	oz.		— .75
Sulph.	oz.		— .05
Quinine Alkaloid	oz.	.50	— .54
Acetate	oz.	.53	— .57
Benzoate	oz.	.50	— .54
Bisulphate	oz.	.15	— .25
Carbonate	oz.	.70	— .80
Hydrobromide	oz.	.45	— .49
Hydrochloride	oz.	.45	— .47
Lactate	oz.	.51	— .55
Sulphide	oz.	.16	— .50
Sulphate, 100 oz. tins	oz.	.14	— .15
5 oz. tins	oz.	.16	— .17
1 oz. vials	oz.	.21	— .28
Tannate	oz.	.31	— .37
Valerianate	oz.	.49	— .53
Quinidine Tartrate	oz.		— .45
Rape Seed, English	lb.	.04½	— .08
German	lb.	.05½	— .08
Red Saunders	lb.		— .10
Ground	lb.	.10	— .15
Resin, common	lb.	.02	— .04
Good, strained...per 280 lbs.		1.95	— 2.00
Powdered	lb.	.10	— .15
Resorcin, pure, white	lb.	1.15	— 1.20
Rhubarb, Canton	lb.	.47½	— .50
Clippings	lb.	.50	— .70
Powdered	lb.	.60	— .75
Powdered, extra, tins	lb.	1.10	— 1.25
Rochelle Salt	lb.	.18½	— .25
Rose Leaves, pale	lb.	.40	— .45
Red	lb.	1.15	— 1.25
Rubidium Bromide	oz.		— 1.00
Ammo. 10 gm. v.	ea.		— .50
Bitartrate, 15 gr. v.	ea.		— .40
Iodide, 1 oz. v.	ea.		— 1.50
Rue, Herb, pressed, ozs.	lb.		— .34
Saffron, Amer. (Safflower)	lb.	.40	— .50
Spanish, true Valencia	lb.	11.00	— 11.50
Safrol	lb.	.60	— .70
Sage, leaves, Italian	lb.	.09	— .12
Domestic	lb.	.25	— .32
Sal Acetosella	lb.	.20	— .22
Salicin	lb.	4.50	— 4.75
Salol	lb.	.96	— 1.00
Sandalwood	lb.	.20	— .25
Ground	lb.	.25	— .30
Sandarac, Gum, clean	lb.	.20	— .25
Santonine	lb.	12.00	— 12.50
Sarsaparilla, Root, Hon. cut	lb.	.55	— .60
Mexican, cut	lb.	.25	— .30
Powdered	lb.	.28	— .33
Sassafras, Pith	oz.	.18	— .20
Bark	lb.	.20	— .31
Powdered	lb.	.31	— .36
Saw Palmetto Berries	lb.	.30	— .35
Senega, Virgin	oz.	.65	— .75
Scopolamine, Hydrobromide 15 gr. vial	ea.		— 1.95
Hydrochloride, 5 gr. v.	ea.		— 1.00
Skullcap Herb	lb.	.60	— .65
Senega Root	lb.	.65	— .75
Powdered	lb.	.82	— .90
Solidilitz Mixture	lb.	.15	— .20
Senna Leaves, Alexandria	lb.	.20	— .35
Powdered	lb.	.25	— .30
Tinnevelly, select	lb.	.22	— .25
Suppositories, Asa fœtida	ea.		— .05
Silver, Chloride	oz.	.70	— .74
Cyanide	oz.	1.00	— 1.04
Nitrate, cryst.	oz.	.45	— .47
Fused cones	oz.	.65	— .70
Stick, (Lunar Caustic)	oz.	.50	— .55
Oxide	oz.	1.10	— 1.14
Precipitated	oz.	1.40	— 1.44
Simaruba, Bark of Root	lb.	.25	— .30
Powdered	lb.	.35	— .40
Skunk Cabbage, Root	lb.	.20	— .25
Soap, Castile, green	box		— 5.00
Mottled, genuine	box		— 5.25
White, Conti's	box		— 5.70
Powdered	lb.	.20	— .33
Soap Tree Bark, whole	lb.	.14	— .17
Cut	lb.	.17	— .20
Powdered	lb.	.20	— .25
Soda Ash	lb.	.03	— .05
Caustic, purified, fused	lb.	.25	— .34
Sodium Acetate	lb.	.15	— .20
Arsenate	lb.	.20	— .35
Arsenite, pure	lb.		— .70
Benzoate	lb.	.40	— .45
From True Benzoic Acid	lb.		— 3.00
Bicarbonate	lb.	.02½	— .05
C. P., powdered	lb.	.10	— .14
Bichromate	lb.	.21	— .25
Bitartrate	lb.	.90	— 1.00
Bromide	lb.	.30	— .35
Carbonate (Sal Soda), 100 lbs.		1.90	— 2.50
C.P. cryst. U.S.P.	lb.	.20	— .24
Dried, purified	lb.	.16	— .18
Gran.	lb.	.02¼	— .04
Chloride, C. P.	lb.	.20	— .22
Dried	lb.		— .40
Cocoanate	oz.		— .36
Citrate	lb.	.46	— .51

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Enthusiastically yours,
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Glycerophosphate, 75 p. c.	os.	.16 —	.20
Hypophosphite	lb.	.90 —	1.05
Hyposulphite, cryst., 1 lb. carton	lb.	.04 —	.05
5 lb. boxes	lb.	.03½—	.05
Kegs, 112 lbs.	lb.	.02 —	.03
Granular	lb.	.02½ —	.06
Iodide	lb.	3.15 —	3.25
Lactophosphate	oz.	—	.22
Phosphate, cryst.	lb.	.07 —	.10
Recrystallized	lb.	.11 —	.13
Pure, granulated	lb.	.09 —	.15
Dried	lb.	.15 —	.20
Phosphomolybdate	oz.	.45 —	.50
Salicylate	lb.	.40 —	.45
From Oil Wintergreen	oz.	.52 —	.65
Silicate, dry	lb.	.12 —	.20
Liquid	lb.	.04 —	.06
Sulphate (Sal Glauber)	lb.	.01 —	.04
Pure, cryst.	lb.	.08 —	.10
Dry	lb.	—	.25
Sulphocar.(Sulpho-Phen.) and Potassium Tartrate (Rochelle Salt)	lb.	.18½—	.25
Solomon's Seal Root	lb.	.28 —	.30
Sorbilin	os.	—	.80
Snake Root, Canada	lb.	.50 —	.55
Powdered	lb.	.55 —	.60
Spearmint, leaves, ozs.	lb.	.30 —	.34
Spearmaceti, cakes	lb.	.31 —	.37
Spruce Gum	lb.	1.50 —	1.75
Extra	lb.	2.00 —	2.25
Spirit, Ammonia, U.S.P.	lb.	.54 —	.60
Aromatic	lb.	.50 —	.55
Nitre, U.S.P.	lb.	.45 —	.50
Spirits Turpentine	gal.	.70 —	.80
Squill Root, white	lb.	.10 —	.12
Stillingia Root	lb.	.15 —	.20
Powdered	lb.	.20 —	.25
Storax, liquid	lb.	.31 —	.36
Stramonium Leaves	lb.	.25 —	.30
Powdered	lb.	.27 —	.32
Pressed, ozs.	lb.	.20 —	.24
Seed	lb.	.15 —	.20
Powdered	lb.	.25 —	.28
Strontium Acetate	os.	.11 —	.15
Bromide	lb.	.45 —	.55
Iodide	lb.	2.90 —	3.00
Lactate	os.	.12 —	.16
Strontium, Nitrate, dry	lb.	.18 —	.20
Granular, C. P.	lb.	—	.50
Salicylate	lb.	—	.13
Strophanthus, Seed, brown	lb.	.66 —	.70
Green	lb.	1.00 —	1.05
Powdered	lb.	1.20 —	1.30
Strychnine, Acetate, ¼oz. v.	os.	1.45 —	1.65
Alk., powdered, ⅛ os. v.	oz.	1.25 —	1.30
Nitrate, ⅛ oz. v.	os.	1.35 —	1.65
Sulphate, ¼ os. v.	os.	1.25 —	1.35
Sugar of Milk, powdered	lb.	.10 —	.14
1 lb. cartons	lb.	.14 —	.18
Sulfonal, Bayer	os.	—	1.35
I. & F.	oz.	—	.60
Sulphonmethane, U.S.P.	lb.	3.75 —	3.85
	oz.	—	.55
Sulphonethylmethane, U.S.P.	lb.	6.25 —	6.35
	oz.	—	.45
Sulphur, Bromide	os.	—	.75
Flowers	lb.	.02¾—	.04
Lac., precipitated	lb.	.16 —	.18
Roll	lb.	.03 —	.04
Washed	lb.	.09 —	.12
Sunflower Seeds	lb.	.07 —	.10
Talcum, powdered	lb.	.04 —	.06
Purified	lb.	.16 —	.20
Tamarinds	kegs	2.75 —	3.00
Tar, Barbados	gal.	.60 —	.75
No. Carolina, pt. cans	doz.	—	.85
Tartar Emetic	lb.	.36 —	.38
Terpin Hydrate, 1 lb. car.	lb.	.42 —	.47
Thymol	lb.	2.35 —	2.45
Iodide, U.S.P.	os.	—	4.00
	oz.	—	.25
Tragacanth, Aleppo, extra	lb.	.90 —	1.00
Aleppo, No. 1	lb.	.85 —	.90
Turkey, No. 1	lb.	.90 —	.95
No. 2	lb.	.75 —	.85
Powdered	lb.	1.00 —	1.10
Turpentine, Chian, genuine	os.	.30 —	.40
Venice	lb.	.35 —	.40
Uva Ursi	lb.	.10 —	.13
Powdered	lb.	.18 —	.20
Valerian Root, English	lb.	.31 —	.36
Powdeered	lb.	.41 —	.46
German	lb.	.20 —	.25
Powdeerd	lb.	.25 —	.30
Vanillin	oz.	.40 —	.50
Vegetrum Viride, Root	lb.	.15 —	.20
Powdered	lb.	.25 —	.30
Verdigris, powdered, pure	lb.	.32 —	.36
Wahoo, Bark of Root	lb.	.50 —	.55
Bark of Tree	lb.	—	.45
Wax, Bay	lb.	.30 —	.36
Bees, yellow	lb.	.42 —	.48
White	lb.	.35 —	.55
Carnauba, No. 1	lb.	.56 —	.60
Japan	lb.	.16 —	.18
White Hellebore, Root	lb.	.09 —	.14
Powdered	lb.	.10 —	.15
Wild Cherry, Bark	lb.	.14 —	.16
Ground	lb.	.16 —	.21
Powdered	lb.	.21 —	.26
Wild Indigo Root	lb.	.18 —	.20
Ground	lb.	.25 —	.30
Willow Bark, black	lb.	—	.18
White	lb.	—	.25
Witch Hazel, Extract, double Dist.	gal.	.70 —	.80
Barrels	gal.	.65 —	.75
Bark	lb.	.20 —	.22
Leaves, pressed, ozs.	lb.	—	.24
Wormseed (Chenopodium)	lb.	.17 —	.27
Powdered	lb.	.19 —	.24
Levant (Santonica)	lb.	.12 —	.15
Powdered	lb.	.15 —	.18
Wormwood, bulk	lb.	.20 —	.25
Pressed ozs.	lb.	—	.30
Powdered	lb.	.20 —	.26
Yerba Santa	lb.	.15 —	.20
Zinc, Acetate, 1 lb. bots.	lb.	.30 —	.32
Bromide	os.	.10 —	.17
Chloride, fused	lb.	—	.30
Gran.	lb.	.20 —	.25
Medicinal	lb.	.18 —	.20
Iodide	os.	.28 —	.35
Hypophosphite	os.	.25 —	.30
Lactophosphate	os.	—	.60
Metallic, C. P.	lb.	.65 —	.75
Gran. (free from arsenic)	lb.	.20 —	.22
Oleate	os.	—	.17
Oxide, American	lb.	.10½—	.12
Eng. Hubbuck's	lb.	.38 —	.42
Permanganate	oz.	—	.52
Phosphide	os.	—	.28
Salicylate	os.	—	.18
Stearate	oz.	.17 —	.30
Sulphate, crystals	lb.	.05 —	.07
C. P.	lb.	.12 —	.15
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AN ILLUSTRATED MONTHLY PUBLICATION FOR THE DRUG TRADE

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VOL. XLIII. NEW YORK, NOVEMBER, 1910 No. 11

THE PHARMACEUTICAL ERA

PUBLISHED MONTHLY

D. O. HAYNES & CO. - - - - *Publishers*

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SUBSCRIPTION RATES

United States, Cuba, Hawaii, Porto Rico, the Philippines, and Mexico . . . . $1.00 a Year
To Canada, postpaid . . . . 1.25 a Year
To Foreign Countries in Postal Union . . 1.50 a Year
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ALL SUBSCRIPTIONS ARE PAYABLE STRICTLY IN ADVANCE

Remit by P. O. or Express Order or New York Draft payable to order of D. O. Haynes & Co. Add 10 cents for collection if you send check.

Published at 82 Fulton street, Borough of Manhattan, New York, by D. O. Haynes & Co., a corporation: President and treasurer, David O. Haynes; vice-president, Ezra J. Kennedy; secretary, Edward W. Drew. The address of the officers is the office of publication, and the title is registered in the United States Patent Office.

Entered at the New York Post-Office as Second Class Matter

TABLE OF CONTENTS.

EDITORIAL: "What is Whisky?" Will Not Down; Right Time to Purchase Soda Fountains; Progress of U.S.P. Revision; Protecting Careless Signers; Increasing Liability of Employers; The Next New York Examinations; N.W.D.A. to See Texas; Of Practical Benefit to Members; Copyright Gives Price Protection..... 1049
FACE TO FACE, a Thanksgiving Experience; Emma Gary Wallace 1053
U.S.P. SUB-COMMITTEES APPOINTED 1054
PROPAGANDA WORK; A.D.S. and N.F. Preparations; Not Enough Pharmacy for Medical Students..... 1056
A.Ph.A. BRANCHES; Dr. Rice's Grave Neglected..... 1057
CONFERENCES WITH N. Y. HEALTH BOARD..... 1059
ALASKA DRUG TRADE CONDITIONS 1061
LOISETTE'S BONNET; Joel Blanc 1062
LOUISVILLE DRUGGIST'S PONY DELIVERY..... 1063
IMPROVEMENT OF U.S.P. METHOD FOR ASSAYS OF HYDRIATIC DRUGS; L. Henry Bernegau 1063
SUBSTITUTION vs. SALESMANSHIP; Bernard Colle..... 1065
PRACTICAL SIDE OF A PROFESSIONAL PHARMACIST; J. Leon Lascoff 1065
THE ADVERTISING CEMETERY, Robert Frothingham.. 1067
BOOK REVIEWS 1068
THEORY AND PRACTICE 1070
QUESTION BOX 1071
PROMINENT MEN IN THE N.A.R.D. ..... 1073 and 1075
BOARD EXAMINATIONS 1075
THE QUIZ MASTER 1077
ADVERTISING HINTS FOR RETAIL DRUGGISTS..... 1080
INDEX TO ADVERTISEMENTS 1089
INDEX TO GOODS ADVERTISED 1091
MOSTLY PERSONAL; John B. Hurtt; J. Leon Lascoff... 1097
UNITED DRUG CO.'S ANNUAL MEETING 1099
PATENT MEDICINE NOTES NOT NEGOTIABLE 1100
PROF. HALLBERG DEAD 1101
DEAD-BEATS BARRED; Prof. Remington on Chain Stores and N.A.R.D.; Secretary Potts Given Good-bye 1103
A.D.S. ASSOCIATION OF NEW YORK MEETS..... 1108
PATENTS AND TRADE MARKS 1109
PURE DRUG LAW VIOLATIONS 1111
NEW YORK DRUG MARKET 1112
BUSINESS NOTICES 1115
PRICES CURRENT 1127

"WHAT IS WHISKY?" WILL NOT DOWN.

Once more there is commotion in the whisky camp. With arguments and rulings in plenty in the past there comes a new one, handed down last month by Attorney-General Wickersham, who holds, contrary to the view of his predecessor, Mr. Bonaparte, and Chief Chemist Wiley, that any grain distillate put on the market under a distinctive name is "whisky," and, being such, there are only rare instances in which the stuff must be marked "blend," "compound" or "imitation." Thus practically everything sold as whisky before the Pure Food Law was enacted will regain its privilege.

The decision followed arguments made to the Attorney-General by former Ambassador Choate, who had been retained by a Canadian distillery the product of which under the Roosevelt rules would have had to be called a compound or an imitation of whisky.

While "What is Whisky?" daily and weekly concerns fewer druggists than before, it is desirable to keep informed of the status of this product, for label requirements, if for no other reason.

RIGHT TIME TO PURCHASE SODA FOUNTAINS.

There is a big point in achieving success in knowing how to buy goods and when to purchase. This is as true of soda fountain apparatus and supplies as it is of anything else used by the druggist. Most druggists who operate soda fountains are readers of THE SODA FOUNTAIN, which is especially devoted to that branch of their interests. Always on the lookout for practical ways and means to benefit fountain owners and prospective purchasers, much space was devoted in the October issue to the important problem of buying new apparatus. It was a chapter on wise financing that should be read extensively.

Still imbued with the old idea that Spring is the time to install new fountains (an idea, however, that is fast becoming obsolete), many intending buyers put off action until close to that season of the year, this being the case occasionally even with operators who never close their apparatus. It develops that when orders for fountains are placed in November and prior to the first of the year the big manufacturers offer better terms than they do later on.

Early ordering means that it is really cheaper to buy a new fountain in November than it would be in

January, February or March. That is an opportunity no business man can afford to overlook. It was fully exploited in the October SODA FOUNTAIN, but if the reader did not happen to see the article, the proposition will be explained by any of the manufacturers whose announcements are to be found in this issue of the ERA.

PROTECTING CARELESS SIGNERS.

North Dakota's law in relation to so-called "lightning rod notes," which limits the negotiable value of paper given in payment for patent rights, patent medicines, etc., as promulgated by Prof. Ladd and printed on page 1101 of this ERA, will be interesting to druggists in other States not possessing such a law as showing that protection can be extended to merchants and others who sign notes under misapprehension, or with a careless lack of appreciation of the effect of signing documents which later become contracts, notes or other instruments for extorting money.

Prof. Ladd quotes the law with a view to the relief of druggists in North Dakota who have been victimized by the promoters of fake remedies. The ERA reprints it for the benefit of the pharmaceutical associations generally, that their legislative committees may consider the advisability of endeavoring to obtain the enactment of similar laws. Movements in this direction ought not to entail much difficulty, for opposition could hardly be expected except from persons whose methods would not stand the scrutiny of honest merchants.

PROGRESS OF U.S.P. REVISION.

Superstitious persons will no doubt comment on the fact, in connection with the death of the lamented Prof. Hallberg, that this unfortunate event for pharmacy and for his family occurred soon after his appointment as chairman of Sub-Committee No. 13 for the revision of the United States Pharmacopœia, but the only signficance will be a slight delay, perhaps, in that branch of the work. Prof. Hallberg will be greatly missed and sincerely mourned by his confreres.

On page 1056 will be found the list of sub-committees as announced by Chairman Remington and it will be observed that the distribution of subjects has been excellently well made. With this display of promptness, there is good reason to reiterate the belief that the IXth Revision will be accomplished with due diligence in every respect.

N.W.D.A. TO SEE TEXAS.

In holding at Dallas this month its 37th annual meeting the National Wholesale Druggists' Association has wisely honored one of the largest States in the Union and at the same time will afford its members and their guests opportunities to become acquainted with the growth, development and commercial importance of Texas. Both Dallas and Waco are to entertain the visitors and the hospitality surely will be both edifying and generous, for in Texas the druggists are believers in enjoying the good things of life and in cementing business acquaintance with a liberal application of the social side, as any one can testify after partaking of one of the famous "oyster roasts" which are frequent concomitants of gatherings of Lone Star pharmacists.

In a business way the N.W.D.A. will have important matters to discuss affecting the conduct of trade, but without there being any conspicuous disturbance of conditions to cause anxiety or much more than the ordinary routine. Nevertheless the attendance will be large, for while no member can afford to miss the proceedings, the lure of Texas sightseeing and entertainment will have their effect upon the inclinations of those tempted by lesser considerations to remain at home.

THE NEXT NEW YORK EXAMINATIONS.

In carrying out the policy of conforming with the requirements of the Pharmaceutical Syllabus the New York State Board of Pharmacy has assigned special subjects to each of the nine examiners and in the preparation of questions it is the intention to hold each examiner responsible for his division of the work. The list, as printed on page 1058 of this issue of the ERA, will be found especially interesting to retail druggists. It would show the advisability of proceeding carefully and cautiously in bringing the examinations around to the P.S. standards, for, assuming that the subjects are apportioned with the idea of giving them to experts in the various topics, together with the fact that the colleges have not had time to prepare all of their students for examinations based entirely upon the P.S. plan, there is danger that the results will be unsatisfactory both to students and educators.

The object of the P.S. is praiseworthy in the highest degree, but undue haste in forcing compliance with new standards, unless ample time be given for preparation on the part of those concerned, is invariably the source of confusion and negative effects. The questions propounded and the percentages of applicants at the next examination of the New York Board will be awaited with interest.

INCREASING LIABILITY OF EMPLOYERS.

Several changes in the New York laws relating to the liability of employers for injuries to their employes, which went into effect on September 1, are of much importance and druggists who have liability insurance policies should ascertain if they are now fully protected under the new laws. The fellow servant rule is greatly modified and the burden of proof of contributory negligence is transferred to the employer as against the employe. Another amendment makes the employer liable for many accidents for which he could not previously be held liable for damages. Most of the policies cover these changes, but there are two additional laws creating a new kind of liability for employers that is not covered by the old policies.

A new doctrine of law is created providing for "compensation" to injured employes, irrespective of the question of negligence, as distinguished from the old doctrine of "damages" to employes because

of the negligence of the employers. The policies in force protect the assured against "damages," but *not* against "compensation," unless so stipulated by endorsement or otherwise. If you are an employer, how does your policy read?

OF PRACTICAL BENEFIT TO MEMBERS.

Kings County Ph.S., which has won such success in detail work with physicians for the benefit of its members, again made a big strike in practical organization work when it offered to pay the expenses of its members in test cases which might grow out of the enforcement of the New York Health Board's new morphine regulation. Kings Ph.S. incurred a possible obligation in the latter emergency of hundreds and perhaps thousands of dollars, but in the protection of its members when threatened with a curtailment of their rights there was no thought of anything more than performing a legitimate service of the organization. One beauty about this offer was that there was no talk of assessments, nor calls for anything except regular dues, following the same policy which has prevailed with the propaganda work, the cost of which is borne by the society. In this respect it sets a praiseworthy example for all similar associations.

COPYRIGHT GIVES PRICE PROTECTION.

A notable decision just handed down by the New York State Court of Appeals, in the litigation between the R. H. Macy Co. and the American Publishers' Association, affirms the principle of protection of ownership and maintenance of prices in selling copyrighted books. In the suit the Macy concern sought damages because its supplies of books were restricted by the publishers on account of the cutting of prices. Macy won as to noncopyrighted books and secured a verdict of $2700 for restrictions in relation thereto, but the courts held that there could be no recovery as to copyrighted books. The litigation, which has been in progress for six years, would now seem to be finally settled.

President Guilford, of the N.A.R.D., like his predecessor, is a strong A.D.S. man, but, unlike Mr. Huhn, he holds no office in the syndicate. Mr. Guilford is a firm believer in co-operation and has been very successful in his business through applying its principles wherever possible. For instance, in 1889, when he reorganized and incorporated his business he arranged for his oldest, best and most loyal employes to become stockholders, refusing to dispose of any stock to outsiders. With a progressive, enterprising man at the helm, aided by active, clever and devoted assistants in the persons of part owners, can any one wonder why H. B. Guilford's two pharmacies in Rochester, N. Y., are models of their kind and so popular with their patrons?

Some idea of the relative growth and importance of Texas in a pharmaceutical way may be obtained by contemplating the fact that during the three years of existence of the present State Board of Pharmacy it has issued more than 6000 certificates. In the ERA DRUGGISTS' DIRECTORY for 1910 there were 2367 drug stores credited to Texas, which number has increased since this standard work was compiled. Allowing an average of two druggists to each store the number of pharmacies now is probably well towards 3000. In the old settled States of New York and Pennsylvania, in which new stores are not so often established, the totals were respectively 4168 and 3405. The members of the Texas board are entitled to congratulations not only upon their splendid show of activity in actual work, but also upon the steady, consistent and effective efforts which they have put forth to place Pharmacy in Texas upon a par with the best standards in other States.

Switzerland has passed a law prohibiting the use of the red cross of the Geneva Society in trade-marks and for commercial purposes generally. Existing trade-marks, in which the cross appears, may be used until October, 1912. The movement to confine the use of the emblem to the purposes with which it is associated in the popular mind seems to be gathering continued headway, which will cause no regret to anybody, except, perhaps, persons who have traded upon this symbol of succor for the victims of strife, accident and cataclysms.

Kansas has come to the conclusion that the serial number guaranty does not accomplish its purpose, a fact which the ERA predicted years ago when the subject was first agitated in connection with the Federal Pure Food and Drugs Act. The interesting information that Kansas has eliminated the serial number guaranty, so far as that State is concerned, was given in the October SODA FOUNTAIN, which contained much other news relating to pure foods.

Dr. Reid Hunt's report of the Brussels Congress, which appears in the *Public Health Reports*, is a concise and comprehensive review of the activities at the international conference and confirms the impression that the delegates proceeded in their deliberations with due regard for the further benefit of pharmacy in its scientific and professional ramifications throughout the civilized world.

How many medical men do you suppose there are in New York City? There are 7169 registered physicians in the city, just 864 more than in all the remainder of the State, the total for which is 13,474, an increase of 451 over last year. In New Jersey there are 2558 registered physicians, an increase of 100, and in Connecticut there are 1384, a gain of 80

That Paris drug clerks lack nothing in strenuosity is evidenced by recent riots in which they engaged to intimidate druggists who refused to join in the general closing of pharmacies at 9 p.m. That the early closing sentiment is deep-seated is shown by the fact that only half a dozen of the 1800 proprietors refused to agree to close.

"Pharmasisters" is the coinage of a fertile Colorado brain bent on inventing a new word to characterize the wives, sisters, daughters, as well as others of the fair sex, in attendance at pharmaceutical functions. As all good pharmacists are brothers, why not accept "pharmasisters" to describe their feminine relatives and friends?

Shorter hours for drug clerks in Great Britain continue to be agitated and a bill is pending in Parliament which provides a maximum of 60 hours per week, with a provision that on three evenings a week the clerk shall not be worked after 8 p.m. The outlook for the measure is said to be good.

Iowa's Pharmacy Commission seems determined to preserve a high standard for new pharmacists in that State, judging by the failure of all but three applicants in a recent class of 26, although some of the rejected 23 may ascribe their misfortunes to that luckless numeral.

Pure jewelry is the latest fad in New York. A Maiden Lane jeweler was arrested the other day for selling a bracelet of gold marked as 14 karats fine, when it was only 9.8 karats fine. Section 431 of the Penal Code makes the offense a misdemeanor.

Druggists who possess soda fountains and do not operate them during the Winter season are making a serious mistake. Hot soda sells well, while there are many calls for cold beverages even on chilly days. Both are profitable.

Pathos permeates the "Thanksgiving Experience" which Mrs. Wallace gracefully recounts on page 1053 and it should be read by druggists who offend against the laws governing the sale of narcotics.

CORRESPONDENCE

Making the Telephone an Income Getter.

Editor The Pharmaceutical Era:

A great deal has been printed about the telephone as a nuisance to drug store owners and various ways have been suggested for making it pay for the trouble. Some time ago I took the bull by the horns and determined to get something back for my trouble. I will tell you how I did it. First I had some blanks printed like the following:

TELEPHONE MESSAGE.

From the ..... Pharmacy.

You are requested to come to telephone ..... where a friend wishes to speak to you.

Please call up .....
at.....o'clock.

(This space blank for mem. or message.)

With this blank, filled out as required, I sent by the messenger to neighbors receiving messages a card printed as follows:

TELEPHONE MESSAGE.

From the ..... Pharmacy.

A charge of five cents is made for delivering this message.

This arrangement met with instant favor. I did not hear a single complaint and on the other hand several persons spoke to me of being satisfied with it, because they felt that they were not imposing on me. There have been even more of these calls under the five cent charge than there were under the old arrangement and while I am under no extra expense my cash receipts from this source are now averaging $2 a day. DRUGGIST.

Why Not Have One Powerful Organization?

Editor The Pharmaceutical Era:

The attitude of the Board of Health towards the local pharmacists relative to the enactment of the morphine ordinance is to my mind a reflection of the inactivity and passiveness of condition into which the pharmaceutical organizations of this city have drifted. Whether the honorable board anticipated any objection on the part of these associations is a question: that it never entered its members' minds to fear or respect any forthcoming objections is patent, inasmuch as no association of retail druggists was consulted.

Aside from the direct damage done us by the ordinance the autocratic bearing of the Board of Health is in itself exceedingly irritating. The pharmacist-delegates were informed the first time they waited upon Commissioner Lederle that the board's time would be limited as it was about to go into executive session. The representatives had waited a very considerable time after their appointed hour, but acquiesced to the commissioner's promise of an unlimited interview a week later. After another long wait on the latter date and during which all but a lucky few stood up, the delegates were ushered before the board. Here they again, including one lady present, had the pleasure of standing through the interview. The Commissioner practically opened the hearing by announcing that no reasons would be given for the enactment of the ordinance, as the board would only hear objections. This in itself constituted a stab in the dark. The committee over, he requested that a smaller committee meet with him at a date to be made known later.

Do you think the ordinance would have been passed in its present form if all the pharmacists in New York City were united in one, powerful organization? And with such an organization don't you think the retail pharmacist would receive much more consideration?

New York, Oct. 19, 1910. DISCONTENTED.

Druggists and Tobacco.

Editor of the Pharmaceutical Era:

I have noticed an article in the October number of your publication, page 976, regarding policy of Geo. W. Flynn, a druggist. If all the druggists had followed his plan there would not be so many in their graves today and those that are not dead would not die quite so young. Long hours are a bad thing, but I notice the druggists that sell cigars and tobacco smoke to excess and do so during most of their leisure time.

The lungs are very busy members of the body, purifying and heating the blood and where people give them smoke instead of pure air, they fail to purify the blood as they would if the person inhaled only pure air. The blood becomes so loaded with impurity that it is difficult for the heart to pump it through the system and when it stops they call it failure of the heart. It reminds me of the boy who filled the pump with sand and gravel and broke the pump and then went to his father and said "father the pump is broke." One who indulges in alcoholic liquor also affects the heart and that is doubly bad because a person usually uses tobacco for several years before he uses liquor to excess. Yours very truly,

New York, Oct. 6. A. MAJOR.

Trade in Edibles as a Drug Store Side Line.

Editor The Pharmaceutical Era:

I am sending you herewith the bill of fare of a drug store which conducts a coffee room. As you will notice, it is very complete and would do credit to a restaurant, but can you wonder why some people refuse to recognize pharmacy as a profession when you can get almost anything edible from green onions and radishes to a seven course Spanish dinner or spaghetti a la Italienne at a pharmacy?

Albany, N. Y., Oct. 10. OLD SCHOOL.

[The enclosure shows the ultimate development of the luncheon in drug stores. Opinions will naturally differ as to how far a druggist ought to go in the matter of providing articles of food at soda fountains and in some sections of the country the limit is constantly being extended. Strictly ethical pharmacists will continue to deplore the luncheon side line and will confine themselves to drugs and pharmaceuticals, while others will expand in any way that seems calculated to be of benefit to themselves and to their patrons. The question propounded is one that requires some thought pending an answer.—ED.]

To Prevent Publicity Regarding Private Remedies.

MADISON, Oct. 20.—Preparations are being made by members of the Wisconsin Ph.A. for drafting a bill to be presented at the next session of the State legislature to suppress the publication of advertisements of remedies for certain private diseases. It is proposed to make the penalty a fine of from $25 to $300. Advertisements published in medical papers and trade journals will be excepted. The druggists are also using their influence to have all remedies and related articles, for use by women, placed in packages without detailed descriptions on the outside, and to have all booklets, etc., of private medical nature prohibited from distribution by any person, and to use every means possible to keep such literature from the hands of children and young people.

Mo.Ph.A. to Meet in Southeastern Missouri.

Secretary Whelpley announces that the Missouri Pharmaceutical Association will hold its 33d annual meeting at Cape Girardeau, June 13, 1911, and continue four days. I. Ben Miller has been elected local secretary. Missouri Pharmaceutical Travelers' Association will convene at the same time and place. William F. Kahre, of St. Louis, is president. Missouri Board of Pharmacy will examine candidates for registration, June 12. Those desiring to take the examination should notify the secretary, Charles E. Zinn, 300 W. 9th street, Kansas City, Mo., at least five days in advance.

Alimony.

Many a druggist who goes out for his competitor's scalp is "snatched bald-headed" before he returns.

Face To Face.

A Thanksgiving Experience.

By Emma Gary Wallace.

THE wind howled fitfully past. It raced up the avenue and tore down the side streets in angry fury. The woman drew her thin shawl closely about her shrunken old form and hurried along the deserted street—a mere leaf on the gale.

She paused in front of the brilliantly lighted drug store. It was all glitter and warmth and color. She knew better than to make her appeal for the "stuff" here. She shivered and turned away clasping in her cold hand the coin she held—the last in the world, and then—

The very brightness of the store had answered her, casting long, dark mocking shadows athwart her brain. If—oh, Father of the Storm-Tossed, *if* she could but kill the unholy desire for the brain and soul destroying poison. The love and hate and lure of it were implanted—entwined with the vitals of life itself.

In quick phantom like procession the forms of mother, father, husband, children—little soft clinging children—trooped past. Baby Jamsey, the dearest, sweetest of them all, stretched up appealing arms.

A fury of rage swept over her. Why was the hateful "stuff" made—sold! If there were a God above, an omnipotent being, why did he permit such infamous traffic! Why did he not strike its very existence off the earth by the lightning of his wrath!

Her tortured heart cried out in agonized longing for her woman's birthright—home and love, but bundle of contradictions that the demon-appetite had made of her, only her own harsh, discordant laugh rang forth. The mirthless sound and the sob with which it ended smote upon the ear of an exquisitely gowned woman, who like herself had paused before the brilliantly lighted store. They stood face to face.

The first comer laughed again. This time defiantly. The jarring sound vibrated through and through the suffering heart of the wearer of costly furs and found an answering echo.

"So *you* are unhappy, too," the younger woman asserted bitterly with lips set in a straight, hard line. "You, too, have drunk of life's cup and found nothing but dregs!"

"Yes," the other replied with a strange mixture of eagerness and sadness, "but I know where I can get what will make me forget all. They will not sell it here. I can show you too."

The newcomer looked at her in startled inquiry.

"You mean—"

"I mean this," the first one replied dully, and slipping her hand into her bodice she brought out a small slender instrument.

The other shrank back as if struck by an unseen hand.

"Not that," she entreated, "it has been the curse of my life. It has driven me to despair—to—to a step that will end, not prolong the misery of it all. Let me beg of you as you value your own happiness and that of those near to you to leave the 'stuff' alone."

"You don't look like a dope," the other said bluntly.

"No—no, but what is the use of the struggle, the humiliation, the knowledge that the fingers of scorn and pity are ever directed toward you! I could even stand that, but I cannot bear His utter debasement of himself any longer. It is Thanksgiving night and I have nothing to be thankful for—nothing."

"Come along with me," the older woman returned with firmness. "I have thought the same way, many a time, but when I came to think it over—this is bad enough here—*that* may be a million times worse. I must have it, come, it is just a little way to where you can buy if you have the coin."

Her voice trailed off huskily. She had forgotten her companion's presence. Like a wraith she glided through the eddying gusts.

The younger woman could not have told why, maybe it was to get away from herself—her own temptation, but she hurried after the retreating form.

"Please stop—stop—" she called faintly. The wind made speech difficult.

The pursued turned her head. The glassy stare and pallid face told of consuming desire.

"I can't stop, I can't if I would!" she answered hoarsely.

Something urged the woman from the marble house on Millionaire's Row to go with her. Side by side they hurried down the dark streets and across littered alleys. Not a word was spoken.

Ahead colored globes beckoned through the night and the sign of a mortar and pestle stood honorable guard over the door.

Another moment and they were inside.

"I—I must see the tall, peaked-faced man," the woman began hollowly. "He—he knows me, and always gives me the kind of medicine I want."

The honest-eyed young fellow behind the counter observed her pityingly. He glanced at her companion in something akin to surprise.

"I—I must see the tall peaked-faced man," complained the husky voice—"He knows."

"This business has changed hands," the man replied. "I took possession last night, Madam. The tall, peaked-faced man for whom you inquire thought best to make a hurried trip abroad for his health. I had not expected regular customers of this kind, but I am sorry to say you are not the first to be disappointed today, for I must tell you as I have told them that my business will be a legitimate one if I do not make enough to pay the rent and the sheriff takes it and me."

The woman from the "Row" impulsively reached out her hand, but suddenly became as motionless as if frozen.

She was listening with head erect, flashing eyes and dilated nostrils. Again came that peculiar, familiar hack, followed by the rasping clearing of the throat. The sharp quick sounds were unmistakable.

"Who is inside?" she demanded haughtily.

"I do not know," the proprietor said, regarding her earnestly. "He is another 'regular.' Came in here awhile ago and was in such a condition, that I took him in. I was afraid to let him go. He was in a mood to do himself harm. Sometime he has been a gentleman, he is dressed like one now."

"It is my husband," the woman answered in a voice that trembled in spite of her efforts to control it. "May I go to him?"

Silently the drug store man led the way. There he sat, the benumbed half-dead creature that he was, a mental and physical derelict becalmed after the nerve-storm through which he had passed.

Ah, and she had meditated a worse crime than this! Had deliberately planned its detail with self-pity, even joy. Her whole nature revolted against herself rather than against him.

He had never known a mother—she had been blessed with the best in the world. His mentality was less brilliant than hers except that he had an unusual gift for making money. And putting all that aside his crime had been against himself alone—hers against herself and another for the crown of motherhood had been placed above her brow.

Two hours—an hour before, and she would have spurned him with bitter contempt. Now she sank to her knees at his side in an abandon of grief—forgetting the dingy back-store and the publicity.

He was no longer a debased fallen man but an erring child. The mother-instinct awoke. He was hers to save.

A shrill cry startled them. The forgotten woman had followed. Like a hungry tigress she flung herself upon the half-stupified man.

"And you too. You too—Jamsey, my baby! Where is the cursed thing. I say where is it. You shall not have it any more. I went away like a thief in the night when you were three years old to save you from the disgrace of a mother unfit to be by your side. But it was too late. I should have stayed and shielded you from the appetite I had given you. I have sunk down to the depths, but you must be a man. Hear me, Jamsey, do you know who I am?"

The man stared at her stolidly.

"Are you very, very sure that you are his mother?"

The question came from the kneeling woman. Her face was like chiseled marble against her black furs.

"Sure?" Why child, I've watched him from a distance for years. I knew he had a wife, but I paid no heed to her—he alone was my flesh and blood."

The wife sprang to her feet. Hope shone in her eyes like a star.

"You watched him and loved him and yet to save him dis-

grace you remained in unknown poverty? The courage of such self denial is beyond ordinary comprehension. You—he, can give up the dreadful habit and be happy yet. Say you will—for his sake, for your own sake—mother of his and you shall be mother of mine as well."

"And you do not despise, loathe us?"

"'Let him who is without sin cast the first stone,'" the young woman answered contritely.

The man in the chair arose stiffly.

"There seems to be a blamed fuss over nothin' so far as I can make out," he said speaking for the first time. "Let's go home, Marcia."

The elderly woman gripped the corners of her shawl. Hope struggled with fear. Perhaps—yes most likely, she would be forgotten.

The younger woman reached out her muff.

"Please, carry it for me," she said, taking her husband's arm.

The old woman's face lighted up like one who has received a life reprieve. Slowly the strange procession filed out from behind the crowded cases. The wife paused in the front store to place the warm boa from her own neck about that of the erring woman. She turned to the proprietor.

"A life and death struggle awaits us all," she said with a catch in her voice. "How strange that any man can be willing to lose his own soul and that of his neighbor for a few easily-spent dollars. Surely they are not worth such a harvest as this! God bless you for the stand you have taken this Thanksgiving day."

"I'm thankful for the courage to do my duty," the man returned with far away eyes, which in that moment's retrospect saw the temptations met and resisted that had made a man of him.

The woman old and haggard and broken, the woman young and beautiful and well-nigh heart-broken, the man of steel and even the man of clay in that brief moment felt the brooding presence of All-prevading Help—and from each heart went forth a silent petition for courage to meet the coming days like soldiers, face to face.

U.S.P. Sub-Committees Appointed.

WITH the announcement last month of the sub-committees for the ninth revision of the United States Pharmacopœia (except for appointing another member in place of Prof. Hallberg, who died after the announcement was made), the way has been cleared for actual, active work on the new volume. The announcement was made by the chairman of the committee of revision, Prof. Joseph P. Remington, directly after the list had been approved by the board of trustees. It is probable that a meeting of the full committee will soon be held in Philadelphia.

In addition to electing the members of the executive committee, the general committee has chosen a new member, Dr. S. Solis Cohen, of Philadelphia, who fills the vacancy caused by the resignation of Dr. Edward Kremers, of Wisconsin University. Dr. Cohen has also been elected a member of the Executive Committee and is chairman of the Sub-Committee on Scope. For years he has been an able contributor to Pharmacopœial literature. He has been professor of clinical medicine at Jefferson Medical College since 1902, and is professor in clinical medicine and therapeutics in the Philadelphia Polyclinic for Graduates in Medicine.

The members of the executive committee, the sub-committees of which they are the chairmen and the members of these sub-committees, as well as the scope of the work which each will do, are as follows:

NO. 1—ADMISSIONS AND DELETIONS—Dr. S. Solis Cohen, chairman; A. R. L. Dohme, Prof. C. S. N. Hallberg, Dr. Reid Hunt, Dr. P. Marvel, Dr. O. T. Osborne, Albert Plaut, Prof. H. H. Rusby, Dr. Torald Sollman, Dr. H. C. Wood, Jr.

NO. 2—THERAPEUTICS AND PHARMACODYNAMICS—Dr. Torald Sollman, chairman; Dr. S. Solis Cohen, Dr. N. S. Davis, Dr. C. W. Edmunds, Dr. W. S. Haines, Dr. R. A. Hatcher, Dr. O. T. Osborne, Dr. H. C. Wood, Jr.

NO. 3—BIOLOGICAL PRODUCTS, DIAGNOSTICAL TESTS—Dr. John F. Anderson, chairman; Dr. R. A. Hatcher, Dr. Reid Hunt, Dr. Eli H. Long, Dr. Torald Sollman.

NO. 4—BOTANY AND PHARMACOGNOSY—Dr. Henry Kraemer, chairman; Dr. Lyman F. Kebler, Albert Plaut, Prof. H. H. Rusby, Prof. L. E. Sayre, Prof. J. O. Schlotterbeck, Dr. Rodney H. True.

NO. 5—GENERAL AND INORGANIC CHEMISTRY—Dr. C. H. La Wall, chairman; Prof. H. V. Arny, Dr. E. H. Bartley, Prof. C. E. Caspari, Prof. Virgil Coblentz, Dr. L. F. Kebler, Dr. E. H. Long, Prof. W. A. Puckner, Dr. Geo. D. Rosengarten, Prof. S. P. Sadtler.

NO. 6—INORGANIC CHEMISTRY—Dr. G. D. Rosengarten, chairman; Prof. C. E. Caspari, Prof. V. Coblentz, A. R. L. Dohme, Dr. L. F. Kebler, Prof. J. A. Koch, Dr. C. H. La Wall, Dr. A. B. Lyons, Prof. W. A. Puckner, Prof. S. T. Sadtler, C. E. Vanderkleed.

NO. 7—PROXIMATE ASSAYS—Dr. A. B. Stevens, chairman; Prof. C. E. Caspari, A. R. L. Dohme, J. M. Francis, Prof. H. M. Gordin, Dr. L. F. Kebler, Prof. J. A. Koch, Dr. C. H. La Wall, Dr. A. B. Lyons, Prof. W. A. Puckner, C. E. Vanderkleed.

NO. 8—VOLATILE OILS—Dr. H. Wiley, chairman; G. M. Beringer, Prof. C. E. Caspari, A. R. L. Dohme, J. M. Francis, Prof. J. A. Koch, Dr. C. H. La Wall, Prof. S. P. Sadtler, Dr. L. F. Kebler.

NO. 9—FLUID AND SOLID EXTRACTS—Dr. G. M. Beringer, chairman; Prof. Chas. Caspari, Jr., Prof. C. L. Diehl, Prof. George C. Diekman, J. M. Francis, Prof. E. G. Eberle, Prof. J. M. Good, Otto Raubenheimer.

NO. 10—AROMATIC WATERS, SPIRITS, LIQUORS—Prof. L. C. Diehl, chairman; Prof. H. V. Arny, Dr. G. M. Beringer, Wilhelm Bodemann, Prof. E. G. Eberle, J. W. England, Prof. J. M. Good, Prof. W. G. Gregory, Otto Raubenheimer.

NO. 11—SYRUPS AND ELIXIRS—W. C. Alpers, chairman; Dr. G. M. Beringer, Prof. C. L. Diehl, Prof. George C. Diekman, Prof. E. G. Eberle, J. W. England, J. M. Francis, C. F. Nixon.

NO. 12—CERATES AND OINTMENTS—Otto Raubenheimer, chairman; W. C. Alpers, Prof. George C. Diekman, Prof. E. G. Eberle, J. W. England, Prof. J. M. Good, L. C. Hopp.

NO. 13—MISCELLANEOUS GALENICALS—Prof. C. S. N. Hallberg, chairman; Prof. H. V. Arny, W. Bodemann, L. C. Hopp, C. F. Nixon, Otto Raubenheimer, Prof. L. E. Sayre, M. I. Wilbert.

NO. 14—TABLETS, WEIGHTS, MEASURES—Dr. A. B. Lyons, chairman; Dr. L. F. Kebler, Dr. C. H. La Wall, Prof. A. B. Stevens, M. I. Wilbert.

NO. 15—NOMENCLATURE—Prof. Charles Caspari, Jr., chairman; Dr. S. Solis Cohen, Prof. C. S. N. Hallberg, Dr. O. T. Osborne, Albert Plaut, Prof. H. H. Rusby, M. I. Wilbert.

EXECUTIVE COMMITTEE—Prof. Joseph P. Remington, chairman; the executive committee is composed of the chairmen of the various sub-committees named above.

Canada Ph.A. Would Meet Jointly With A.Ph.A.

HALIFAX, Oct. 20.—The Canadian Pharmaceutical Association at its meeting here last month decided to meet in Montreal next year. A resolution was passed favoring a joint meeting of the American and Canadian Pharmaceutical Associations. Officers were elected as follows:

President, Robert Martin, Regina; vice-president, J. B. Tremble, Montreal; secretary-treasurer, J. F. Gibbard, Toronto. Chairmen of committees were named as follows: Legislation, Hon. G. E. Hughes, Prince Edward Island; Canadian Representatives, John Hargreaves, Toronto; Pharmaceutical Education, Henry Wakelin, Ottawa; Progress of Pharmacy, R. C. Fuller, Amherst; Commercial Interests, R. R. Burns, Vancouver.

State Association Formed in New Mexico.

ALBUQUERQUE, Oct. 20.—At a meeting held here recently the New Mexico State Pharmaceutical Association was formed with the following officers: President, B. Ruppe of Albuquerque; vice-president, J. T. Russell of Tucumcari; secretary, R. H. Daniels, Roswell; treasurer, S. Vann of Albuquerque. The next meeting will be held at Roswell, subject to the call of the president.

H. C. Jackson Named for Texas Board.

AUSTIN, Oct. 20.—Gov. Campbell has appointed H. C. Jackson of Austin a member of the Texas State Board of Pharmacy, to succeed Bruce Vredenburgh of Beaumont, resigned, as he has moved to New Mexico.

Test Suit on Morphine Refill.

Six Cent Verdict Against New York Druggist Accused by Woman's Husband of Destroying Her Health by Supplying Her With Drug, but There May be a Retrial of the Action.

The first civil damage suit brought in New York County over the sale of opiates was tried last month before Supreme Court Justice Gavegan and a jury. The suit was based on the public health law forbidding the filling of such a prescription more than twice without a physician's order. Ernest C. Bilton of 68 East Seventy-seventh street sued Norman M. Littell, a druggist, of 731 Second avenue, for $5000 for the loss of the services of his wife because the druggist sold her morphine.

Mr. Bilton testified that his business took him away from home between October, 1907, and June, 1908, and that when he got back his wife's health was completely shattered, although she had been in the best of health when he went away. His wife begged him to get a prescription filled and he sent a neighbor's child to Mr. Littell's store, and when the child came out with a bottle filled he asked the druggist what it was. The druggist replied that it was "Mrs. Bilton's morphia," the witness said. Bilton asked how the druggist dared give morphine to a child, and Littell replied that it was given on a prescription.

Mrs. Bilton testified that she first got the medicine to relieve a pain in her side, and that it relieved her so much that she took two and three bottles a week. She said that Mr. Littell always waited on her and that she didn't know what was in the medicine.

Mr. Littell declared that he was not responsible for Mrs. Bilton's condition, and denied all the allegations made by the plaintiff.

The verdict of the jury was for 6 cents damages for the plaintiff, which is understood not to be satisfactory to either side. Gillette & Clark, attorneys for the plaintiff, are considering the matter of applying for a retrial, on the ground that if the plaintiff was entitled to any damages at all the award should have been for a substantial sum.

May Ask Federal Aid in Narcotic Fight.

NEW ORLEANS, Oct. 20.—There is being waged in this city a fight against the cocaine traffic in which the Federal government may be asked to take a hand, if the present plans of the city and parish officials are carried out.

District Attorney Adams assisted by the police and detective force has recently been vigorously prosecuting offenders both in the city and State courts. The stumbling block has come in the absence of a law which will reach the wholesale merchant who sells the drug without any idea of helping the cause. It is expected that a new law will be framed for passage when the legislature meets two years from now.

The retail druggists' organization here recently passed resolutions denouncing the traffic in cocaine and pledging itself to aid the authorities in every possible manner. The fight is on in earnest and as it appeals to men and women who want to help the uplift of humanity, it follows that the clergy and lodges are helping in every possible manner.

Chapter No. 1 Realized Good Sum on Play.

BOSTON, Oct. 20.—At the October meeting of the Boston Chapter, W.O.N.A.R.D., held at the Vendome Hotel, the sum of $289 was reported as having been realized from the play given earlier in the year and of which Mrs. Jessie F. Waterhouse was in charge. Vacation papers were read as follows: "Richmond," Mrs. I. P. Gammon; "Bermuda," Mrs. Blanche Edmands; "The White Mountains," Mrs. Martha Morey, and "An Auto Trip Through Canada and New Hampshire," Mrs. A. M. Godding. Several piano solos were rendered by Miss Wagner. Under the supervision of Mrs. J. F. Finneran, chairman of the hospitality committee, refreshments were served. Eleven new members were taken in.

Dr. Crampton Retires From Government Service.

Dr. Charles A. Crampton, for 20 years chief chemist of the Internal Revenue Bureau of the United States Treasury Department, has retired from the Government service to engage in private practice as a consulting and analytical chemist, with headquarters in Washington.

Jobbing Companies to Merge.

Gibson & Co., Rochester, N. Y., Arranges to Purchase Entire Stock of the Blauw & Barnum Co., of the Same City—Both Active Members National Wholesale Druggists' Association.

Advices from Rochester, N. Y., are to the effect that early this month there will be an important change in the wholesale drug trade in that city. Under date of Oct. 26 notices were sent to the proper parties, pursuant to the requirements of Section 44 of the Personal Property Law of the State of New York, notifying them that on Nov. 3 the Blauw & Barnum Co. proposes to transfer to the Gibson Drug Co., for cash, the entire stock of merchandise of the said Blauw & Barnum Co.

Both drug corporations are active members of the National Wholesale Druggists' Association. The officers of the selling company are: Charles Blauw, president; W. R. Barnum, secretary and treasurer.

The Gibson Drug Co., established about three years ago, is an offshot of Walker & Gibson, Inc., Albany, N. Y. Charles Gibson, for six years a member of the board of control of the N.W.D.A., and prominent in its activities for a long time, is the president of both the Rochester and Albany corporations. Of the Rochester concern, the late George P. Smith was a vice-president. James Lucy is secretary and treasurer.

Big Suit Against United Cigar Stores Co.

United Cigar Stores Co. has been made defendant in the United States Circuit Court at New York in a suit instituted by the Sargent Cigar & Plantation Co. to recover $1,100,000 damages for alleged infringement of its patents. The complaint alleges that Alston Sargent, president of plaintiff company, is the inventor of a patented humidor for keeping cigars moist and retaining the original flavor of the tobacco that has been imitated by the defendant company and that the patent protecting it has been infringed upon.

Few Druggists in Baltimore Handle Intoxicants.

BALTIMORE, Oct. 20.—In accordance with the law regulating the sale of intoxicants by retail druggists in this city, the Board of Liquor License Commissioners has just completed an investigation into the manner in which druggists dispense alcoholic liquors. According to the investigator's report only a small percentage of the pharmacists handle intoxicants at all, and most of those who do have taken out an internal revenue license for the dispensing of alcoholic liquids for medicinal use.

Substitution Criminal, Says St. Louis Druggist.

ST. LOUIS, Oct. 20.—At the monthly meeting of the Retail Druggists' Association of St. Louis, held yesterday at the Southern Hotel, a number of impromptu talks were made. The matter of substitution of drugs was taken up and discussed, a number expressing themselves against the practice, one speaker declaring that it was absolutely criminal. He said that so far as he could ascertain, St. Louis was practically free of such druggists. A luncheon was served at noon.

What Was the Matter With Moses?

Percy—"Miss Jane, did Moses have the same after-dinner complaint my papa's got?"

Miss Jane—"Gracious me, Percy? Whatever do you mean, my dear?"

Percy—"Well, it says here the Lord gave Moses two tablets."—*November Lippincott's.*

New Pharmacy Rules Approved by the Regents.

The State Regents have approved the new rules prepared by the New York State Board of Pharmacy, as submitted.

PROPAGANDA WORK DISCUSSED FROM BOTH VIEW-POINTS BY DOCTORS AND DRUGGISTS.

Dr. DeLorme Thinks the American Druggists' Syndicate Should Manufacture N.F. Preparations—Not Enough Pharmacy is Taught to Medical Students—Some Rock Bottom Facts.

DR. M. F. DELORME, professor of pharmacy and materia medica, of the Long Island College Hospital, read a paper on "U.S.P. and N.F. Propaganda Work," at a meeting of the Kings County Pharmaceutical Society. He said in part: The average medical schools today are teaching more or less superficial pharmacy, they are teaching pharmacy in order to cover up their past insufficiencies. At the Long Island College Hospital, three hours of pharmacy per week are given for 40 weeks. Every student prepares one of each class of preparations. This degree of teaching pharmacy in medical colleges is not generally known, it having been undertaken only in the past ten years. The physician should be taught pharmacy as he will thus become more interested in official preparations. The physician used to be an easy prey to the glib-tongued detail man, but the A.M.A. now publishes more literature on the N.F. and U.S.P. than does any pharmaceutical organization and the influence thus created is very great.

Dr. DeLorme undertook to discuss the proprietary preparation from the physician's, pharmacist's and his own point of view. He said that in earlier days physicians were willing to be shown by the detail man, being ignorant of the U.S.P. Constant effort on the part of manufacturers to keep their preparations before the physicians and the lethargy of the pharmacists to keep official preparations before them, were the real causes of such a condition. Proprietaries, moreover, were more uniform than U.S.P. and N.F. preparations. But the younger physicians are not as susceptible as were the older.

Many Proprietaries Are Excellent.

Dr. DeLorme said that the physician prescribed proprietaries so much because many of them were excellent. According to the A.M.A., two-thirds of 1000 proprietaries were found on examination to be worthy of use. Why don't physicians write prescriptions calling for the individual drugs in a proprietary instead of prescribing the patent preparation? Because the doctor is not a pharmacist, he couldn't make such a good preparation. He gets results and is satisfied. If he has the opportunity and prescribes a duplicate official N.F. preparation, instead of the proprietary, the N.F. product doesn't look the same and tastes different. On second trial, he gets the same results. The patient thinks something is wrong and the doctor gets discouraged and goes back to the proprietary. Dr. DeLorme again reiterated that a large number of such preparations are efficacious and are effectively combined.

The average pharmacist today, continued the doctor, is the subject of more or less suspicion to the average physician. This statement is strong, but you can't treat a disease until it is properly diagnosed. Reasons for this startling condition are the superiority argument of the manufacturing pharmaceutical houses, the disclosures of the pure food and drug laws, the relegation of the prescription department for other departments in the average drug store, etc. There are probably too many drug stores in this country and especially so is this true of mediocre stores. The physician looks forward to the day when he must dispense as well as prescribe. However, there will always be a place for good drug stores in the larger cities. The physician has confidence in a large number of proprietaries and the utmost confidence in a small number of them. In fact, the physician has more suspicion of some pharmacists than of some proprietaries. The whole question really resolves itself into the personal integrity equation.

Thinks A.D.S. Should Make N.F. Preparations.

When the American Druggists' Syndicate was organized, Dr. DeLorme said he thought the question was solved. He thought he would see the A.D.S. detail man on his grounds with N.F. preparations. But in the list of A.D.S. products, all official preparations are missing. It is a blunder to associate the N.F. with the A.D.S. To his mind, the A.D.S. should devote itself to producing nothing but official preparations and should guarantee these. The A.D.S. factories should be placed where the small pharmacist and the physician could delve into its innermost parts and by prescribing the official preparations which it manufactured, the physician could meet the proprietary man on his own ground and with his own weapons. Dr. DeLorme considered the A.D.S. very good as an investment, and in fighting patents with the same weapons it was a success. But it wasn't what he thought it would be and he admonished the members of the society to all forms of agitations to keep N.F. preparations in view as such was their best weapon to fight patent medicines. At the present time the impression prevails among physicians that quality is not to be obtained in every drug store.

Dr. Anderson Replies to Dr. DeLorme.

To some of the points brought out by the speaker, Dr. William C. Anderson, dean of the Brooklyn of Pharmacy and vice-president of the A.D.S. made reply. The physicians of today, he said, should not be taught to make pills, etc., as such instruction will teach him to dispense. Such procedure is equivalent to teaching pharmacy students the therapeutic effects of drugs in order to have them counter-prescribe. It would be far better to teach the prospective physician incompatibilities in prescriptions so that he could better prescribe. The universal appearance of pharmaceutical preparations, he considered an excellent idea; there shouldn't be any difference no matter where purchased. The prejudice and suspicion which physicians have for pharmacists, he said, was due to the detail man. Recent improvements, however, have increased confidence in pharmacists and this attitude is growing.

The doctor's dream concerning the A.D.S. and its relation to physicians and pharmacists will come true, continued Dr. Anderson. The A.D.S. label will mean absolute purity and at the present time the A.D.S. management is looking for a man who will be responsible for such in their factories.

A.D.S. Preparations are not Nostrums.

U.S.P. and N.F. preparations, he thought, should be made by the retail pharmacist and not be a manufacturing organization. For the A.D.S. to manufacture them, would be to take from the young graduates in pharmacy the very preparations they have been taught to manufacture. It would be taking away from the pharmacist his true practice, the main-stay of his business. The A.D.S. would never have received the support it has if it hadn't taken up the manufacture of household remedies. The retail druggist must handle household remedies. Shall he handle patent medicines for which no profits are forthcoming? No! He, through the A.D.S., can sell his own, A.D.S., preparations when they are called for and get a just profit. The A.D.S. preparations are open formula products, not nostrums; anyone can can get their formulas.

Dr. Anderson said he hoped to see the day when A.D.S. household remedies, no longer necessary because the public have gradually got away from self-medication, would be eliminated. To hasten this the co-operation of the physician and the pharmacist is needed.

Not Enough Pharmacy for Medical Students.

Dr. DeLorme in reply to the criticism of Dr. Anderson relative to teaching the prospective physician pharmacy, said that the medical student didn't get enough in his 80 hours of laboratory work more than to understand the different processes. As to the study of prescription incompatibilities, he said that the student was given forty such prescriptions and was shown what not to do by demonstrations of what occurred when the various ingredients were mixed.

Dr. Muir commended Dr. DeLorme's paper as one of the most valuable ever presented before the society and complimented the doctor upon the very interesting and instructive manner in which he presented his subject. Mr. Heimerzheim said that Dr. DeLorme didn't complain in his paper, he told rock-bottom facts. Upon the motion of Adrain Paradis, a vote of thanks was extended to Dr. DeLorme.

Quite Different as to Painless Guaranty.

"Will it hurt?" asked the precise person, as he sat down in the big chair, says the Washington *Post*.

"Don't you know that I advertise myself as the painless dentist?"

"Yes. But what I want to know is whether you can guarantee me as a painless patient?"

Wide Range of Topics at Recent A. Ph. A. Branch Meetings.

Dr. Rice's Neglected Grave, International Pharmacy, Educational Matters and Scientific Research are Discussed—Preparing Programs for Winter.

THE neglected condition of the grave of Dr. Charles Rice was the subject of considerable discussion on the part of the members of the New York Branch of the American Pharmaceutical Association at the October meeting of that organization. Several thought a committee to care for the same should be appointed, but Dr. Diekman said that a fund existed for such purpose which could be drawn upon at any time.

The owner of the plot, Charles Fountain, for many years the assistant and private secretary of Dr. Rice, however, Dr. Diekman said, would neither fix up the plot himself nor allow anyone else this privilege. It was understood that Mr. Fountain bought the plot for an inconsiderable sum but when approached by representatives of the pharmaceutical organizations with an offer to purchase it, the former set the price at three or four thousand dollars.

A member of Mr. Fountain's family is buried in a grave next to that of Dr. Rice's, and the latter's friends sought to make some arrangement, either for moving Dr. Rice's body to another plot where the grave could be given better care, or to move the other body to another plot where such care could be given to this grave as the owner might deem proper. All overtures, however, were futile of accomplishing any changes in conditions.

An Era representative visited Dr. Rice's grave which is located at the extreme end of Ravine avenue, Woodlawn cemetery. The large tombstone at the head of the two graves bears the inscription:

CHARLES RICE, Ph.D.
Born October 4, 1841.
Died May 13, 1901.
Erected by his friends in grateful appreciation of his eminent services to medicine and pharmacy.

Below the above inscription is the name "Rice" in larger letters. The two graves in the plot, which are side by side, are sunk about two inches below the level of the well-kept lawn. They are covered with weeds, wild grass and fallen leaves. A few violet plants, the only evident attempt at decoration, are crowded by a thriving clump of dandelions.

Beautiful flowers and frost-tinted shrubbery decorated all the surrounding graves leaving in pitiful contrast that of Dr. Rice. As if to remedy appearances a little, a rose bush in a nearby plot extends a long branch laden with several blossoms in full bloom, towards the doctor's grave. The other graves, too, are well built up, another contrast immediately noticeable.

Nature, in her own way, however, has made all Woodlawn equal in a sense. No one can keep the birds from singing over any grave. No one can keep the squirrels from scampering where they will. No one can keep the sun from shining on the grave of Dr. Rice, or of the others who sleep peacefully beneath the sod in this beautiful home of the dead.

The representative of the Era was informed by the management of the cemetery that plot-owners could decorate the graves in any reasonable manner, there being no objection to anything in that direction which would be in harmony with the general surroundings.

Keep Everlastingly At It.

Each Fall shows many new converts to the all-the-year fountain business. If you have not been converted, you had better quickly adopt the method. Run your fountain fifty-two weeks and advertise it twelve months.

BRUSSELS CONGRESS—BOTANY—ASPIRIN.

Telephone Commissions "Too Local," However, for Discussion at October Meeting of New York Branch.

President Otto Raubenheimer, at the recent October meeting of the New York Branch of the American Pharmaceutical Association, held at the New York College of Pharmacy, presented a report on the International Congress of Pharmacy at Brussels and discussed resolutions there adopted relating to the establishment of physical constants, the elimination of such terms as "cloudiness," "opalescence," etc.; the normality of solutions and use of distinct indicators, and the necessity of official methods being tested by pharmacists in pharmacies. Mr. Raubenheimer prepared a paper which was read at the Congress and in honorary consideration thereof he has since been presented with a badge and a silver medal.

E. N. E. Klein, of College Point, L. I., presented a very interesting address on "Botanizing on Long Island." Mr. Klein is one of the very few pharmacists who specialize to any extent in this branch of pharmacy and the information he divulged on the flora of Long Island was all first hand. His various expeditions he traced on a map of the island which was suspended at the front of the room. He passed around neatly-mounted specimens of the plants he discussed.

Dr. George Diekman reported on the annual meeting of the New York State Ph.A. meeting held several months ago at Saratoga Springs. The National Pharmaceutical Society made quite a "hit," being represented by a considerable number of delegates. Dr. Diekman thought too much time was devoted to entertainment.

A number of matters brought before the branch were declared too far beyond its jurisdiction for action. Hugh Craig, secretary, presented a synopsis of a 17-page letter from the Farbenfabriken of Elberfeld Co., to the effect that if members would sign an agreement to refrain from selling acetyl salicylic acid other than Aspirin and would turn over all such preparation now in their possession, etc., the company would not prosecute them.

A communication from Wm. C. Alpers, chairman of the 'phone committee of the German Apothecaries' Society, was read in which he discussed the telephone situation in New York City and quoted the commissions received in other cities. He concluded that local druggists should not be deprived of their present 20 per cent commission, and that the branch should appoint a telephone committee to confer with such committees of other pharmaceutical organizations. This matter was classed as "too local."

Miscellaneous business consisted in treasurer Weinstein's report that the sum of $44 was on hand; Thomas P. Cook, chairman legislative committee, reported no National or State

bills pending; Dr. Dickman promised a full report on Board of Pharmacy work to be presented at November meeting, and George H. Hitchcock announced another joint meeting to be held this Winter.

DR. HALLBERG'S ILLNESS CAUSE OF SORROW.

Richmond Meeting and Pharmacopoeial Convention Discussed at October Meeting of Chicago Branch.

CHICAGO, Oct. 20.—The Chicago Branch of the American Pharmaceutical Association held its first meeting of the season at Northwestern University Building, last Tuesday evening. The meeting was informal and the program consisted of reviews and impressions of the national meeting and the pharmacopœial convention. The news of the very serious illness of Professor Hallberg saddened the members, for his efforts have been largely responsible for the establishment of the branch and his constant guidance has done much to maintain interest in its work.

In reply to many questions Secretary Day told briefly of Professor Hallberg's illness. While his condition had been such that his life was despaired of, there was now a change for the better and his recovery was looked for.

Mr. Meissner spoke of Professor Hallberg's many fields of activity and the members present adopted a resolution expressing their sorrow at the serious illness of Professor Hallberg and their sympathy for him and his family. [NOTE:—Prof. Hallberg died on Oct. 22. An account of his death will be found on page 1101 of the ERA.—ED.]

President Storer then asked those members who had attended the Richmond meeting of the Pharmacopœial Convention to give their less fortunate colleagues the benefit of their observations and impressions. A series of interesting talks followed which were participated in by Messrs. Meissner, Eliel, Patterson, Day and Clark. Mr. Meissner complimented the branch upon the selection of so many of its members for high offices in the association and on the Committee of Revision. He believed that the revision of the Pharmacopœia would be completed within a shorter time than was the case with the U.S.P. VIII.

Professor Clark reviewed the proceedings of the scientific section saying that it had been the best meeting the section had ever held, thanks to the energy and foresight of Chairman Wilbert.

A program for the coming winter was then discussed. Mr. Eliel urged that a meeting of the branch be held in South Bend, Ind. This novel proposition met with considerable favor and after some discussion was referred to a committee on program, consisting of Messrs. Patterson, Day and Eliel, who are to draw up a program for the winter meetings.

Information was asked concerning the solubility of the various commercial brands of Theobromine-sodium-salicylate. It was suggested that the addition of sodium bicarbonate aids in its solution. One of the hospital pharmacists present stated that at his institution as much as five pounds a year of this double salt is used.

The branch will meet again Tuesday evening, Nov. 15.

ACTIVITIES AND INFLUENCES OF THE A.PH.A.

Prof. Kalusowski Contributes an Illuminating Paper to Washington Branch—Letter From Dr. Wiley.

WASHINGTON, Oct. 20.—City of Washington Branch of the A.Ph.A., at its October meeting at the National College of Pharmacy, listened to an interesting review by Prof. Henry E. Kalusowski of the various activities of the A.Ph.A., particular attention being given to the influence that it has exerted on pharmaceutical education and the development of the sciences of pharmacy. He pointed out that the A.Ph.A. had always taken a leading part in solving the problems that are involved in the every-day work of the drug store. One noteworthy act was the adoption, in 1875, of the report of the committee on formulas for elixirs in response to the general and urgent demand of pharmacists for relief from a condition which threatened the very existence of the retail druggist as the [illegible] of medicines.

Dr. J. A. Le Clerc reviewed the summer meeting of the American Chemical Society, Dr. Murray Galt Motter reviewed the San Francisco meeting of the American Medical Association, and the Pittsburg meeting of the N.A.R.D. was commented on by Willard S. Richardson who expressed the opinion that it was the most important and most harmonious meeting ever held by the N.A.R.D. The financial condition of the association was thought to be unusually satisfactory and the outlook for the future particularly bright.

The following tentative program has been adopted: November, The Pharmacopœia of the United States; December, The National Formulary and the *Journal of the A.Ph.A.*; January, 1911, Unofficial Standards, National and International; February, Some new Formulas that are worth developing; March, Some proposed N.F. Changes; April, Standards for drugs and assay processes; May, The proposed standards for N.F. articles.

At the branch meeting on Nov. 11, Dr. Harvey W. Wiley will present a communication on the U.S.P. Convention and the future of the Pharmacopœia.

EXAMINERS ASSIGNED TO SUBJECTS BY BOARDS

In New York and Texas Action is Taken to Comply With Provisions of the National Syllabus.

ALBANY, Oct. 20.—The New York State Board of Pharmacy at its meeting in September, assigned each of its nine members specific subjects of the Pharmaceutical Syllabus for which each is to be responsible in the preparation of question papers. There were three members assigned to each of the three principal branches of pharmacology. The assignment of each examiner follows:

First examiner, materia medica, botany and microscopy; second examiner, pharmacognosy, general facts and principles, histological and commercial pharmacognosy; third examiner, physiology, toxicology posology, and pharmacotherapy dynamics; fourth examiner, elementary, general inorganic and qualitative chemistry; fifth examiner, pharmaceutical, inorganic and quantitative chemistry, and drug assaying; sixth examiner, elementary physics, manufacturing chemistry, general organic chemistry; seventh examiner, theory of pharmacy, practice of pharmacy; eighth examiner, commercial, manufacturing and dispensing pharmacy; ninth examiner, pharmaceutical arithmetic, Latin and jurisprudence.

Dr. Henry L. Taylor, secretary of the executive committee of the National committee on Pharmaceutical Syllabus, has also been notified that at a meeting of the Texas State Board of Pharmacy held in Galveston in September, it was unanimously agreed that the suggestions outlined in the Syllabus should be adopted. It was held that the Syllabus was a wonderful step in the right direction toward unanimity of opinion as to what should be considered essential to be taught those seeking an education in pharmacy.

It was agreed that some examiners have hobbies on some subjects but that the Syllabus seems to have given all specialists a fair and friendly consideration. There were nine sections in the last examinations of the Texas board and others are contemplated, such as, bacteriology, physiology and hygiene.

MANHATTAN PH.A. MAY MEET IN AFTERNOON.

Old Guard Thinks Change in Time of Meeting and Reduction of Dues May Bring Out Members.

In the absence of President C. H. Lowe, Thomas Latham presided at the October meeting of the Manhattan Pharmaceutical Association held at the New York College of Pharmacy. The principal subject of discussion was the revised ordinance of the sanitary code which restricts the sale of morphine and preparations containing morphine. No action was taken awaiting the outcome of objections recently made before the Board of Health by the conference delegates.

Another matter which those present considered must be remedied in the near future was the chronic lack of attendance. The plan which seemed the most feasible was a reduction of dues and the holding of meetings in the afternoon. If this is decided upon it will mean a change in the by-laws and according to the association's constitution three or four months would elapse before such a change could be effected.

Three Years For Violating Ohio Liquor Law.

WELLSTON, O., Oct. 20.—Frank Heinel, South Wellston druggist, who was found guilty of illegal liquor selling on two occasions, and assessed fines and costs aggregating $672, has been taken to the workhouse to work out his fine, the time required being nearly three years. Heinel was arrested three times, but raised the money to pay his first fine.

Health Board Likely to Modify Anti-Morphine Section 182 for N. Y. City Druggists.

As a result of conferences with the New York Board of Health the pharmacists of this city are very hopeful that the board will amend Section 182 of the Sanitary Code so that it will be less objectionable. The subject has stirred the pharmacists to a considerable degree. The section as objected to and a substitute, which it is hoped the board will adopt, at least so far as N.F. and U.S.P. preparations are concerned, are as follows:

SECTION 182 AS IT STANDS.

"No cocaine or salt of cocaine and no morphine or salt of morphine, either alone or in combination with other substances, shall be sold at retail by any person in the City of New York, except upon the prescription of a physician."

SUGGESTED FOR NEW SECTION 182.

"No morphine or salts of morphine, either alone or in combination with other substances, shall be sold by any person in the City of New York, except upon the prescription of a duly registered physician, dentist or veterinary surgeon, or by wholesale drug dealers and manufacturers to retail druggists actively engaged in the drug business, provided that nothing in this section shall prohibit the sale by a licensed pharmacist of any U.S.P. or N.F. preparation."

The last word up to press time of this issue of the ERA was a conference held with the Board of Health officials on the 27th by a committee composed of the following druggists: Dr. Wm. Muir, Thos. F. Main, Wm. F. McConnell and C. A. Mayo. The session was not public but it is understood that the objections to Section 182 were discussed and while no action was taken the impression was created that the board would very likely recognize the justice of the suggested changes shown in the substitute as printed above. In relation to narcotics in patent or proprietary medicines there is no expectancy that the board will change its position of opposition.

Earlier in the month the Board of Health gave a hearing on Section 182 to a committee of about 30 representative pharmacists, representing all of the pharmaceutical organizations of the city. Dr. William Muir, representing the Kings County Ph.S. and acting as chairman of the committee, opened the argument by asserting that the absolute restriction of morphine sales, except by prescription, was too drastic and interfered to a certain extent with the rights of the public. He asked why the ordinance had been amended, in reply to which question Dr. Lederle, Commissioner of Health, replied that the members of the board would hear objections, but did not care to state their reasons for the action.

Dr. Muir concluded by stating that the entire pharmaceutical bodies of New York City had met in conference and drawn up resolutions objecting to the revised article, but they were willing to have a State law covering the matter.

Dr. Muir introduced Peter Diamond, ex-president of the New York State Ph.A. and representing the New York Retail Druggists' Association. Mr. Diamond said his organization had a membership of 800 retail druggists. He based his objections on the ordinance being "local:" it only affected New York City druggists. The regulation should be State-wide, so that people in the immediate neighborhood of this city can't get all they want of the preparations ruled against.

Moreover, it was not right to make sales of such remedies a misdemeanor. Mr. Diamond concluded that the druggists were sincere in wishing to restrict the sale of habit-forming drugs and declared that they stood ready to introduce a State bill to prohibit the sale of morphine. If the board would modify the present ordinance they would introduce such a bill. He added: "The household preparations affected are almost a necessity."

Dr. Lederle challenged this assertion and asked for an example. Mr. Diamond said that for brown mixture alone he had 15 or more calls a day. The question arose as to the narcotic, and quantity of such, present in this preparation, information which was given by the committee, the board seeming to be very doubtful as to whether opium, morphine or cocaine was the alkaloidal constituent.

On behalf of the German Apothecaries' Society, S. V. B. Swann said that the question lay between the Department of Health and the public, not between the former body and the druggists. He asserted that it was doubtful if morphine itself could be purchased from a druggist in New York City.

Robert S. Conklin, counsel for the Retail Druggists' Protective Association of Brooklyn, asserted that the amended ordinance was directly inconsistent with the spirit of the State law applying to narcotics. In fact, the Board of Health encroached on the domain of the State Pharmacy Law.

Caswell A. Mayo, for the New York Branch of the A.Ph.A., recited the early history of anti-narcotic legislation, stating that the first efforts to eliminate narcotic sales by retail druggists was made by the A.Ph.A.

Jacob Weil, of Britt, Loeffler & Weil, asserted that the wholesalers had done more to restrict sales of narcotics than the retailers and that the former wanted uniform State laws.

Dr. Muir summed up for the committee. He read a telegram from Arthur S. Evans, president of the New York State Ph.A., which favored the passage of a State law obviating the ordinance. Dr. Muir recalled the publication, at the instigation of the Board of Health, in the New York *Sun*, in 1833, of formula for the sun cholera mixture. The wholesalers, he said, should be denied the right to sell if retailers are and declared that morphine should be placed in the penal code. After stating that he favored the inclusion of morphine in the State law, Dr. Muir concluded by thanking the board for the opportunity afforded the committee of presenting its objections and for the close attention with which the members followed the same. Among others present were the following:

George C. Diekman, New York Branch A.Ph.A.; Dr. Joseph Weinstein, New York R.D.A.; Hugo Kantrowitz, German Apothecaries' Society; W. F. McConnell, Drug Trade Section of the New York Board of Trade and Transportation; E. H. Gane, Metropolitan Drug Club; Thomas J. Latham and J. Leon Lascoff, Manhattan Ph.A.; Victor Calcagno, Italian Ph.A.; O. T. Berger, Retail Druggists of the Bronx; G. Kobrich, National Ph.S.; S. L. Neier and S. Shoenfeld, Brooklyn Ph.A.; T. S. Lamb and Dr. R. D. Eccles, Retail Druggists' Protective Association of Brooklyn; Alexander Gardner, Greater New York Ph.A.; Benjamin Taub, A.D.S. Association of New York; Joseph Kahn, Williamsburg R.D.A.

National Ph.S. Opposed to Section 182.

At a recent meeting of the National Pharmaceutical Society held at the New York College of Pharmacy the revised amendment of the Sanitary Code relating to morphine sales was the principal subject of discussion. Among the speakers were Dr. George C. Diekman, Caswell A. Mayo, Peter Diamond, Dr. William Muir, George H. Hitchcock, Dr. Philip J. O'Hanlon, coroner's physician; Dr. John B. Huber, professor of pulmonary diseases at Fordham University, and Dr. Lester L. Roos, of the Department of Health.

"The drug clerk is the man above all others who has it in his power to uplift and uphold the medical profession," said Dr. Roos, who added that all the spirit had been taken out of the medical profession and that the "Doctors' Trust" was a myth. Both Dr. Roos and Dr. Huber spoke strongly of the narcotic evil in this country, especially as to the use of narcotics in the care of infants.

Dr. Diekman said that the ordinance was not as effective as it might be made and that the pharmacists questioned its feasibility and the possibility of enforcing it, although 99 per cent of them had no desire to traffic in morphine or cocaine. When it came, however, to excluding household preparations containing narcotics which have been in use for many generations he thought the Board of Health had gone too far.

Dr. Diekman condoned the rubbing of paregoric on the gums of children and was supported in this contention by Dr. Muir. The latter said that the previous statements relative to the extensive narcotic poisoning of children did not jibe with the Department of Health's annual report for 1909 which stated that fewer children die under the age of one year in New York City than in any other city in the world.

N. Y. Branch Conference Delegates Uninstructed.

At the October meeting of the New York Branch of the American Pharmaceutical Association held at the New York College of Pharmacy, a general discussion of the work of the recent conference called to act on the morphine amendment of the Sanitary Code followed Thomas P. Cook's report that the legislative committee considered the revised ordinance out of its province. Dr. Diekman at first favored the adoption of a general resolution approving the work of the conference in order that any representatives appointed to confer with the Board of Health might really represent the branch. Dr. Joseph Weinstein and others also opined that

such a resolution would lend prestige to the cause, but another member argued that the branch was not a separate association and any direct action would tend to give the impression that the parent body was behind the move. Two uninstructed delegates were finally appointed to attend the second hearing before the Board of Health.

Dr. Muir Favors State-Wide Morphine Legislation.

At the October meeting of the Kings County Ph.S., Dr. William Muir reported on the hearing by the Board of Health of objections to amended article 182 of the Sanitary Code and commented upon the fact that no advance notice had been given to the pharmaceutical journals of the intention to enact the amendment. He asserted that any legislation to prohibit morphine sales should include the entire State, the same as with cocaine. He favored placing in the penal code such regulations as might be made. Several cases have been brought into court under the new amendment, he said, but it was understood that none of the druggists concerned were Kings Ph.S. members.

Suggested perhaps by Dr. Lederle's request that the next committee to confer with the Board of Health be smaller than the first one, Dr. Muir stated that for the good of pharmacy there were too many pharmaceutical associations in New York City, there being 14 altogether, a condition not met with in any other city. If there were only three associations, pharmaceutical power would be greater and more centralized. At the present, 3 organizations exist in Brooklyn and 11 or 12 in Manhattan and the local profession is divided accordingly. The more leaders, the more chaos. At the hearing, it was fortunate that everybody present as delegates agreed.

W.C.P.A. Not Affected but Commends Allied Action.

At the October meeting of the Westchester County Pharmaceutical Association held at Tarrytown, N. Y., a resolution was adopted commending the allied pharmaceutical bodies of New York City in their attempt to remedy the injustice to pharmacy done by the ordinance recently passed by the Board of Health. The members do not practice in New York City and are of course not affected by the ordinance.

WESTCHESTER CO. PH.A. COMMENDS STATE LAW

After Organizer's Arguments Members Vote to Reaffiliate with N.A.R.D., Each to Pay Own Fees.

The October meeting of the Westchester County Pharmaceutical Association, held at the Hotel Tarry, Tarrytown, N. Y., and presided over by president J. H. Thomas, of Yonkers, was well attended. Among the speakers were Dr. William Muir, of Brooklyn, Hugh Craig, New York City, and organizer Adams of the N.A.R.D., who were present as visitors. The latter succeeded in persuading the members to reaffiliate with the N.A.R.D., they as individuals and not the association, to pay the fees.

The propaganda committee was instructed to proceed with its work which includes planning the association's annual joint meeting of physicians and pharmacists. The telephone committee will work for an increase in commissions on slot machine calls. J. Roemer, of the legislative committee, expressed satisfaction with the new State Pharmacy Law.

The transaction of business was followed by a banquet. A feature at the table was the centerpiece composed of N.F. preparations.

Kentucky's Anti-Morphine Law is Sustained.

LOUISVILLE, Oct. 20.—A big victory was recently gained for the Kentucky State Board of Pharmacy at Frankfort, Ky., when the Kentucky Court of Appeals affirmed the case of H. Katzmann, a Louisville druggist vs. the Commonwealth. Mr. Katzmann was convicted of having sold morphine to a purchaser who did not present a physician's certificate and who was known to be a habitual morphine eater. His license was immediately revoked and he received a severe penalty in Judge Gregory's court in Louisville. The case was carried to the court of the last resort on the plea that the Kentucky statute does not precisely define "retail sales" and "legitimate purposes," but the Court of Appeals decided that the statute is specific enough and is entirely constitutional.

KINGS COUNTY PH.S. FAVORS BUYING CLUBS.

Instructs Dr. Muir to Oppose Rescinding of N.A.R.D. Resolutions—Opposes Similarity of Names.

The September and October meetings of the Kings County Pharmaceutical Society, were largely attended. At the former, Otto Raubenheimer, chairman committee on pharmacy, reported that the National Formulary would probably be out within a year and called attention to the International Congress of Pharmacy held recently at Brussels. He condemned as dangerous the similarity of names of pharmaceutical preparations and cited the recent instance where Lysol was taken with fatal results instead of Laxol. The French "external use" label of a bright orange color, he considered a great improvement over that usually employed in this country, and passed around labels of a red color which would attract attention instantly to the printed directions as to how preparation should be taken.

Society Decides in Favor of Buying Clubs.

As a delegate to the N.A.R.D. convention at Pittsburg, Dr. William Muir was instructed to oppose the rescinding of the resolutions adopted at Louisville in 1909 which favored buying clubs and the co-operation of retailers to secure better market conditions. Dr. Muir elaborated on the advantages of co-operative buying and pointed out the drawing power of the big, attractive, up-to-date drug stores. He said it was good advertising, not always the best pharmacist, that got the trade and advised the members to put all their money in their stores. These committees were appointed:

Legislative, Dr. Wm. Muir, T. J. France, A. E. Hegeman and Henry Kempf; trade matters, Charles E. Heimerzheim, W. H. Bussenschutt, G. R. Christ, W. F. Morgan, H. B. Smith; affairs pertaining to pharmacy, Otto Raubenheimer, J. H. Droge, Joseph Kahn, J. L. Mayer, T. J. Keenan; U.S.P. Revision, W. C. Anderson, D. C. Maugan, F. P. Tuthill, A. P. Lobuess, and library, T. F. Raymow, F. W. Cable, J. J. Vetter, and C. L. Gesell.

Two Hundred Dollars for Propaganda Work.

Charles Heimerzheim and Dr. Van Horne, the former conducting the society's propaganda work and the latter detail man, reported at the October meeting that new samples were being exploited to the doctors in addition to those previously used. The sum of $100 was voted at each meeting to continue the work.

W. F. Morgan read a very interesting and highly instructive paper on "Practical Hints for the Prescription Counter." Otto Raubenheimer criticized the same in a friendly manner and agreed with many of the points Mr. Morgan made. Treasurer Paradis reported a balance of $414.00 in the society's treasury and $10,845.00 in that of the college. The college now has 280 students.

NEW YORK 'PHONE CO. WILL HEAR ARGUMENTS

Kings Co. Ph.S. is Assured by Adrian Paradis of Telephone Officials' Receptive Attitude.

At the October meeting of the Kings County Pharmaceutical Society, held at the Brooklyn College of Pharmacy, the telephone question was the subject demanding the greatest amount of attention. That all arguments to secure the increased commission of 20 per cent on all calls will be heard by the New York Telephone Co.'s officials was averred by Adrian Paradis, member of the special committee having this matter in hand.

Mr. Paradis said that druggists and their clerks must often act as messengers in order to accommodate persons at the other end of the wire, asking that a relative or friend be called to the 'phone, and users of 'phones often kept druggists from retiring after 16 or 17 hours' work, because proprietors of the stores will not put them out at closing time, but wait until they are through talking.

New Peppermint Industry in Louisiana.

Peppermint growing is a new industry on the reclaimed lands of Louisiana. A distillation plant is also in operation. A party of expert agriculturists recently inspecting the region "were convinced that this crop can be grown in limited quantities at a good profit." Peppermint oil was imported into the United States during the fiscal year 1909 to the extent of 1238 pounds, worth $6416, while the exports of American peppermint oil amounted to 161,811 pounds, worth $288,318.

Drug Trade Conditions in Alaska.

By Felix J. Koch.

"President Taft, on the occasion of his forthcoming tour of Alaska, will have an opportunity to gain an interesting idea of drug trade conditions on the Peninsula and he will find them quite different from what he might expect," a recently returned traveler remarked to the writer. "At Ketchikan, first port of call, for example, a drug store occupies the first floor. Then there is a nice large drug store, with patent medicines occupying the window. Among local herbs the devil's club

Street in Juneau—Two Drugs Stores Are Included.

is somewhat different from what pharmacists use in the States. A certain Dr. Devine, of Douglass, has experimented with this, finding it particularly good in female troubles. It is prepared as are specifics. Then, too, Cincinnati preparations are in use away up there. Patent medicines are sold at the market prices.

"Indian basketry and the like is sold in trade, and there are innumerable other side lines. Newspapers, leather goods, knick-knacks, canes with turkey-claw clutching a snake of wood, which on closer examination turns to fish—and then again a wooden spoon with a frog on the handle, are remarked.

"In a grocery at Treadwell, the great mining camp, per-

Two Drug Clerks Off Duty in Alaska.

fumes and baking powder are specialties, with mustard another item in prominence. At Douglass, the nearest town, druggists sell graphophones. Juneau, capital of Alaska, is the home of a soda company. In Juneau there are a number of druggists and these do well with quantities of post cards, retailing them at 50 cents a dozen. Tourists are liberal patrons, after long ship voyages, of various relieving remedies.

"Indian girls in Alaska blacken their faces to preserve the complexion and for this a curious unction is used. Up at Cordova quantities of oil of sandalwood are used against the gnats. Oddities, too, figure in the druggists' stocks. There are paper cutters of walrus-ivory, baskets, spoons of gold and copper, and curious pottery.

"Round about Miles Glacier the horehound grows, awaiting only the picking. At Valdez, the *entre pôt* of Alaska, the druggists again specialize in Indian baskets and Satsuma-ware. There are great pipes, in form of crabs, and there are slippers. Inside the store other pipes, magazines and newspapers, wall paper and novelties make up the array. Still another drug store has the bed of the window wearing a brown bearskin, and on this razors are laid.

"Candy stores compete in the sale of wintergreen, licorice and old-time cough drops. They and the saloons alone are open on Sundays. In Alaska a license fee of $50 is required to sell patent medicines.

"At Seward the pharmacists sell not alone the photos, but picture and art goods, totems and cheap jewelry.

"It is interesting to note along lines pharmaceutical that nothing poisonous grows in Alaska. On Mt. Olga the Solomon's seal, on the other hand, is every climber's delight.

"Sometimes curious remedies are made use of in Alaska. In the lone cabins, covered with tar paper, out on the A. C. Railroad, where the trail turns to Sunrise, one wonders what

View of a Drugless Section of Alaska.

they do for drugs. Up in the North the young teachers sent out by the Government to work among the Indians, carry surgical kits and drugs along. Round Ellamar the colts-foot grows and this, too, may be put to use, before so very long, in Alaska."

Something About Fish That Walk in India.

A walking fish formed the subject of a recent address delivered before the Linnean Society of Sydney, New South Wales, by D. G. Stead. He showed a living specimen of the Anabas scandens, or climbing perch, of Singapore. This extraordinary amphibious fish, though not a true perch, is very perch-like, but it possesses a wonderful leaf-like, laminated organ, situated near the true gills, by which it is enabled to breathe atmospheric air direct. It has the power of leaving the water and creeping about on shore among damp vegetation, the gills and the special breathing organ keeping moist for a long period, says a writer in the London *Standard*. In India the climbing perch quits the water and wanders afield. In many popular illustrations the fish is figured in all sorts of impossible positions up trees. This is the first record of the introduction of this queer fish alive into Australia.

Has Air on the Brain.

"No." remarked the man from Eel Creek, as he tossed a quarter on the counter, and pocketed a bottle of cough syrup, "this dope isn't for me, why man alive, I've as good a pair of lungs as ever were put in a man's head."

Loisette's Bonnet.

By Joel Blanc.

I STROLLED into the store just as Loisette was about to leave. She stood in her cashier's cage adjusting her head gear.

"How do, little man. Is your car ready? I am?"

"Yes," I replied. "My trolley car is ready. Where to?"

"Well, if you ain't got no rubber-tired rumble rig I s'pose I'll have to let you pole me out to the lake. It's me night off, and I've got to give this bonnet an outing. What do you think of it? Don't I look like a peach sundae?"

Loisette certainly did resemble that type of femininity known familiarly as "a peach." Despite her sharp tongue and repeated references to my very modest stature and lack of hirsute adornment, I am forced to confess that Loisette is a very attractive young woman. The head covering which the young lady had just donned was, to my masculine eyes, a cross between a Quaker bonnet and a remnant counter at a ribbon sale. It snugly covered all her head except the face and was tied under her chin, thus making an artistic frame for her regular and deftly rouged and whitened features.

Without waiting for my compliments, Loisette took up the thread of conversation and kept unwinding it until we reached the lake.

"This confection what I have over me own and otherwise hair is a motor bonnet. It's supposed to be worn exclusive by them swells what is rich enough to elope with their own chuffers. You don't have to use no spears to hold it on and the wind can't expose the Chink hair what your Grecian crown is made of. Realizing that the mode was particularly adapted for me own classic profile, and thinking that some country cousin might take me for a round on the gaze chariot with the megaphone menagerie, I had Madame Lucille O'Brien build one for me. Other business ladies beside meself are finding that the wind blows just as hard through a suburban trolley as it does through a pathfinder with steen license tags, and it looks mighty much better around plump cheeks a strolling through the park than it does on a wedge face in a red leather runabout. These here lip enticers is a fad. You'll see them worn for all occasions within a year, because they are sensible, comfortable, and if you're the proper looker, they're Cupid traps.

"Now, I says these bonnets are a fad. That's the same thing as a side-line; but there's fads and fads and then more coming. Seeing as your small mind's too masculine to grasp the straight bonnet talk, I'll tell you how this little love what I have on me peroxide aureole reminds me of side-lines.

"I've noticed that the minute that one of you druggists gets stuck on a side-line, he gets bit deep by the ethics bug. When a man abuses side-lines he always specifies things what is gathering dust on his own shelves. With most of you, a thing ceases to be a side-line as soon as there is a regular demand for it. When your ethics strikes a line what pays you don't fall over the chute; but you walks around the coal wagon without seeing it.

"The truth is that lots of things what's called fads, ain't. They're simply novelties, like me bonnet. If you fellows would just use a little bargain-buyer's sense in buying new side-lines; if you'd just examine the weave of the goods before you sign the order, you'd save yourselves a whole lot of them tearful ethicals. If you'd stop being such a goose in buying novelties you wouldn't become a lame duck by trying to be a U.S.P. proper gander.

"Of course when folks calls for fool things like them 'I love my wife; but O you kid' buttons, it's well to let a little profit come out of the pockets of the woozy ones, and buy a few dozen of the idiotic ideas. But when you come to considering discount offers or gratis goods, it's up to you to look for fast colors in the goods.

"If the novelty ain't useful or sensible; generally both, you'd better take a few samples and tell the drummer to come around after you try them out. You can't take your customers' opinions in buying new lines. There's some folks will guy every new idea what is put before them, and yet be among the first to buy the things. There's others what will gush over anything they ain't never seen before, and say they'll take a gross, and then when you get the goods they'll walk on the other side of the street to keep from making good.

"What you want to do when you're buying side lines is to take out all the pins; put down all the basting threads, try the duds on your own self, and then examine the price ticket.

"First you want to think what folks is going to do with it. If it's something the buyer is going to use on herself, put one big red mark in favor of it. If it's something she is just going to buy to give away, make the favorable mark about one-quarter as long. That is to say make the favorable mark about one-quarter as long. That is to say, even if the thing is useful, is it one of them things that no one would use unless they got it for nothing?

"Next you want to think how often it is going to be used, and how soon it is going to be used up. If the first one bought can be used until lost or swallowed by the baby, then go slow on the quantity.

"If it's an Oliver Twister; that is, if it's something what is going to be et, or what one will want more of often and for a long time, then there's another red mark for it. But if its something what is going to be used up quick and often, but don't really fill an entirely new demand; if it's something what has got to take the place of something what is already doing the work, then go slow on the buy.

"Next, you want to consider the retail price. You may decide that it's something what everybody will want; but you want to think how many of the people what will want it can afford it. Every woman prefers silk to cotton; but all of them can't afford silk. So, when you're considering a new side line, you want to put average means before average desire.

"The question of profit has to be considered in lots of different ways, and of them, the last consideration is net cost. If the thing is something what ain't got no patent or trade-mark protection; if it's something made by unskilled labor without the use of expensive machines, it's sure to have dozens of cheap imitations of it, and the price will be cut clear down to the shoe-buttons.

"Another point is, showing for sales. Is the line something that's got to be spread out and shown in order to sell it? Is it something that demands a show in a certain sort of light or space what you ain't got or can't use? Is it something what is going to take protection from flies and dust; or take care what you and your clerks are too shiftless to give? If it's any of them things, then go slow or cut it out.

"Next you want to think if the thing will appeal to the people what already patronizes you? If it will, it's a good buy; but if you've got to get a new sort of folks to buy it, then, think it over a whole lot before you buy. A man what's got a big trade among swells, ain't got no right to put in goods what will draw mill-hands, and vicey versey.

"My, my! I've just commenced giving you pointers on side-lines and here we are at the lake. But it's such a comfort that I don't have to ask you if me hat's on straight. Let's go over and hear the band."

Wouldn't Telephone Prescription to a Rival.

Time was valuable to the dyspeptic who had moved to the suburbs and wanted an old prescription filled in a hurry, says the New York *Sun*, so he telephoned to the New York druggist to telephone back the prescription that had set him up early in the summer. Very politely the New York druggist regretted that he could not accommodate him.

"Why not?" said the dyspeptic. "I have given you the number, the date and the name of the doctor, and the druggist in this store is right at my elbow to take down whatever you say, so there cannot possibly be any mistake."

"That may be very true," was the reply, "but I cannot telephone the prescription. I will mail you a copy or put up the medicine and send it to you; I'll do anything to help you out except to telephone the prescription. That is out of the question."

The dyspeptic said he would be blessed and turned to the village druggist for sympathy. But he got no sympathy.

"I knew he wouldn't do it," said the druggist. "No druggist on earth will telephone a prescription to another. I wouldn't myself."

Few Colored Globes in Windows in the West.

Recent New York visitors to the Western part of the country declare that in many of the towns colored show globes are not used in the windows. Chinaware and cut glass are much used, but one accustomed to the regulation colored globes has to look twice to locate a drug store.

Louisville Druggist Finds Pony and Cart a Convenience and a Good Advertisement

"RURAL Free Delivery Service As Applied to the Drug Business" is the title of a new chapter in the history of up-to-date drug methods, as practiced at the pharmacy of Leon Abraham, a prominent Louisville druggist whose establishment is at First street and Broadway. With a view to rapid and efficient service in the delivery of prescriptions, Mr. Abraham recently purchased a wagon of the Rural Free Delivery type and equipped it with a sturdy pony, to traverse the streets of Louisville and serve as a big advertisement to the drug house of Abraham. The wagon is especially adapted for use in all kinds of weather, as it may be made open in summer and may be practically sealed from winter blasts. It is painted a dull black with the various mottoes of the Abraham drug store inscribed on the sides.

For some years it has been the practice of Louisville druggists to deliver or call for prescriptions free of charge to the customer, but the usual method of transportation for the messenger was the bicycle. In providing a horse and wagon for the delivery service at his establishment, Mr. Abraham believes that he is setting a new standard for local pharmacists, as his outfit is the only one of its kind in the city. In addition to the wagon, Mr. Abraham also maintains a bicycle delivery system, but the horse is claimed to be far more advantageous.

The uses to which the delivery wagon of the drug establishment are put are many and varied, for the wagon travels over the entire city and serves as one of the best advertisements for the house that could be obtained. Every morning the Abraham pony makes a trip downtown to the wholesale drug establishments and transports supplies from the Main street district to the Broadway retailer. In addition to delivering prescriptions and drugs to customers in any part of the city during the day, the wagon is sent to various infirmaries and doctors' offices where there are patrons of Mr. Abraham, and the sight of the black delivery wagon with the Abraham motto, "Prompt, Polite and Efficient Service," has become one of the familiar views of the town.

"I find that the cost of maintenance of my so-called Rural Free Delivery Service is insignificant in comparison with the results that I obtain from its use," said Mr. Abraham to a PHARMACEUTICAL ERA representative. "The initial cost of the wagon, with its accoutrements and the mottoes painted on the sides, was only $75, while the pony is an animal of ordinary pedigree and has no especial attributes save that of endurance and did not cost a large amount. In comparing the cost of this sort of delivery with that of a bicycle, I find that the horse costs approximately $5 per month to feed, while wagon repairs are so small as to be negligible. When I was running a bike delivery service alone, the monthly repairs on the machine cost very nearly $5 and the comparatively small usage to which a bicycle may be put entirely offset any additional cost of wagon service. The wagon has not only given me very efficient service but has also relieved me of additional expenditure for newspaper advertising, which I formerly went in for rather liberally. As an experiment I cut out the newspaper ads when I introduced the pony to my customers, and I find that the Abraham wagon, as it travels the highways and by-ways of the town, has brought me more business that ever accrued from the ads in the dailies."

Mr. Abraham does not confine his activities to the locality immediately surrounding his store but has delivered orders to customers in some of the most distant residence portions of Louisville. No journey is too long or too brief for the Abraham delivery wagon to attempt, and it has delivered the goods to customers in Portland, South Louisville and the Highlands, making trips to the aggregate of 20 miles daily.

Mr. Abraham is a director of the Gentlemen's Riding Club, an organization of local enthusiasts who go in for the old Kentucky sport of horse-racing for the pure sport of the thing. The club holds weekly riding contests and tours, with Mr. Abraham's delivery wagon furnishing the means of transportation for ginger-ale and other wet goods used as refreshments. Mr. Abraham has acquired considerable fame in local equine circles because of the exploits of his four-year-old pacer, "Man," a handsome bay, which has carried off the blue ribbon for pacing during five consecutive sessions of the Gentlemen's Riding Club during Kentucky State Fair Week.

The pony that furnishes the motive power for the Abraham delivery wagon has proved as much of an advertisement for

the drug store as the wagon. The animal is of a decidedly friendly turn of mind and has a number of sworn comrades among the children of Louisville, who feed him apples and other delicacies, thereby considerably reducing the amount of the monthly feed bill. On numerous occasions, Mr. Abraham has been requested by customers over the 'phone to send the pony cart in delivering the order, as the children of the family took a great deal of interest in the beast.

The delivery wagon is equipped with a number of sleigh bells, which serve to attract additional attention to the turnout. Thereby hangs a tale. One of Mr. Abraham's customers was seriously ill at a local infirmary and an order was sent on a bleak winter day for a prescription to be delivered at the infirmary. With the order there came a request from the patient, who had not seen the delivery service but could only judge by sound, that Mr. Abraham would send his "sleigh" to deliver the prescription, on account of the cheering influence of the tinkle of sleigh bells.

The ingenuity that Mr. Abraham used in introducing the Rural Free Delivery Service into his drug business certainly merits the statement of a prominent Louisville physician to the effect that "When it comes to a question of ingenuity, Leon Abraham surely is a genuine Yankee."

Improvement of the U.S.P. Method for Assays of Hydriatic Drugs.*

By L. Henry Bernegau, Chief Chemist, Analytical Laboratory, H. K. Mulford Co., Philadelphia, Pa.

The U.S. Pharmacopœia requires the assay of the following mydriatic drugs and preparations made therefrom:

Belladonna leaves, drug, solid extract and tincture.

Belladonna root, drug, fluidextract.

Hyoscyamus leaves, drug, fluidextract, solid extract and tincture.

Scopola root, drug, fluidextract, solid extract and tincture.

Stramonium leaves, drug, fluidextract, solid extract and tincture.

Or altogether, 17 assays for mydriatic alkaloids are required by the U.S.P.

We have four standards for hyoscyamus, scopola and stramonium but only three for belladonna leaves, where the fluidextract is omitted, and only two for belladonna root, where no assays for solid extract and tincture are specified.

Fluidextract of belladonna leaves, as is well known to all of us, is very much used and I think it advisable to include this in the new Pharmacopœia. I cannot see any reason why fluidextracts of belladonna root, fluidextract of hyoscyamus, scopola and stramonium, should have preference over fluidextract of belladonna leaves.

The same is the case with solid extract of belladonna root which is extensively used, in fact, far more often than solid extract of scopola. There is no great need to include tincture of belladonna root because it is not very often employed.

The amounts of mydriatic drugs and preparations made therefrom to be used in making the assays, as given in the U.S.P. are, in my opinion, satisfactory, except that of a tincture of hyoscyamus of which at least 200 c.c.'s should be employed instead of 100 c.c.'s, the percentage of 0.007 being

* Read before the Scientific Section of the Philadelphia Branch of the A.Ph.A.

too small for making a nearly correct assay. The amount of solvent recommended for extract of hyoscyamus is far too small.

Agreeing with Pearsons & Roberts, Fromme, Enoch, and many others, we prefer Keller's short method to the U.S.P. percolation process and recommend the use of the latter method in the new Pharmacopœia.

Fromme repeats in *Pharm. Ztg.*, Sept. 19, 1909, his former statement that ether alone is sufficient to bring mydriatic alkaloids into solution and points out that chloroform is easily decomposed, more so if coming into contact with alkaline substances. Fromme does not condemn an ether-chloroform mixture, if the assay is made rapidly, but thinks it advisable to go the safer way by using only ether.

I do not see any reason for any change of the solvents for comparative tests made with both solvents did not show any advantage of the ether method if the assays were made quickly. In the ether chloroform mixture we possess, further, a solvent which we can depend on under all circumstances in assaying mydriatic drugs. Many writers disagree on the different indicators to be used for mydriatic drug assays, some giving preference to haematoxylin others to iodeosin.

Rupp and Zinnius prefer the haematoxylin to the iodeosin for the reason that they found that iodeosin colors the smallest particles of dissolved or undissolved foreign matter, which either produce often an emulsion or leaves after separation of the water and ether, a red-colored zone making sometimes the end reaction very difficult to observe. We always use iodeosin for indicator in the assay of mydriatic drugs, etc., and never have any trouble to get a sharp end reaction. The reason for this is perhaps found in our method of observing the color change of the end reaction. As recommended by Vanderkleed. we observe the final color change in the well-shaken and temporarily admixed or emulsified ether and water layers which afford a sort of milky medium in which the delicate color change may readily be observed.

I sometimes found only a red zone with belladonna root, but this zone did not in any way interfere with the observation of a sharp end reaction.

The U.S.P. in my opinion is right in giving the direct equivalents of the different volumetric solutions and direct methods of calculations to determine the alkaloidal strength of drugs, to enable every pharmacist to make his own assays.

I met, recently, a pharmacist who did not know what a factor meant and who was unable to calculate with a given factor.

The professional analyst certainly will not use these given figures. It does not matter if we use N/10, N/20, N/100 acids or alkalies so long as we know how to ascertain their right factor and use the latter properly. We use in our laboratory N/20 H_2SO_4 and N/50 KOH. Any one not used to analytic work will say that this is a difficult proposition for calculation. It certainly is *not*. We make approximately an N/20 H_2SO_4 solution and standardize it with barium chloride gravimetrically and also volumetrically against a fresh KOH solution whose factor was found by titrating against a strictly N/10 oxalic acid solution made from freshly recrystallized oxalic acid.

Suppose we found the N/20 acid to have a factor of 1.05; that would mean that the factor for an N/10 acid would be one-half of 1.05 or 0.525. We titrate then against an approximately N/50 KOH solution.

If 8 c.c. of the acid required 14.7 c.c. of KOH solution the factor of the KOH solution would be 14.7 : 8 :: 1 : X, or about 0.544. This last factor is, of course, *not* the *real* factor of the KOH volumetric solution, but is only a *relative* one, reducing its strength to correspond to that of the acid used.

As these two solutions are used only for alkaloidal work, we titrate one against the other, using iodeosin for an indicator in the regular way. Provided 8 c.c. of N/10 acid, with a factor of 0.525[0] + alkaloid, required 11.2 c.c. KOH (with a relative factor of 0.545) then the calculation would be:

11.2 c.c. KOH × 0.545 = 6.104 c.c. KOH

8 c.c. of acid = 6.104 c.c. KOH = 1.896 c.c. acid

As this acid was found to have a factor of 0.525, the real amount of acid taken up by the alkaloid would be:

1.896 × 0.525 = 1.0154 c.c. of strictly N/10 acid.

I would like to make a few remarks on the report of the Committee of the U.S. Pharmacopœia as found in the Bulletin of American Pharmaceutical Association, November 1909, in regard to assays of mydriatic drugs.

I agree with Mr. Beringer that acids and alkaline volumetric solutions should be standardized against each other, using the same indicator as in the alkaloidal titration. Mr. Beringer prefers N/50 volumetric solution for both acid and alkali. The strength of the solution is of no great importance as long as their factors are correct, but I think that solutions *weaker* than N/10 should be used to avoid or lessen errors in reading off and afterwards, in calculation. As the correct reading off in a burette needs considerable experience and as one or two drops more or less often make a great difference in the final results, I think that Mr. Beringer is correct in asking for weaker volumetric solutions. As said before, it is not necessary for the professional analyst to use a specified solution in his own work.

Dr. A. B. Lyons suggests to use for titration N/10 volumetric solution HCl, standardization against pure crystallized morphine and lime water. Although Dr. Lyons' method works very nicely on comparative tests, I cannot find any great advantage over the old method of using H_2SO_4 and KOH. It is needless to say that the alkaline solution has to be standardized against the acid solution before each titration. Keeping the KOH solution under ideal conditions it will stay normal quite a while without changing the factor more than two in the third decimal place.

Dr. Lyons' method requires very accurate work and in my opinion it is not suitable for the average retail pharmacist.—Dr. Lyons' method of precipitating extractives, chlorophyll, etc., in fluidextracts of belladonna leaves, etc., with lead subacetate and precipitating the excess of the latter with dried sodium phosphate, seems to be very satisfactory. We are going to try this method in the near future.

I approve of Mr. Beringer's suggestion on extract of belladonna leaves. The extract should be first dissolved in water and alcohol and after the solution has been transferred to a separator the chloroform and ammonia should be added. We prefer to use the following method of Dr. Engelhardt for solid extracts. Place two or three grams, accurately weighed on a small sheet of clean white paper, together with the paper in a four ounce bottle, then add 50 c.c. of ether, 25 c.c. of chloroform, 10 c.c. of 10 per cent ammonia and about 5 to 8 grams of clean sand. Shake until the extract is dissolved (which takes only a short time), pour off the ether-chloroform layer through cotton into a separator, shake the contents of the bottle with 25 c.c. of ether, transfer the whole into a funnel containing a cotton plug and rinse the bottle and funnel with a few c.c. more of ether; allow the mixture to separate, draw off the aqueous layer and reject; wash the outlet of the separator with a little water, next shake out with three portions of H_2SO_4 5, 2 and 1 per cent respectively, make alkaline with ammonia, shake out with three portions of chloroform, evaporate and finish by titration. This method is not very suitable for the retail pharmacist, but is more so for manufacturing houses where there are facilities for recovering the ether, chloroform, etc.

Over the Drug Store Telephone.

The woman who waited in a drug store for a telephone message answered the call.

"Is Mrs. Smirnoff there?" some one asked.

She spelled the name back to be sure she got it right and was about to say, "No, she isn't here," when another woman who had been waiting jumped up and said: "That's me! Won't you find out what he has to say, miss?"

"Tell Mrs. Smirnoff," said the man, "that her son stood the operation pretty well but is not yet out of danger."

Mrs. Smirnoff and two young girls, evidently her daughters, went away weeping.

"My, but that is nerve racking!" said the woman. "Do you get many telephone messages like that?"

"Lots of them," said the druggist. "In this neighborhood only a few people have their own telephones. There are many hospital cases and when anybody is about to be operated on the relatives depend upon the drug store 'phone for news. Sometimes the whole family waits here while the operation is performed. They are a hysterical lot. About the hardest thing a druggist down here has to do is to pacify them."—*N. Y. Sun.*

A Little Free Advice.

"I say, doctor," queried the man who was looking for a little free advice, "what do you do when you have a cold?"

"The same as other people," answered the wise M. D. "I cough and sneeze."—*Chicago News.*

Substitution vs. Salesmanship.

By Bernard Colle of New York.

IT has been often asserted, with impunity, that druggists as a class are substituters. In all probability this uncomplimentary adjective originated among a low species of druggists who took up the slogan of "stop thief" as a means of catching trade. It is not infrequent that we encounter signs in the windows or interior of even the most up-to-date drug stores reading "We do not substitute," "No substitution practiced here," or the like. This tacitly implies that "the other fellow" does and that the practice is general. Such information emanating from druggists themselves has been largely augumented by an eager and sensational press with the result that pharmacists are generally regarded by the public with the greatest suspicion and apprehension. Only recently the news came from Chicago that Ainslee's Magazine offered a prize of $50 for the best motto with which to combat substitution, while a "leading" drug company of that city is engaged in an "educational campaign" and is paying for a series of fifty articles in the Chicago *Tribune* for the purpose of knocking the Universal "Substituters."

In justice to the great majority of pharmacists who conduct clean, honest and legitimate businesses, but who are not in a position to refute such ignoble and malicious insinuations by paying for the necessary publicity in the daily press, the charges should not pass unchallenged.

What do these philanthropic people mean by substitution? Reprehensible substitution can mean only one of two things, viz., the use of one ingredient in place of another on a physician's prescription without the physician's knowledge or consent, or the sale of one article under the label of another. Either of these practices is culpable and indefensible and in some cases may be criminal.

By the first-named method the physician's confidence is betrayed and the health or life of the patient may be endangered. By the second, deceit is practiced upon the customer and theft upon the manufacturer whose label is stolen and his product imitated. A druggist resorting to either of these practices is sorely deficient in the first principles of honesty and decency, and deserves the severest condemnation. In either case deception is implied because *the customer is unaware that he was getting something that was not called for.*

The first form of substitution would be peculiar only to the drug business, but judging from official records, it is safe to say that it has become almost unknown.

The second form of substitution could be applied to any line of business, but it would be preposterous to believe that anyone would commit great folly and business suicide by stealing another man's label. The mentioned activity of our Chicago philanthropic contemporaries is not directed against either of the two brands of substitution just cited. Their objection is hurled against the liberty taken by druggists to offer customers preparations or household remedies of their own make or which are made for them, and to suggest that such preparation be used in place of certain proprietary remedies of the advertised variety. This is evident from the fact that the prize offered by the before-mentioned magazine, was awarded to a man who submitted the phrase: "No, thank you. I want what I asked for. Good-bye."

The drug company which is spending so much energy and money in its "altruistic" efforts to "educate" the public, comments in the local *Tribune* on the above phrase, as follows:

"If every self-respecting man or woman would answer likewise, when an attempt is made by a dishonest druggist to substitute something of his own make for the article called for by the customer, it would soon end the rascally substitution game."

The veracity and benevolent motives of this drug firm may turn color and assume an opposite shade when subjected to the light of scrutiny. It will hardly be supposed that this angelic drug company has not any preparation put up under its own label which it would offer to its customers at every possible opportunity. Nor will it be assumed that its advertisements are conducted with eyes shut towards their possible bearing on its cash register. Its noble defence of the patent medicine game may throw some light on the variety of queer sounding preparations emanating from the "Windy City," which are advertised in the daily papers in a way to mislead the public, giving the impression that the advertisement is ordinary news matter and that the "new discovery" is mentioned out of mere benevolence towards the afflicted. The company will yet have to explain why so many makers of nostrums make sure to insert in their advertisements the phrase: "This is not a patent medicine," and why a number of the most reputable magazines absolutely refuse to publish patent medicine advertisements at any price.

Even physicians recognize the public demand and concede the right of the pharmacist to sell remedies for simple ailments, and it certainly conserves the best interests alike of physician, pharmacist and the public to supply in such cases remedies of which the composition may be known to all. I contend that the selling and offering for sale of such remedies of known merit and composition in preference to advertised secret nostrums, is as commendable and meritorious as that of attempting to popularize U.S.P. and N.F. preparations with physicians to be used in preference to secret nostrums. The analogy is identical.

The retail druggist who by circumstances is compelled to be a business as well as a professional man, must use all honorable and up-to-date business methods in order to be successful. He must make sure that every article in his store will add prestige to his name and that, though purchased at the most economical price, it should be of the best quality so that it may give complete satisfaction to the customer. Then the retail druggist must display, advertise and sell his wares. In attempting to do so his initiative and personal efforts are the greatest factors, and no one can deny his absolute right to use them to the best advantage. He certainly has a right to do for himself personally and for his own preparations what the proprietor of every secret nostrum has been doing through the newspapers for his preparation, and especially so, when he (the druggist) helps to safeguard and conserve the health and welfare of his customers. The patent medicine vender who plays so much on the credulity of the public and the attractiveness of his advertisements, cares little if his "Panacia" does fail to bring the many promised results, for he draws upon a large public and figures upon the law of average. The retail druggist, however, has but a limited number of customers that he is bound to see daily and with whom he must exercise the greatest caution and veracity in order to retain their confidence and patronage. He is bound, therefore, to give his customers full value for their money and preparations that will be a credit to his name and increase his popularity.

In thus dealing with the retail druggist the customer is perfectly aware that he is getting a preparation of the druggist's own make in place of the "enigma" which he called for, and he evidently feels satisfied with the transaction. There can be no allusion of dishonesty in the deal. The druggist merely preferred to be the agent of his own product, a choice which he is, no doubt, entitled to make.

This is not substitution, but salesmanship of the best kind.

The only hope of successfully staving off the large increase of the advertised nostrums is by rendering their advertisements an unpaying proposition, and this can be best done by the initiative and personal effort of each individual pharmacist.

* Read at the 32nd annual meeting of the New York State Ph.A., Saratoga, June 21-24, 1910.

The Practical Side of a Professional Pharmacist.

By J. Leon Lascoff, of the New York State Board of Pharmacy.

A GREAT deal has been said at pharmaceutical meetings, and in pharmaceutical periodicals concerning the elevation of pharmacy as a profession, all tending to raise the standard on a par with other professions.

However, most of what has been said, or at least the greater part of it, has seemed to me to be problematical, or rather speculative, and that because the remedy suggested was of such nature it would be almost impossible to accomplish the desired results under existing conditions.

My personal experience in this and foreign countries has taught me that there is a *royal road* to the success of modern pharmacy as a profession, if members will bear in mind some

or all the factors which I have attempted to outline for their consideration and approval.

In every civilized country of the world other than our own, a distinction is made between the mercantile druggist and the professional pharmacist. I have pointed out this fact before, in another article. Custom, however, has decreed our position and we are today encumbered because we confine our efforts in the direction of one goal, namely "money-making," and are practicing our art in a "store."

Now, inasmuch as we must live up to custom, and incidentally to the expense incurred in conducting our businesses, the remedy—I say the following with a marked degree of positiveness—lies in the "*divorcing*" or separating of our stores from our dispensing departments, not merely by putting up a counter or ground glass partition, but by having an entirely separate and distinct room in which there shall be, not only the necessary paraphernalia, such as scales, graduates, mortars, spatulas, etc., but a full line of the necessaries in every day use for compounding drugs, chemicals, tinctures, syrups, etc. The store should be divided in such a way that the prescription department would occupy the major part, the front being used for mercantile purposes only, and containing the soda fountain, and the departments for sundries, proprietaries, etc.

The prescription department should be an entirely separate feature and by itself, where strict silence and secrecy can be observed for the proper checking of prescriptions so as to avoid errors and complaints, and where we can properly fulfill the extreme responsibility thrust upon us and safeguard ourselves against erroneous dispensing.

Remembering that human life is at stake, accuracy is our salvation. Prescriptions should never be dispensed in such a way that the laity can see how the work is done. If a customer sees you measure off a liquid in a graduate, he may become nervous by thinking that perhaps you may make an error and give him a drop too much, thereby poisoning him, his wife, or his child.

Employ competent help. It will cost a little more, but it is cheaper in the end.

Now, a word regarding some of the "stumbling blocks" that we meet in our practice. Now and then a "stickler" shows up in the form of a peculiar mixture, pill, capsule or ointment prescribed by the doctors, which, if not properly put up will be undesirable. Either the mixture will be bad looking, too bulky, not uniform, or gritty, lumpy, etc., as in ointments, though you have followed the order and used the correct ingredients. There is a great deal of tact to be used in handling some of these cases. We should never consider the waste of a little material if it is necessary to bring about a good result, or to discard a poorly made prescription or experiment in various ways to attain the desired end. Neatness in the general appearance of the ointment, capsule or mixture counts for a good deal, and the credit one can get for attaining this end helps to build up our general reputation and incidentally our trade by gaining for us the confidence of the physician. Never let it be said by your brother pharmacist that he can make up a certain prescription which you have already dispensed and sold better than you can.

I might illustrate hundreds of prescriptions which come to my notice, but the following examples will suffice to show what may be achieved by using care and with but very little expense:

(1)

Codeine	0.6
Tincture of benzoin compound	30.0
Syrup	90.0
Water	180.00

M. Sig. As directed.

By dispensing this prescription in the way it is written, the benzoin will separate and stick to the bottom of the bottle, but, by adding one dram of powdered acacia, the mixture will become uniform and elegant in appearance.

(2)

Sodium bromide	4.0
Magnesium oxide	0.8
Water	4.00

M. Div. in capsules, No. XII.

To put this in capsule form the way the prescription is written is practically impossible, except a mass be made, and if [illegible] the capsules will be of an enormous size; by adding 10 grains of acacia into, however, the combination will form a nice dry powder and you can dispense it dry in No. 1 capsules, which will have a white and elegant appearance.

(3)

Oil of theobroma	12.0
Oil of sweet almond	15.00
Sulphur, precipitated	3.0
Resorcin	1.5
Oil of rose	4 drops

The best way to dispense this prescription is to melt the oil of theobroma and the almond oil, then dissolve the resorcin in a few drops of water and rub it up thoroughly with the sulphur; then rub the rest of the ingredients on a slab, little by little, with the melted cocoa butter, until the mixture forms a smooth and perfect ointment.

(4)

Balsam of Peru
Ointment of zinc oxide, of each 15.0
Make an ointment.

This prescription looks very simple, but you will be surprised when you rub the two ingredients together to find that they will form a gritty hard ointment which is absolutely impossible to apply to any sore. After long experience I found that a few grains of powdered acacia added to the balsam of peru and mixed with the zinc ointment will form a nice smooth soft ointment.

The prescriptions I have given above were dispensed in different stores in different ways, but after a little experimenting I think I have succeeded in doing them up in the most satisfactory way. Now a little code of "Ethics" which will do no harm and always does good to observe.

1—Always show a friendly and professional spirit to all physicians with whom you come in contact.

2—Always treat your competitor fairly and squarely.

3—Never criticise a prescription to the patient.

4—Never discuss with your customers the relative merits of a physician as shown by his prescription, even when they ask you to do so.

5—Never make a diagnosis—always leave that to one who should know—the doctor.

6—Never practice substitution.

7—Never practice medicine or surgery.

8—Never practice gossip.

9—Never practice knocking your competitor.

10—Never practice emmenology.

These observations may serve us all as the "Decalogue of Pharmacy."

To elevate the profession it is worth while to mention some good rules which, if observed, are of great importance to the professional pharmacist:

1—Never have any kind of window display other than that which relates to your own profession. Do not specialize with patent or unethical nostrums.

2—Use neat bottles, boxes and labels. Make neat packages.

3—Write labels distinctly and in full as per signature. Do not abbreviate.

4—Make notes of the size and weight of masses in pills and capsules on prescriptions, so that if repeated they will correspond with those originally dispensed.

5—Always keep the latest ethical remedies in stock and request the manufacturer to send notices to doctors informing them of this fact. This is good advertising and is strictly ethical; at the same time it shows you are abreast of scientific advancement.

6—Buy only the best drugs and chemicals from reputable houses and the physicians will obtain the desired result. Any preparation you manufacture should always comply with the standard of the U.S.P. and N.F. (our Holy Bible.)

By complying with all of the above mentioned rules, physicians and the public in general will have more confidence in you. This may not all appeal to all our members, but a little reflection on their part may awaken them to a realization of the vast importance of this feature. Many I know will say, "What's the use? we have been able to get along so many years in the old way, why change it now? And, gentlemen, there is where lies the danger. The warning note has been sounded, competition with the cut-rate stores is now so keen that we must find a remedy. Let the proprietors of such stores thrive on cut-rate prices and miscellaneous goods. You cannot do it. Let them spend money on advertising and displays, you cannot. Let them have candy and other specialties, you cannot do it. Let them carry an enormous stock of everything for the household, you cannot do it. But they

can't prove themselves truly and honestly professional pharmacists, and what is more, you can.

You are in direct communication with the doctors and patients. You can show that you can dispense their prescriptions, you can gain their confidence as to your ability and accuracy; you can show you are a pharmacist and not a merchant, pure and simple. They will then bring their prescriptions and buy what they need from you, and you will incidentally reap the harvest that is your due. That is why you should make a "specialty" of your store, and why you should practice a "specialty" as is done in other professions. Become a prescription specialist. Make your store look like a professional store, not a dry goods store, candy shop or patent medicine cut-rate establishment.

We pharmacists have been awakened from a long sleep and must be up and doing. Remember the story of the lion and the mouse. We must endeavor to put a net around the lion and then we can feel safe. We have taken the wrong step in our endeavor to compete with those who are trying to devour us. We imitate their methods. We try to do as they do. Gentlemen, we must not do this, for if we do, we will be signing our death warrants. We have neither the capital nor the facilities to follow in such a lead, but we have the brains, the knowledge to elevate ourselves far above the standard of the big stores today, by making our only "specialty"—and you know it is a paying one—dispensing. You will continue to sell all other things just as you have heretofore and if you should sell a few bottles less of some proprietary preparation, which is on our shelves and in our closets, you may be able to save a few dollars. Let the Blue Laws of our profession be revised. Let us be awake and looking toward the future. In fact the future is now very near, and we must be ready to face it, not as merchants, but as professional men.

The Advertising Cemetery.*

By Robert Frothingham.

Times without number have I referred publicly to the increasing population of the advertisers' cemetery. It's not a pleasant subject, but it must be faced just the same.

It is simply appalling to go through the files of the newspapers and magazines of from five to ten years ago and note the advertisers whose names were familiar at that time, who are not in evidence today.

If I were to set down here the mortality statistics in the advertising field, I would be considered a calamity-howler of the worst type. And these statistics would apply equally well to billboard and street railway advertising as to periodicals and newspapers. No one particular branch of publicity has a monopoly of either successes or failure. A list of those firms who have paid too dearly for their experience and who are today convinced that "advertising doesn't pay" would make a mighty significant exhibit.

What are the reasons? There are quite a number, and they are of the common garden variety at that.

First, there is the advertiser who thinks he requires neither an advertising manager nor an agent, and knows he can write better copy than any agent that ever lived. He also is the man who runs his advertising in the publication he likes to read without reference to its publicity value, who firmly believes that no magazine carrying his advertisement has any right to publish anything that might conflict with his religious, social or political beliefs. He has yet to learn that an independent editorial policy makes a newspaper or magazine unusually valuable to those who use its pages: that a weak-kneed publication carries weak-kneed advertising, and returns from its weak-kneed readers are not worth while going after; that editorial backbone presumes intelligent readers of individuality and discrimination, and that such are the people who make the money in the world and have it to spend.

Next—the advertiser who places his account in the hands of a competent agent and refuses to follow his advice.

Next—the advertiser who engages an incompetent agent and leaves the whole thing up to him. And when the publisher's representatives seek a personal interview will tell him he doesn't believe in "keeping a dog and doing his own barking," or something else equally wise and illuminating.

Next—the advertiser who regards publicity as a physical commodity to be bought in the open market, and farms out his account to the lowest bidder—generally a cut-rate agent who has about as much conception of real service as a steer has of going to church. And the advertiser thinks he's saving money, not realizing that the aforesaid cut-rate agent will take an exorbitant commission out of his "hide" before the deal is over. You wouldn't think it possible that an otherwise able business man would try and beat the grafting agent at his own game. That's what he does, however, and when he gets stung or bellyaches, says "all advertising is a gamble."

Then we have the "advertising expert," who, Aladdin-like, is going to solve your problems overnight. He doesn't need to know anything about the distribution of your goods or your trade conditions. He tells you that so much circulation at a given price, handsome copy with attractive half-tone illustrations and a pretty follow-up booklet is all you need to win the fickle public and—Whoopla—away you go. And the replies come sailing in. Good start—but replies aren't what you want, after all, especially when they come from all parts of the country where you have no goods on sale and cannot meet the demand you have created.

One of the pernicious features of the business is the tendency of so many advertisers to indulge in "flyers." And thus they spread their money out thin, deluding themselves with the idea that they are getting a line on the publicity value of this, that and the other publication. Sooner or later, if their money holds out, they learn to "bunch their hits" and get somewhere. They find out that nothing but keeping everlastingly at it brings success.

It seems that nothing short of an expensive experience serves to awaken some budding advertisers to the realization of the vast difference between extravagant "flyers" and steady plugging, and sooner or later they damn the publisher's representative and the advertising agent that "let them in."

The American public never has been sewed up and clinched by a flash-in-the-pan advertisement, no matter how big and impressive it was. Mr. Advertiser, you can't tell "the story of your life" in one insertion. The volume of business you do will depend upon how ably, how widely, how consistently and how steadily you advertise—not how many "flyers" you take in those publications which always have on hand some special lure for the unsuspecting advertiser. To paraphrase one of the notable sayings of that genial old Scot, Thomas Carlyle:

"No advertiser need ever have failed of success could he have found an advertising agent wise and good enough, with wisdom to truly discern what the advertiser needed, and ability to lead him on the right road thither."

*Extract from an address delivered at the Atlanta banquet given in honor of S. C. Dobbs.

His Haste Explained.

He walked boldly up to the gates of heaven, for he was young, strong and robust. The pearly gates were a little slow in swinging ajar, so he rapped—rapped long and loud—whereupon the gates swung open slowly, and—

St. Peter—Who are you?

Visitor—I am Josephus Johnes, of Brooklyn.

St. Peter (looking through the book)—Evidently you do not belong here, as I cannot find your name in the registry.

Visitor—There must be a mistake, for I certainly do belong here. Look again.

St. Peter (going farther into the book)—Oh, yes, here is your name. But how comes it that you are here so soon? You are down to arrive in 1930—twenty years hence.

Visitor—Oh, I changed to one of those dispensing physicians.

Drug Stores in Cairo.

Cairo, with about 700,000 inhabitants, has 124 pharmacies mentioned in the *Indicateur Egyptian*. The proportion, however, is no criterion, as three-quarters of the native population are poor and scarcely count as customers, and the pharmacies, being all crowded into the European and semi-European quarters, are sufficiently numerous for the amount of business.

The Druggist Scores.

"I've made up my mind to retire and give the young M. D.'s a chance," said the old doctor who had piled up a fortune. "My motto is 'Live and let live.'"

"Well," rejoined his friend, the druggist, "you can't very well live up to that motto without retiring."

BOOK REVIEWS

A MANUAL OF MATERIA MEDICA AND PHARMACOLOGY—Comprising all organic and inorganic drugs which are or have been official in the United States Pharmacopœia, together with important allied species and useful synthetics, especially designed for students of pharmacy and medicine, as well as for druggists, pharmacists and physicians. By David M. R. Culbreth, Ph.G., M.D., professor of botany, materia medica and pharmacognosy in the Maryland College of Pharmacy, Department of the University of Maryland. Fifth edition, enlarged and thoroughly revised. 8 vo., 986 pages, 487 illustrations. Cloth, $4.75 net. Philadelphia and New York, Lea & Febiger.

This new or fifth edition of Dr. Culbreth's encyclopedic work brings the whole subject of materia medica and pharmacology well up to date, including all of the changes and corrections that have been made in the text of the present Pharmacopœia since its first appearance in 1905. As in former editions, the volume opens with a discussion of materia medica and the physiological action of drugs, taking up the forms in which medicines can be used, the avenues by and through which they enter the human system, the means by which they are transmitted through the system, conditions which modify their action, dosage, etc. Then follows an outline of the classifications of medicines, viz., arrangement by alphabetic sequence, arrangement by chemical constituents, arrangement by morphology and anatomy and arrangement by therapeutic effect. In this volume the arrangement of the drugs under discussion is based upon the principle of associating as nearly together as possible those substances, organic and inorganic which have a common or allied origin, allowing those next related to follow in regular order, the basal or parental source being kept uppermost. Thus, vegetable drugs appear in botanic sequence, beginning with the more simple and gradually approaching the more complex. Similar treatment is accorded the various animal drugs.

The greater part of the volume is devoted to a discussion of the drugs themselves, an idea of its scope and the treatment accorded the subject is given in the following enumeration of the author's outline: Part I, organic drugs from the vegetable Kingdom; Part II, Organic drugs from the animal Kingdom; Part III, Inorganic drugs from the mineral Kingdom; Part IV, Organic Carbon Compounds; Part V, Non-pharmacopœial organic Carbon Compounds; Part VI, the Microscope and its use in Medicine. All of these subjects are authoritatively covered and both student and experienced pharmacist will find the volume valuable either as a text-book or as a work of reference.

A TEXT BOOK OF BOTANY AND PHARMACOGNOSY intended for the use of students of pharmacy, as a reference book for pharmacists and as a hand book for food and drug analysts. By Henry Kraemer, Ph.B., Ph.D., professor of botany and pharmacognosy and director of the microscopical laboratory in the Philadelphia College of Pharmacy, member of the Committee of Revision of the Pharmacopœia of the United States of America, and joint author with Prof. Joseph W. England of the Botanical Tables appended to the Pharmacopœia and Formulary. Fourth revised and enlarged edition. 8 vo., 888 pages, cloth, $5. Philadelphia and London, J. B. Lippincott Co.

This edition of Kraemer's work exhibits much painstaking [illegible] changes and additions, not only with the object of increasing its usefulness as a text-book for the student, but also for the purpose of making it still more valuable as an aid and guide in practice. In the present edition a number of improvements have been made in the text as well as in the illustrations. The botanical portion of the book has been revised, the author having been fortunate in securing the co-[illegible] of Dr. Thos. Howe, of Birmingham, D. C., who has [illegible] the entire botanical portion of the manuscript and [illegible] the Appendix and rendered it a valuable addition to the work. [illegible] the Appendix [illegible] the Appendix [illegible] the pharmacist and analyst who engages in practical pharmacognostical work.

Up until the present time, the anatomical or histological method has received the sole attention of pharmacognosists. By this method, based for the most part upon the study of tissues, the identity and general quality of drugs and foods are ascertained, and the results thus obtained, when taken in conjunction with those of chemical analysis, have been of great value in determining the purity of the products examined. Dr. Kraemer, however, has gone on the theory that the pharmacognosist should study the active and other constituents of drugs, such as may be obtained in crystalline form from sections, from extractions of small quantities of powders, or from a few drops of an extracted solution as obtained in assay work. To this end he emphasizes the study of these microscopical crystals by means of the petrographical microscope and the crystallographic method of analysis. Part IV, which constitutes an entirely new section of the book, is devoted wholly to micro-analysis and its application to the study and identification of drugs. In the preparation of this part of the work the author acknowledges his indebtedness to Dr. Charles Travis, of the University of Pennsylvania, for co-operation and assistance. The new illustrations include some thirty-five photographs of microscopic crystals; a four-color plate, made from Lumière autochrome photographs, showing salicin and cocaine hydrochloride under the micropolariscope, with crossed nicols; and a number of half-tone illustrations and drawings of medicinal plants.

For the purpose intended this book will compare favorably with any work extant on the subject, and it should in the truest sense further the progress of pharmacognosy in this country. As a teacher and specialist in this particular field Dr. Kraemer has accomplished much valuable work and he is to be congratulated on the successful publication of this edition of his Botany and Pharmacognosy. It is just what every pharmacist should have in helping him to identify and value drugs.

INTRODUCTION TO THE ANALYSIS OF DRUGS AND MEDICINES, an elementary handbook for the beginner. By Burt E. Nelson, Laboratory of the Binghamton State Hospital, and of Nelson and Landell, Binghamton, N. Y.; chemist to the New York State Hospitals, the Department of Health, Board of Water Commissioners, etc. 12 mo., 284 pages, cloth, $3 net. New York, John Wiley & Sons. London, Chapman & Hall, Ltd.

This book is intended by the author to furnish methods by which the student or analyst who has not specialized in drug chemistry "may obtain information which is often desired by Health Departments, the State, and the general public, as possibly furnishing formulas by which unknown medicines may be duplicated, or together with occasional pharmacological experiments, indicating their relative medicinal value and safety or danger for use by a lay-public." To this end, the author has brought together in his book most of the commonly used methods and tests which the beginner or analyst interested in other lines of work might employ—chemical, microscopical and physiological. There are also numerous tables essential for reference in carrying out various tests, and about seventy-five pages of original matter on "systematic microscopical drug analysis," the text being accompanied by a number of illustrations of ground vegetable drugs drawn from the microscope. So far as we have been able to determine the author's work is to be commended.

A MANUAL OF TOXICOLOGY. A concise presentation of the principal facts relating to poisons, with detailed directions for the treatment of poisoning. Also a table of doses of the principal and many new remedies. By Albert H. Brundage, A.M., M.D., Phar.D., M.S., professor of toxicology and physician to the Department of Medicine, psychiatry and neurology of Marquette University, etc. Seventh edition, revised and partly rewritten. 12 mo., 158 pages. Cloth, $1.50. New York, The Henry Harrison Co.

Brundage's book on toxicology has been before the pharmaceutical world for a number of years and is in general so well known that it does not require a detailed review. However, in this edition, the author has added considerable new matter, bringing the work up to present day requirements. The salient points of toxicology are discussed in an intelligent manner and we believe the book will supply most, if not all, of the information on this subject the pharmacist is likely to require at the drug counter. The arrangement of the text is excellent, important words and phrases or chapters and other portions being emphasized by presenting them in capitals and different type throughout the

work. As a convenient emergency book it can be recommended.

DIGEST OF COMMENTS ON THE PHARMACOPOEIA of the United States of America (Eighth Decennial Revision) and the National Formulary (Third Edition) for the calendar year ending December 31, 1907. By Murray G. Motter and Martin I. Wilbert. Washington, Government Printing Office.

This is the third volume of "Digest of Comments" compiled by these pharmacologists and published under the direction of the Surgeon-General of the Public Health and Marine Hospital Service of the United States. As noted in the above abstract of title, this volume covers the literature of 1907, bearing on pharmaceutical matters, a period in which the short-comings and errors of both Pharmacopœia and National Formulary were more than once called to attention, and resulting in the committees of revision of both works directing that a number of changes and corrections should be made in their respective volumes. That the compilers have given careful consideration to their work is shown by the character of the abstracts and the larger number of periodicals and works of reference they have consulted. Druggists who are interested in the subject of pharmacopœia making—and what druggist is not—should secure a copy of each of the volumes of the "Digest" for his working library.

STATE "PURE DRUG" LAWS enacted since the passage of the National Food and Drugs Act, June 30, 1906. Printed in September, 1910.

The above is the title of a 213 page pamphlet issued by the National Wholesale Druggists' Association and the Proprietary Association of America for the information of their members, and superseding a similar pamphlet printed in September, 1909. As indicated by the title, this compilation of statutes brings together those portions of the various State laws which are of direct interest to drug manufacturers and jobbers. In addition to these features the National Food and Drugs Act is reprinted in full, as is also the National Insecticide Act of 1910, the act of 1909 forbidding the importation of smoking opium, the Massachusetts Wood Alcohol law, the Ohio Turpentine law and the Canadian Proprietary Medicine law. Druggists who do an inter-state business will find in it the answers to many queries which concern them as manufacturers and shippers.

THE NEW STANDARD FORMULARY—Comprising in Part I all preparations official or included in the Pharmacopoeias, dispensatories or formularies of the world, together with a vast collection from other sources. The Parts following embracing domestic and veterinary remedies, perfumes and toilet articles, soda and other beverages and domestic utilities. By A. Emil Hess, Ph.G., and Albert E. Ebert, Ph.M., Ph.D. 8 vo., 1256 pages, cloth, $5. Chicago, G. P. Engelhard & Co.

There is always a demand for good formularies and the book before us can be safely classed as such. Besides the collection of formulas for pharmaceutical, or galenical preparations and official formulas from the leading pharmacopœias of the world brought together in Part I of the work, formulas appear under the following divisions: Part II, Domestic and Veterinary Remedies; Part III, Proprietary and Synthetic Remedies; Part IV, Perfumes and Toilet Articles; Part V, Soda Water Preparations, and Part VI, Domestic Utilities. As a whole the collection is representative and is likely to supply most of the wants of the average pharmacist.

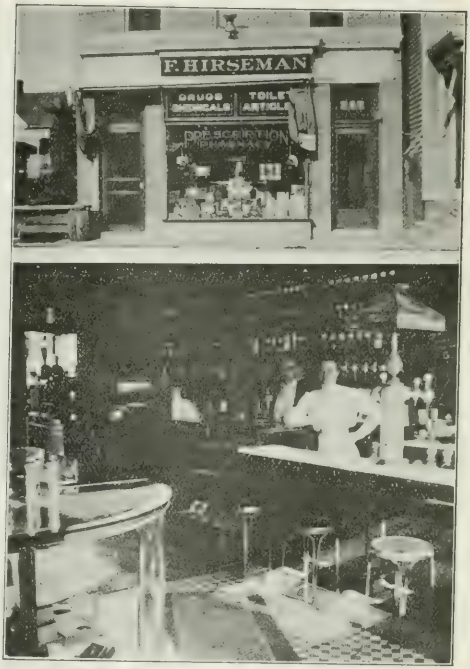
PRACTICAL PHARMACY FOR PHARMACISTS AND PHYSICIANS. A text book for student in medicine and pharmacy. By Lindsey L. Malthie. 12 mo., 431 pages. Newark, N. J. Physicians' Drug News Co.

This manual covers very well the range of elementary pharmacy demanded by students, and particularly by physicians who, as a rule, are wofully lacking in their knowledge of pharmaceutical technique. The arrangement of the book is logical and the various definitions are couched in language which should be easily understood by the veriest tyro. While the book can never take the place of the larger and well known standard works on pharmacy, yet it will find a place and should be of service to the particular classes for whom it was written.

OIL, ANIMAL, VEGETABLE, ESSENTIAL AND MINERAL. By C. Ainsworth Mitchell. Crown 8 vo., 128 pages, cloth, 8d. London, Sir Isaac Pitman & Sons, Ltd., 1 Amen Corner, E. C. Bath and New York.

This book is one of Pitman's "common commodities of commerce series," the avowed object of the series being to place before the business man or trader some of the facts pertaining to the more common commodities of commerce. The information given in the book before us can be said to be trustworthy, although not so very technical. The pharmacist will find little in it that he may not already find in general works of reference.

MR. HIRSEMAN'S MODEL PHARMACY.



Felix Hirseman, former president of the New York State Ph.A., and of the German Apothecaries' Society, and who sold his store and retired several months ago, has found it impossible to throw aside the cares of business and has just opened a model pharmacy on City Island, a semi-suburban section of New York City. The store is at 282 City Island avenue, Bronx Borough, a delightful part of the city. The exterior is attractive and the interior is thoroughly up-to-date, with a fine soda fountain in the foreground. Both Mr. and Mrs. Hirseman (she also is a registered pharmacist), are shown in the illustration.

RETAIL ADVERTISING—COMPLETE—By Frank Farrington, author of "Talks by the Old Store Keeper," "The Clerks' Book," etc. 12 mo., 272 pages, cloth, $1. Chicago, Byxbee Publishing Co.

The subject matter of this book is presented in twelve chapters, each one dealing in detail with some one form of store advertising. The text is attractively written and is far from being dry and theoretical. Instruction is given for the preparation and use of newspaper advertisements and advertising in general, and we can commend Mr. Farrington's book to anyone interested in the subject.

SCIENTIFIC AND INDUSTRIAL BULLETIN OF BOURE-BERTRAND Fils. April. Series 3, No. 1, 1910.

This bulletin contains much interesting information pertaining to the essential oil industry. Particularly worthy of note are the articles on perfumery, customs tariffs and the monographs on the oils of orange flowers, Javan oil of patchouli, oil of ylang ylang, etc. There is also a review of recent literature on perfumery and the essential oils.

THEORY & PRACTICE

Carbon Dioxide as an External Remedy.

Reference was made in the ERA recently to the use of solid carbon dioxide as a remedial agent and now a writer in Nature gives some additional facts pertaining to its application in the treatment of certain affections of the skin. The carbon dioxide is obtained in the form of a snow by allowing the gas to escape from a cylinder in which it is compressed. This snow is placed within a tube of metal or vulcanite, and packed by using a solid rod which fits into the tube as a rammer. In this way round or square rods of solid carbon dioxide can be obtained. A rod may be held in the hand with a turn or two of lint intervening, and the free end may be pared to any shape by means of a knife, as it is quite firm. On applying a rod of this kind to the skin with pressure, the frozen surface immediately becomes white and hard. The process of thawing occupies about the same time as the application. Reaction sets in at once, the treated area becoming perceptibly swollen in two or three minutes. A wheal forms within half an hour, and often a blister is produced within an hour, although with short applications this does not occur. An application of 30 seconds or more is followed by scarring. The application is practically painless. Among the several affections of the skin to which the treatment has been applied are capillary naevi, moles, and warts. Keratoses or horny growths of the skin are also among the diseases said to be amenable to this method of treatment.

Test for the Purity of Quinine Sulphate.

According to F. Tutin *(Pharm. Journ.)*, the ammonia test as described in the French Pharmacopœia has been found to be more satisfactory than those described in other pharmacopœias. The minimum amount of 10 per cent ammonia which will yield a clear solution at 15° C. with 5 cc. of a solution of pure quinine sulphate saturated at 15° C., is 4.4 cc. The saturated solution is prepared by dissolving the salt in 30 cc. of boiling water, cooling to 15° C. with shaking, then leaving at this temperature for 30 minutes with stirring. The requirements of the German, French and Dutch Pharmacopœias are either impossible of fulfilment or unnecessarily stringent. The author considers a minimum of 6 cc. of ammonia to be reasonable. Variations in the basicity of quinine sulphate affect the amount of ammonia required. Salts which are basic appear less pure than is actually the case. Inorganic salts exercise a considerable influence on this test; in fact, the ammonia test can only be used with satisfactory results on quinine sulphate, and not on the other salts. The present B.P. test for cinchonine and cinchonidine is to be preferred to the ammonia test, as the former can be applied to any salt. This test is more delicate if "æther purificatus" be used in place of "ether." The ammonia test is the only means of detecting hydroquinone, apart from actually isolating this alkaloid, the presence of which, however, may be no drawback.

Radium for Uranium.

A paper on this subject read recently before the London Physical Society, is of interest to practitioners who have made use of radium as a therapeutic agent. In an examination of three uranium solutions which had been purified three years previously it was found on measurement that the growth of radium was proceeding at a rate proportional to the square of the time. This result indicates the existence of only one long-lived intermediate product in the series between uranium and radium. The period of the average life of this body, calculated on [illegible] that no other intermediate bodies exist, is 18,500 years (*Journ. Am. Med. Assoc.*).

Detection of Mineral Acid in Vinegar.

[illegible] the following method of detecting the presence of mineral acid in vinegar: Shake, 4 to 5 grams, is dissolved in 10 cc. of the vinegar and the solution inverted on the [illegible] ethereal extract is then passed through a filter into a wide porcelain dish, allowed to evaporate at a low temperature and the residue heated on the water-bath until completely dry. To the residue add a few drops of a 1 per cent solution of resorcinol in concentrated hydrochloric acid. If the vinegar contains large amounts of mineral acid a deep red precipitate will form; if only small amounts are present, the liquid will be colored rose, then turning to a cherry red and on standing to a reddish-brown. If no mineral acid is present the liquid remains either colorless or turns a lemon yellow.

Liquid Mixtures for Maximum and Minimum Thermometers.

Robert E. Bradley gives a practical instance of how a homogeneous liquid mixture may, by a change of temperature or by certain additions, become separated into two layers. For example, a mixture of 15 Cc. amyl alcohol, 20 Cc. ethyl alcohol and 32.9 Cc. water is homogeneous above 20° C.; but the least lowering of temperature below this, even by one-tenth of one degree, causes the division of the liquid into two nearly equal layers. This phenomenon can be made use of in the construction of an exceedingly delicate minimum thermometer. Convenient volumes of amyl and ethyl alcohols are mixed together, brought to the required temperature, and water gradually added, drop by drop, until a slight turbidity results. The liquid is then sealed in a tube, being first colored with carmine whenever the temperature falls below that at which it was prepared, the two layers separate, and are of different shades. If methyl and ethyl alcohols be used in the same way a maximum thermometer can be prepared *(Jour. Indus. & Eng. Chem.)*.

Jasmine Flower Oil.

When jasmine flowers are extracted with petroleum ether the result, as is well known, is the so-called concrete oil of jasmine flowers. This consists only partly of volatile oil, the bulk being a mixture of wax-like bodies. L. G. Radcliffe and J. Allen have examined this wax and found it to possess the following constants: sol. point 56 to 57° C., sap. no. 65.8 (the wax being very difficult to saponify, it was necessary to carry out the work in a solution of amylic alcohol), iodine number, according to Wijs, 52 to 53. The high melting point of the wax made the examination in the Zeiss butter refractometer more difficult, but determinations were taken at various temperatures between 56 and 84°. As an example, the authors discovered that at 62° the scale registered 40 (Lewkowitsch gives 29.5 to 30 at 30° for beeswax). No separate constituents were determined *(Schimmel's Report)*.

Adulteration of Powdered Nux Vomica.

Powdered nux vomica handled by druggists is frequently adulterated with ground olive pits. These may be readily distinguished by means of the microscope in an examination of the tissue elements, the stone cells being characteristic. On warming the nux vomica with a 0.5 per cent solution of dimethyl paraphenylene diamine a blackish-gray deposit is formed, while if olive pits are present a more or less distinct lower layer of a red brown to red color appears. The different stainings are also apparent under the microscope as is also their different reactions to polarized light. Rasped nux vomica does not appear to contain olive pits, but has been found to frequently contain a large amount of raspings of vegetable ivory *(Report. pharm.)*.

Astrolin.

Astrolin, now being introduced in Germany as a substitute for migrainin mixtures containing antipyrine and caffeine which are not allowed to be sold promiscuously, is described as a colorless powder having a faint odor and an agreeable acid and slightly bitter taste. It melts at from 64° to 65.5° C. It is soluble in 0.6 parts of water, 0.5 parts of absolute alcohol, 1 part of benzol and 0.7 parts of chloroform at 20° C. Dose, 0.5 to 1 gram *(Pharm. Zentr.)*.

Wanted to Pay 75 Cents for $32 Prescription.

A woman recently entered the drug store of Hutton & Hilton, Washington, D. C., and asked for a price on a prescription containing calomel, absolute creosote, camphoric acid and four ounces of palmatin. She stated that her doctor told her not to pay more than 75 cents. The net cost to the druggist of the four ounces of palmatin would be $32.

? QUESTION BOX ?

THE OBJECT of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc. Requests for information are not answered by mail, and ANONYMOUS COMMUNICATIONS WILL RECEIVE NO ATTENTION; neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of The Era, copies of which, if not out of print, may be obtained for 25 cents each.

Rat Paste.

(R. E. G.)—We cannot give the formula for the proprietary article. However, various formulas for rat pastes are extant, the poison in them being arsenic, barium carbonate or phosphorus. Here is one of each type:

(1)

Arsenic	1 ounce
Oat-flour	8 ounces
Indigo	1 dram

Mix well by trituration and add:

Oil of anise	10 minims
Melted dripping	12 ounces

Beat into a paste.

(2)

Tartar emetic	1 dram
Powdered squill	1 dram
Barium carbonate	2 drams
Beef dripping	1½ ounce

Mix well.

(3)

Phosphorus	1 dram
Pure carbon bisulphide	½ ounce
Beef dripping	5 ounces
Biscuit powder	3 ounces
Comp. tragacanth powder	½ ounce
Oil of anise	10 drops
Oil of peppermint	5 drops
Boiling water	3 ounces

Heat the dripping until it is quite clear, and transfer to a hot mortar; pour into this the carbon bisulphide into which the phosphorus has been dissolved; stir, then add the two powders and the oils, and finally the boiling water all at once, kneading the mass thoroughly until a perfect mixture is obtained.

Capsules of Calomel Compound.

(C. A. F.)—"I enclose the copy of a prescription which was sent to our drug store, as follows:

℞.
HgCl Comp. caps. VI.
Sig. One every 2 hours until three are taken.

———, M.D.

"As we knew of no comp. calomel capsules nor was the 'comp.' specified, we used compound calomel tablets put up by P., D. & Co. Did we do right or wrong in doing so?"

Opinions of equally competent and experienced pharmacists will doubtless differ in the character of the answer that should be given to this question. We believe that none of them, however, would attempt to put up the prescription without first endeavoring to call up the prescriber for an explanation of his meaning, but if this were impossible the greater number of them would dispense in capsules a corresponding number of calomel comp. tablets of simple formula and standard make and let it go at that. We say of simple formula, for it is well known that there is no official standard for "calomel comp.," pharmaceutical manufacturers applying the title to various combinations of calomel with other substances put up in tablet form. Thus, some list combinations of calomel with sodium bicarbonate in varying proportions as "calomel comp. tablets, Nos. 1, 2, 3," etc., as the case may be, while others use the title without any qualification for tablets containing "calomel, resin of guaiac and sulphurated antimony," or "calomel, sodium bicarbonate, ipecac and oleoresin of capsicum." Other examples might be cited, but the formulas mentioned go to show the lack of uniformity in nomenclature on the part of manufacturers and also, the lack of knowledge of this condition on the part of the prescriber and his failure to make his meaning clear.

Syrup of Terebene.

(C. C. G.)—The following formula has been published, although an ideal syrup containing terebene cannot be made, owing to its sparing solubility in aqueous mixtures.

Terebene	1 fl. dram
Powdered acacia	4 drams
Peppermint water	1½ fl. ounces
Syrup of tolu, enough to make	6 fl. ounces

Make an emusion of the terebene, acacia and 6 fl. drams of the peppermint water, then add the balance of the water, and finally the syrup. Some years ago J. W. England (Am. Journ. Pharm. June, 1898), recommended for the internal administration of terebene, a preparation made by admixing the terebene with an equal volume of olive oil, emulsifying with powdered acacia, sugar and water, and flavor with oil of gaultheria; each tablespoonful to contain 5 minims of terebene.

Scoville ("Art of Compounding") gives the following somewhat similar formula for "terebene emulsion:"

Terebene	160 minims
Powdered acacia	60 grains
Oil of peppermint	20 minims
Fluidextract of glycyrrhiza	1 fl. ounce
Glycerin	2 drams
Water, enough to make	2 ounces

Mix the terebene, oil and acacia in a dry mortar, add 135 minims of water and stir until the emulsion forms. Add the glycerin and the remainder of the water gradually, and lastly, the fluidextract of glycyrrhiza.

Tasteless Castor Oil.

(C. W. S. Co.)—A formula for the so-called "tasteless" or sweetened castor oil is given under the title "aromatic castor oil," in the October 1910 issue of the ERA, page 966. It may also be prepared by thoroughly washing the oil with hot water and incorporating sufficient (¼ to ½ per cent) of saccharin to impart a sweet taste. The oil is then flavored by adding small quantities of oil of cinnamon, extract of vanilla or other suitable flavoring substances. A formula of this kind is No. 3175 in the ERA FORMULARY. Another formula is the following from the Pharmaceutical Journal Formulary:

Gluside	1 grain
Alcohol, 90 per cent	1 fl. dram
Oil of peppermint	2 drops
Oil of wintergreen	1 drop
Castor oil	7 fl. drams

Dissolve the essential oils in the gluside (B.P. name for saccharin) in the alcohol; if oil of peppermint is objectionable other flavors may be substituted, such as that of oil of bitter orange or oil of cinnamon.

Fumigating Insecticide.

(F. F. Z.)—So far as we can recall we have not published an article on destroying insects, bed bugs, etc., by fumigation. It is possible, however, that the liberation of gaseous formaldehyde might answer your purpose, although we find no data regarding its effectiveness as an exterminator of Cimex lectularius. Other gaseous substances fatal to most insect life in a confined space, such as sulphur dioxide, chlorine and bromine, are not particularly adapted to household use owing to their property of bleaching the various colored fabrics or material that may be used in house furnishings or room decorations and which are not always possible to remove. No such objections obtain against the use of formaldehyde which is especially effective, both as an insecticide and a disinfectant, if liberated in a moderately warm and tightly closed room. The gas may be conveniently produced from the ordinary 40 per cent solution or from solid paraform, a number of methods being employed for this purpose.

Probably the most effective "bed bug" killer is one containing corrosive sublimate, at least it is the substance almost universally employed in preparations used for this purpose. Various formulas of this class have been published from time to time in previous volumes of the ERA. Of course, prepara-

tions containing benzin or gasoline are effective, but on account of their tendency to ignite or explode by contact with light or air they should not be employed. In fact, in many localities their use or that of any other readily inflammable substance in the manufacture of both insecticides and metal polishes is prohibited by city and town ordinances.

Red Solution for Show Globes.

(H. G. & Co.)—Most all of the colored liquids used in show globes tend to fade on exposure to light, especially if the tint is produced by means of an organic color or aniline dye. As permanent a solution as we know of may be made as follows:

Iodine	3 drams
Potassium iodide	3 drams
Hydrochloric acid	10 ounces
Water	2 gallons

Dissolve the iodine and iodide in 8 ounces of water, and dilute with the rest, to which the acid has been added.

Less permanent are the following:

(1)

Cochineal, bruised	1 ounce
Boiled water, distilled	1 gallon

Infuse for 24 hours, stirring occasionally. Bring up to boil, cool, strain; add—

Sulphuric acid	½ fl. ounce.

(2)

Fuchsine	20 grains
Acetic acid	2 fl. ounces
Distilled water	1 gallon

Other colors, almost any desired shade, can be made from the coal-tar colors. These come in endless variety and most of them dissolve readily in water, yielding a clear solution, particularly when dilute. The package dyes sold in most drug stores are quite suitable for this purpose. The cost is scarcely to be considered, and a change may be made as often as the druggist wishes.

Biniodide of Mercury and Potassium Iodide.

(O. & P.)—"Should the following prescription be dispensed:"

Mercury biniodide	4 grains
Potassium iodide	½ ounce
Syrup of sarsaparilla, comp. q.s. to make	6 ounces

Mix. One teaspoonful in a glass of water four times a day.

We answer the question "yes." The prescription is one of a type frequently prescribed in the treatment of syphilis, the combination of red iodide of mercury with potassium iodide forming a double iodide of mercury and potassium which is readily soluble in an excess of potassium iodide. The reaction is identical, under similar conditions, with that which takes place in the preparation of Mayer's reagent (potassio-mercuric iodide), used in the precipitation of alkaloids. As we have stated, this combination with compound syrup of sarsaparilla has been frequently prescribed as an alterative and has the sanction of medical authority.

To Fasten Cloth or Leather to Desk Tops.

(F. E. L.)—We suppose that almost any good furniture glue will answer the purpose. Or you might try the following, printed some years ago in a German technical publication and especially recommended for the purpose: Prepare a mixture of 1 tablespoonful of powdered rosin, and 2 tablespoonfuls of powdered alum; rub the mixture in a flat capsule or other suitable vessel, with water, to a uniform smooth paste, transfer this to a small kettle over a fire, and stir until the paste is perfectly homogeneous, without [illegible]. As soon as the mixture becomes so stiff that the stirrer remains upright in it, transfer to another vessel and cover it up so that no skin will form on its surface. [illegible] is poured in a cool place to the consistency of [illegible] the work, then add [illegible] and [illegible] [illegible] [illegible] [illegible] [illegible] [illegible] with a cloth.

Removing Marking Ink From Linen.

(F. E. L.)—[illegible] if not [illegible] to [illegible]. However, you might try the following [illegible]:

(1) First soak in a solution of common salt, and then wash with ammonia. (2) Treat with a solution of potassium cyanide, 10 grains; iodine, 5 grains; in water, 1 fl. ounce. (3) Moisten with a solution of iodine in potassium iodide, and then wash with water. (4) Treat with a strong solution of zinc sulphate, and then touch with a piece of metallic zinc, afterwards washing. (5) Treat with solution of chlorinated lime, and then with a solution of acetic or citric acid in water. (6) Alizarin ink stains may be removed by treating with a solution of tartaric acid; the older the stain the more concentrated should the solution be. The variable composition of aniline marking ink makes chemical treatment an uncertainty. Fresh spirit of nitrous ether sometimes removes the stain.

Repairing Mirrors.

(W. H. S.)—Requests for formulas for repairing and resilvering mirrors come to hand periodically and are about as frequently answered in the journals. However, to help you out we reprint the following methods:

1. Clean the bare portion of the glass by rubbing it gently with fine cotton, taking care to remove any trace of dust or grease. If this cleaning be not done very carefully defects will appear around the place repaired. With the point of your knife cut upon the back of another looking glass around a portion of the silvering of the required form, but a little larger. Upon it place a small drop of mercury; a drop the size of a pin's head will be sufficient for a surface equal to the size of the head of a nail. The mercury spreads immediately, penetrates the amalgam to where it was cut off with the knife, and the required piece may be now lifted and removed to the place to be repaired. This is the most difficult part of the operation. Then press lightly the new portion with a piece of cotton; it hardens almost immediately, and the glass presents the same appearance as a new one.

2. Pour upon a sheet of tinfoil about 3 drams of quicksilver to the square foot of foil. Rub smartly with a piece of buckskin until the foil becomes brilliant. Lay the glass upon a flat table, face downward; place the foil upon the damaged portion of the glass; lay a piece of paper over the foil and place it upon a block of wood or piece of marble with a perfectly flat surface; put upon it a sufficient weight to press it down tight; let it remain in this position for a few hours. The foil will adhere to the glass.

For an outline of a silvering process, see the ERA of January 9, 1908, page 40.

Pharmacy in China.

Dr. David Starr Jordan, discussing at a dinner in Washington certain rulings of the International Fisheries Commission, said:

"The fish there get no chance. They have as hard a time of it as the whites in the interior of China.

"A Chinese druggist said to his clerk:

"'Didn't I see a foreign devil come out of here as I came down the street?'

"'Yes, sir;' the clerk answered. 'He wanted a permanent cure for headache, and I sold him a bottle of rat poison.'"—*Detroit Free Press.*

Floating Drug Stores in Malaysia.

According to Consul-General James T. DuBois, of Singapore, the sale of Western medicines in the Malay Peninsula should find impetus under the new system of distribution. A dispensary boat, an ordinary house boat, with a crew to pole upstream and paddle downstream, will be equipped with Western medicines and cruise on the Pahang River in charge of a Malay "dresser." It will also facilitate the free distribution of quinine to the natives, which work has hitherto been accomplished through the agency of police stations and vernacular school teachers.

Germany's First Female Druggist.

Miss von Gossler of Berlin, who has just passed examinations for apothecary, is the first woman druggist in Germany. Miss von Gossler is 21 years old. She will take a position as apothecary's helper in a pharmacy in Darmstadt.

Necessarily.

"Is this phonograph a good one?"

"It records the truth on [illegible]."—*Puck.*

Active and Prominent Participants in Proceedings of the N. A. R. D. at Pittsburg.

WILHELM RODEMANN, Chicago, chairman N.A.R.D. telephone committee.

HARVEY I. LEITH, Providence, elected treasurer of the N.A.R.D.

W. S. RICHARDSON, Washington, chairman National legislative committee

SELECTED FORMULAS

American Dentifrice.

Powdered castile soap	1 dram.
Magnesium carbonate, heavy	2 drams.
Precipitated chalk	5 drams.
Soluble saccharin	1 grain.
Oil of peppermint	2 drops.
Oil of wintergreen	4 drops.
Menthol	1 grain.

Rub the last four ingredients together, and triturate uniformly with the magnesia before adding the chalk and soap. This is said to be an excellent preparation and its use leaves the mouth fresh and antiseptic.

Massage Ointment or Toilet Cream.

White wax	250 grams.
Paraffin oil	500 grams.
Borax	2 grams.
Rose water	75 grams.
Orange flower water	75 grams.

Theatrical Cold Cream.

Spermaceti	1 pound.
White wax	3 pounds.
Liquid petrolatum	2 gallons.
Borax	4 ounces.
Water	1 gallon.
Perfume, enough.	

Violet Skin Cream.

Tragacanth	4 drams.
Benzoic acid	1 dram.
Sodium borate	1 dram.
Water	4 fl. ounces.
Orange flower water	4 fl. ounces.
Glycerin	8 fl. ounces.
Oil of orris	20 minims.
Extract of jasmine	4 fl. drams.

Put the tragacanth in a wide-mouthed bottle and add the water, leaving it standing for several days; dissolve the acid and the sodium borate in a mixture of the glycerin and orange flower water, and add this to the tragacanth mixture; shake occasionally for several days, squeeze through flannel, stir in the oil and the extract, and put in tubes or jars, adding more water, if necessary.

Hair Curling Cream.

White castile soap	700 parts.
Acacia	700 parts.
Japan wax	500 parts.
Glycerin	300 parts.
Tallow	1500 parts.

The soap and acacia are separately dissolved each in 1500 parts of distilled water, and the solutions mixed and kept hot on the water bath. The Japan wax is then added and then the glycerin and tallow in the order named. A small amount of salicylic acid may be added, if desired, as soon as the wax and tallow have melted, the mixture is removed from the water-bath and rubbed to a homogeneous cream-like consistence.

Menthol Cream.

Menthol	10 grains.
Salol	½ dram.
Glycerin	3 drams.
Lanoline	6 drams.
Vaseline	6 drams.

Melt the vaseline and dissolve the menthol in it. In a warm mortar rub the salol and glycerin together, and add the vaseline and lanoline, stirring well to make a creamy ointment.

Camphor Ice.

Mutton suet	50 ounces.
White wax	4 ounces.
Camphor	10 ounces.
Tincture of benzoin	12 fl. drams.

Melt the suet after cleaning well, then put on the stove with its own weight of water. After it is all melted strain both suet and water through cloth, and let stand for 12 hours, then let all of the water run off. Again add enough water to about equal weight of melted suet, and repeat the operation until the suet is perfectly clean and white. Then add the white wax and tincture of benzoin. Lastly, strain, add the camphor, previously powdered, and strain again.

White Capping Wax.

Melt 8 ounces of white wax over a spirit lamp. For this purpose the wax may be put into any cheap tin or porcelain vessel with a handle. When the wax is melted add 2 drams of thick mucilage of tragacanth and 1 ounce of bismuth sub-

nitrate. Stir briskly until a uniform mixture results. The preparation is now ready for use. Dip the necks of stoppered bottles in to the desired depth. The mixture will harden almost immediately. Repeat this operation about three times and you will have a beautiful white cap—firm and yet easily removed. During the capping process the mixture must be stirred and held over the lamp from time to time.

Ink for Celluloid.

Powdered tannin, 15 grams; dry ferric chloride, 10 grams; acetone, 100 grams. Dissolve each of the dry ingredients separately, each in one-half the acetone, and mix the solutions.

Colored Marking Pencils.

Ceresin	4 parts.
Carnauba wax	3.5 parts.
Japan wax	2.4 parts.

Melt together, stir in talc, 5 parts, and the desired coloring matter in powdered form. The following colors are recommended: Prussian blue, 1.25 parts; cinnabar, 1.5 parts; chrome green, 1.5 parts; zinc white, 1.5 parts; chrome yellow, 1.5 parts; or lampblack, 0.8 part. The heating is continued during half an hour on a boiling water-bath with uninterrupted stirring, and the mass then poured into glass tubes, 25 cm. long, closed with a cork at one end, and allowed to cool. The congealed cylinders may then be removed, and the hollow portion, which inevitably forms, cut off, to be included in subsequent operations.

Syrup of Wild Cherry, Cod Liver Oil and Malt.

Cod liver oil	40 fl. drams.
Extract of malt	40 fl. drams.
Glycerin	1 fl. ounce.
Powdered acacia	1 av. ounce.
Oil of peppermint	¼ fl. dram.
Syrup of wild cherry, sufficient to make	20 fl. ounces.

Mix together the two oils and prepare an emulsion by rubbing up with acacia, adding 6 fl. ounces of syrup of wild cherry. Then mix together the extract of malt, glycerin and remainder of the syrup of wild cherry, add to the emulsion and triturate well, adding syrup of wild cherry sufficient to make 20 fl. ounces.

Compound Syrup of Thyme (Pertussin).

Liquid extract of garden thyme (vulgare)	8 fl. drams.
Liquid extract of wild thyme (serpyllum)	8 fl. drams.
Alcohol, 90 per cent	4 fl. drams.
Potassium bromide	200 grains.
Simple syrup	60 drams.
Distilled water	4 drams.

Worm Lozenges.

Santonin	500 grains.
Calomel	350 grains.
Powdered sugar	1 pound.
Powdered acacia	300 grains.
Mucilage of acacia	1 fl. ounce.
Tincture of orange	½ fl. ounce.
Distilled water, sufficient to make a mass.	

Divide into 500 lozenges. Dry at ordinary temperature for several days. One for a dose.

Chocolate Emulsion of Cod Liver Oil.

Decoction of Irish moss (1 to 20)	150 grams.
Cod liver oil	250 grams.
Glycerin	60 grams.
Cacao powder	30 grams.
Essence of vanilla	0.50 gram.

Rub the cacao powder with the decoction, warm the mixture, add the oil and glycerin and emulsify with egg yolk.

Wine of Cascara Sagrada.

Bitterless fl. ext. of cascara sagrada	1 fl. ounce.
[illegible]	10 grains.
Distilled water	2 fl. drams.
[illegible]	1 av. ounce.
[illegible]	18 fl. ounces.

Dissolve the gelatin in the water by the aid of a gentle heat, add the wine, then the fluid extract and sugar, shake well, set aside [illegible] and filter.

N. Y. C. TRUSTEES WELCOME NEW MEMBERS.

Robert W. Johnson Bequest to be Turned Over as Soon as Treasurer Signs the Necessary Papers.

At the October meeting of the board of trustees of the New York College of Pharmacy Dr. Henry C. Lovis and Caswell A. Mayo, the new members, were welcomed by chairman Thomas P. Cook. Adolph Henning, chairman of the property committee, reported that the college building was in better condition than at any time since its completion. The secretary's report showed a total of 250 students matriculated, an increase over last year. As soon as treasurer Clarence O. Bigelow signs the necessary papers, it was announced, the college will receive from the executors of the estate of Robert W. Johnson, the bequest of $2500 which the deceased willed the institution. The following were declared graduates in pharmacy:

Charles C. Becker, Lyn Berbert, Julius M. Breitenbach, J. J. Deputy, A. J. Goldberg, Leslie W. Howard, Selim I. Kutibah, Otto L. Schroeder and Benjamin Schwaid.

A meeting of the college organization held later in the month, was well attended. Business transacted consisted mostly of committee reports, Dr. H. H. Rusby developing some very interesting points relative to the U.S.P. Convention; Thomas F. Main reported on the annual meeting of the A. Ph.A., and Dr. George C. Diekman, presented an exhaustive report on the N.Y.S. Ph.A. meeting at Saratoga Springs.

DEAD JAPANESE STUDENT AWARDED DIPLOMA.

Interesting Feature of the 1910 Commencement of the University of Minnesota—Other Graduates.

At the 17th annual commencement of the College of Pharmacy of the University of Minnesota a diploma was granted in the name of Kozo Yamagishi, a Japanese pharmacy student who was accidentally killed in March by a falling door during a wind storm. The scholarship, department and popularity of Mr. Yamagishi, in connection with the fact that he had very nearly completed all the required work, was thought of sufficient merit to entitle his parents to the satisfaction of his diploma. The latter has been sent by registered mail to the parents in Kobe, Japan.

Dean Wulling officiated at the commencement exercises, which were well attended and interesting. The following students graduated with the degree, Bachelor of Pharmacy:

Delbert E. Bersing, Blair, Wisconsin; Otto P. Doelz, Minneapolis; Wm. H. Ebeltoft, Lake Park, Minn.; Carl A. Errickson, Cashton, Wisconsin; Chester E. Harding, Santa Monica, California; Wm. F. Hoppe, Breckenridge, Minn.; Geo. A. Janecky, Hutchinson, Minn.; Thomas Klovstad, Milan, Minn.; Wm. W. Lundberg, Minnewauto, Minn.; Victor R. Noer, Colfax, Wis.; Claude H. Parker, Minneapolis; Carl M. Paulson, Minneapolis; Wm. M. Peters, Minneapolis; Hugo O. Peterson, Minneapolis; Anastasia M. Remes, New Prague, Minn.; Arthur W. Reum, Minneapolis; Emil G. Souba, Hopkins, Minn.; Kozo Yamagishi, Kobe, Japan; Pauline B. Zalesky, St. Paul, Minn.

Autumn Graduates at Southern C.P., Atlanta.

One woman was among the 29 graduates in pharmacy at the September commencement of the Southern College of Pharmacy, held in the Atlanta Grand Opera House. The list follows:

Mrs. Marvin H. Smith, of Florida; L. R. Brewer, of Georgia; H. L. Wright, of South Carolina; J. L. Parker, of Alabama; T. J. Darnell, of Georgia; J. C. Crumley, of Georgia; S. E. Brown, of Georgia; J. F. Wilson, Jr., of Georgia; W. P. Hodge, of Georgia; Dr. Marvin H. Smith, of Florida; B. D. Stoudemire, of South Carolina; I. S. James, of Mississippi; Frank Stone, of Tennessee; S. L. Reed, of Georgia; J. J. Peavy, of Alabama; H. H. Smith, of Georgia; J. C. Stokes, of New Jersey; O. W. Simpson, of Alabama; W. E. Avery, of Georgia; W. O. Carter, of Louisiana; W. O. Power, of Alabama; H. W. Mason, of Georgia; L. C. Pearman, of Georgia; C. T. Beacham, of Georgia; [illegible] of Georgia; W. T. Perry, of Georgia; H. C. Dozier, of Georgia; S. B. Ellis, of Mississippi, and C. F. Brooks, of Florida.

Iowa City College Classes Elect Officers.

At recent meetings of the classes of the Iowa University College of Pharmacy these officers were chosen:

Senior class: President, H. F. Lemke; LeMars, vice-president and [illegible] committee, C. F. Holmes, Keokuk; secretary-treasurer, Anna Jessie, Muscatine.

Junior class: President, [illegible] Wittington; vice-president, L. B. Peterson, Iowa City; secretary-treasurer, J. H. Pierce, Silver [illegible] representative, D. B. Brockside, Lewis.

Three Active N. A. R. D. Workers Elected to Office at the Pittsburg Convention.

PETER G. WALTER, Pittsburg, second vice-president N.A.R.D.

E. A. BERNIUS, St. Louis, third vice-president N.A.R.D.

E. H. THIESING, Cincinnati, member executive committee, N.A.R.D.

BOARD EXAMINATIONS

Pennsylvania.

WILLIAMSPORT, Oct. 20.—L. L. Walton, secretary of the Pennsylvania State Pharmaceutical Examining Board, announces the following list of successful applicants at the examination held in Williamsport in August:

Pharmacists—H. E. McAninch, Williamsport; William P. Webster, Erie; S. D. Lamb, Philadelphia; Elias Israelvitz, Philadelphia; Charles U. Long, Philadelphia; William S. Durban, Plymouth; Walter E. Ruch, York; Jacob C. L. Ritchey, Carlisle; Karl Werner, Glenolden; Carl N. Schmitt, Jr., Philadelphia; James H. McAdam, Sharon; Rudolph Lundgren, McKeesport; G. W. S. Humphreys, Brockwayville; Walter C. Dice, Allegheny; Claude W. Christenson, Kane; Harry Diamond, Pittsburg; Earle D. Seiss, Philadelphia.

Assistant Pharmacist—Robert H. Swartz, Jr., Harrisburg; Nervin A. Myers, Harrisburg; E. C. Rowse, Pittsburg; Alfred Carter, Pittston; James B. Black, Union City; Harry B. McHenry, Bradford; Grayle W. Howlett, Buffalo, N. Y.; Morton R. Coulter, Meadville; Ramsay Mebane, Wilkes-Barre; Donald Mebane, Wilkes-Barre; John M. Vogel, Williamsport; John B. Bader, Williamsport; Hugh L. Mattson, Philadelphia; Leroy Hillegass, Pennsburg; Fred M. Smith, Friendship, N. Y.; Harry R. Gehres, Goodspring; A. E. Walker, Buffalo, N. Y.; John H. Kintner, Easton; George Gibbons, Jr., Wilkes-Barre; Thomas J. Buss, Philadelphia; Nathan Finkelstein, Goldsboro, N. C.

The following rules have been adopted:

An applicant for registration as pharmacist must hereafter remit the examination fee of $3 to the secretary with his request for application form.

Colleges of pharmacy recognized by this board must furnish the secretary with a detailed sworn statement of the number of hours of instruction they give in their respective lecture, laboratory and recitation courses.

The next examinations will be held in Pittsburg and Philadelphia on Nov. 11 and 12.

Illinois.

SPRINGFIELD, Ill., Oct. 20.—At the September examination of the Illinois State Board of Pharmacy in Chicago 12 of the 65 applicants for registered pharmacist, 23 of the candidates for assistant pharmacist and 2 of the 3 applicants for local registration were successful. Their names follow:

Registered Pharmacists—Leslie R. Crawford; Frank A. Kuflewski; Joseph A. Merrill; Max Robins; Wm. Shafran; Arthur G. Sprague; Chas. K. Stulik; John S. Williams, all of Chicago and Waesland L. Daniel, Evanston; S. F. Flint, Lebanon; Carson H. Porter, Rockford and George A. Schwitzer, Riverside.

Assistant Pharmacists—Felix Daudelin; Jacob DeKoren; Everett A. Dunn; M. S. Edison; Aaron Goldberg; Paul R. Josenhans; Franklin L. Jones; Joseph A. Kapoun; Orval W. Lee; Vincenzo Marzano; Oscar W. Rogers; Adelbert W. Russell; Arnold F. Schnettgen; Virgil F. Selbert; Emil G. Silverberg; Herman F. Stalb; Longin L. Tabenski; Benj. H. Williams and Arthur M. Wheeler, all of Chicago and Patrick Keating, Kewanee; Wm. J. Richards, Oglesby; Melvin D. Sweetland, Highland Park; George L. Tierney, Decatur.

Local Registered Pharmacists—David B. Frey, Gillespie; Geo. W. Lyons, Chrisman.

Next meeting in Chicago for the examination of registered pharmacists will be held Dec. 6, at 9 a.m., at 87 Lake street. The next meeting in Chicago for the examination of assistant pharmacists will be held Dec. 8, at 9 a.m., at the same place.

Indiana.

INDIANAPOLIS, Oct. 20.—The Indiana Board of Pharmacy has announced that the following have received certificates:

Registered Pharmacists—Paul W. A. Batchelor, Wabash; Kelsey N. Crackel, Evansville; Thomas G. Cressner, Terra Haute; Frank S. Gray, Allendale, Ill.; S. Sam Herewitz, Gary; Everett D. Hess, Brook; John Thomas Jenkins, Valparaiso; Fred C. Musser, La Grange; Arthur C. Major, Shelbyville; Worley C. Pontius, Frankfort; Mark Emerson Stevens, Portland; Walter B. Tinsley, Indianapolis; Harley Anthony Tolley, Hampton, Ky.; Joseph C. Vermilya, Bloomington; Lee F. Remmeter, Indianapolis; Noah Alton Bash, Auburn; Otis Glenn Oblander, Angola; Robert Newton Sisson, Hazelton.

Assistant Registered Pharmacists—Mrs. Ruth B. Todhunter, Kokomo; Mark P. Jett, Valparaiso; Paul Kunkler, Terre Haute; Chauncey E. Magley, Decatur; Bert Alford Mills, Zionsville; Ralph E. Nash, South Bend; Guy Blackmore, Lawrenceburg; E. A. Bush, Reynolds; George B. Dean, New Albany; Harry Ewing, Indianapolis; John Michael Heinen, Ambia; Webb B. Hooper, Amboy; Tod B. Huron, Tipton; Joy B. Ritter, Valparaiso, and Cyril L. E. Wilson, Kendallville.

Wisconsin.

MADISON, Oct. 20.—In recent examinations by the Wisconsin State Board of Pharmacy out of 47 applicants, 27 were successful in meeting the requirements, the following having passed:

Registered Pharmacists—Peter Daleiden, Chilton; Bruno Leidel, Milwaukee; Charles L. Funk, Janesville; Charles F. Bassey, Madison, and J. H. Bliss, Janesville.

Registered Assistant Pharmacists—W. Harry Zimmerman, Waukesha; Leo A. Slawney, Milwaukee; Alvin A. Norton, Marinette; Constine Graffenberger, Milwaukee; Joseph B. A. Dorszynski, Milwaukee; Hazel E. Elwell, Tomah; Schiffe Dense Schiffender, Milwaukee; Harry E. Weiand, Milwaukee; J. Joseph Eisenberg, Milwaukee; Robert H. Leonhardt, Sheboygan; R. Thurow, Milwaukee; James A. Conway, Janesville; Carl Eckmeyer, Sheboygan; Carl C. Neubauer, Merrill; Cyril A. Kloety, Milwaukee; Fred Arnold, Appleton; Victor R. Noer, Colfax; Fred A. Quilling, Menomonie; Robert F. Bartlett, New Glarus; Charles A. Abbott, Amery, and Harry M. Lappley, Mazomanie.

Mississippi.

JACKSON, Oct. 20.—L. H. Wilkinson, secretary of the Mississippi State Board of Pharmaceutical Examiners, announces that as a result of the recent examination, licenses have been issued to 28 of 58 applicants, in addition to which licenses were issued to seven graduates of the Mississippi University, who are not required to stand an examination. Of this class of 58 six were negroes, two of them passed, and

most of the other class were applicants who had failed in previous examinations. Those who were granted licenses are: [illegible] Lee Magee, Frank P. Cassidy, Vicksburg; John T. Ellzey, E. Isaacson, R. L. Bennett, Lauria, C. F. Reckless, Lloyd S. Scott, M. Hodnett Mershon, Rudiff A. Tortenberry, [illegible], Edward H. Irby, Dorsett; Jesse C. Hutson, Isaac; Edgar Vs. McMurtis, Jackson; George M. Semple, Vicksburg; R. B. Harper, Fayette; William J. Bell, Okolona; R. C. Rush, Bay St. Louis; Frederick Wesley Richards, J. V. McMullen, Mize; J. J. McGehee, Carthage; Joseph F. Champion, Indianola; W. T. Phillips, Jackson; C. S. Jackson, Leakville; P. J. Fik, Jackson; I. L. Rountree, Independence; A. R. Walker, Port Gibson; C. T. Fleackerlin, Winona; Wiley M. Wood, Franklinton, La.; Joseph J. Gerache, Jr., Vicksburg; Claud V. Terry, Natchez; Earl L. Kinney, Greenville.

Montana.

BILLINGS, Oct. 20.—Secretary T. M. Kehoe announces that at the 32d semi-annual meeting of the Montana State Board of Pharmacy held at Helena this month, 38 candidates were examined of which 21 received certificates as registered pharmacists and 16 as assistant pharmacists. Their names:

Registered Pharmacists—F. Nash, Helena; J. R. Leeper, Chateau; Dell Bergen, Butte; Conrad Ber, Three Forks; W. C. Spaker, Hamlet; W. A. Crawford, Kalispell; W. R. Medilu, Butte; R. S. Hamilton, Conrad; E. S. Patten, Missoula; R. R. Mellon, Butte; L. G. Vicars, Livingston; R. H. Fuller, Havre; A. G. Gillispie, Standford; P. W. Savage, Miles City; R. J. Woods, Bozeman; E. Mallett, Helena; K. E. Anderson, Glasgow; W. F. Halliday, Kenspect; Wm. Schaffarzick, Livingston; A. R. Schoenig, Missoula; Albert Morin, Walhalla, N. D.

Assistant Pharmacists—I. O. Wheeler, Great Falls; Harold [illegible], Arendes, Frank Chastek, Bridger; J. F. Sullivan, Helena; J. R. Medford, Glendive; Harold Ferguson, Helena; B. M. Fletcher, Butte; F. R. Jacobs, Lewistown; L. H. Ieckel, Glendive; Wm. Arendsen, Glasgow.

The board is composed of J. L. Krakeroe, Bozeman, president; Sid J. Coffee, Missoula, treasurer, and T. M. Kehoe, Billings, secretary.

Missouri.

ST. LOUIS, Oct. 20.—At the examination of the Missouri Board of Pharmacy held Oct. 10 the following qualified:

Registered Pharmacists—H. C. Dyer, S. E. Kepler, A. G. Comber, E. C. Cordrey, C. T. Bixen, E. H. Breemer, C. F. Miller, W. W. Wilson, James Starke, A. C. Youngman, C. O. Burst, A. Felgenbaum, R. A. Dougley, St. Louis; B. W. Sharp, P. H. Brown, Kansas City; O. C. Burri, St. Joseph; L. Anderson, Gainesville; Henry M. Sigloch, Keytesville; Arthur Davis, Poplar Bluff; Joseph W. Stubblefield, Success, Ark.; S. E. Morlan, Pollock; Sam Carey Smoot, Campbell; O. L. Wilson, Southwest City; Fred K. Wheeler, Bethany; C. W. D. Fultz, Hale; W. C. Pearson, Corney; W. S. Riley, Kearney; J. H. Halter, Charleston; J. R. Holliday, Keytesville; W. J. Day, Benton City.

Assistant Pharmacists—W. B. Primm, Deerfield; Ramon Yohe, Holliday; Brinton S. Jones, Lorenz P. Elz, Abraham P. Cohen, William Blumel, Jr., St. Louis.

Virginia.

RICHMOND, Oct. 20.—Three cases of misconduct on the part of pharmacists were considered at the October meeting of the Virginia Board of Pharmacy and the accused were placed on probation. At the examination the following were successful in being licensed in Virginia:

Registered Pharmacists—J. Z. Layne, Abingdon, Hugh F. Hurst, Richmond; Howard Corbin, Norfolk; Crowder White, Newport News; C. W. Bibb, Roanoke; H. E. C. Schulze, W. A. Mercer, W. L. Grimes, Richmond; H. E. Grigg, Greensboro.

Registered Assistant Pharmacists—Vas A. Keister, Pulaski; C. E. Hall, Covington; R. E. Floyd, Nassawaddox; H. E. Crabtree, Bristol; P. E. Plunkett, C. L. Halstead, Paul C. Jones, Norfolk; Radford Royal, Richmond; O. L. Hurdle, Norfolk; W. [illegible] Hopkins, Richmond; M. M. Stephenson, Ashland.

Michigan.

DETROIT, Oct. 10.—Next meeting of the Michigan Board of Pharmacy will be held at Grand Rapids, Nov. 15-17. At the last [illegible] the following were qualified:

Registered Pharmacists—Clarence M. Jennings, William H. Klatt, Walter R. Kerr, Harry A. Boucher, Jame Ekelman, Edward Fallo, Arthur Groskopb, Dan Wilbur Hauser, Andrew N. Lindeberg, Frank J. O'Callagan, Clyde D. Rowe, Harry E. Roe, Mahon K. Smith, A. E. Widerfield.

Registered Assistant Pharmacists—[illegible] Albert Van Rossenberg, Anthony Roshek, Alexander Zoyn, Steward M. Dodge, Arthur Gidley, D. Glen Lowes, Earl R. MacKay, Edward R. Palshell, [illegible].

Massachusetts.

[illegible] Oct. 10, Edward J. Sweeney of Somerville was [illegible] at the examination of the Massachusetts Board of Pharmacy held in this city. [illegible] Other successful candidates were: [illegible] Arthur J. Zygmond, Newton; [illegible].

District of Columbia.

WASHINGTON, D. C., Oct. 20.—Secretary S. L. Hilton announces that at the [illegible] examinations of the Board of Pharmacy of the District of Columbia the following were listed as the successful candidates: Naomi E. Richardson, James F. Everett, Frank A. Robey, Julia H. Strobel, Minnie A. Crews, Henry D. Hughes, Francis A. Lucas, R. N. Mac Williams and Harry Lawrence. Each was licensed to practice pharmacy in the District of Columbia. The next examination will be held Jan. 12 and 13, 1911.

Texas.

GALVESTON, Oct. 20.—Secretary R. H. Walker, of the Texas State Board of Pharmacy, announces that the following applicants were successful at the September examination:

Registered Pharmacists—A. D. Paulus, Lockhart; Ward C. Figley, La Porte; Vidal C. Carlin, Galveston; R. S. Carsner, Victoria; C. E. Kee, Temple; A. A. Luckenbach, Luckenbach; W. B. Roman, Jr., Bryan; Edwin Bruce, Jr., Galveston; S. G. Odom, Rogers; B. B. Bowden, Galveston; C. M. Carr, Arcadia.

Prior to Nov. 1 the board will decide the question of adding bacteriology as a subject. The next examination will be at Dallas Jan. 17.

Colorado.

DENVER, Oct. 20.—As a result of the Colorado Board of Pharmacy's September examinations the following qualified as registered pharmacists: I. E. Arentz, Denver; A. J. Bacon, Pueblo; G. W. Bean, Pueblo; R. R. Bell, Denver; Earl D. Bradley, Denver; B. Carpenter, Grand Junction; George H. Chittick, Colorado Springs; Grover Coder, Denver; T. L. Edgar, Ordway; H. D. Feltz, Denver; F. F. Frye, Colorado Springs; Chester E. Harding, Denver; Chester E. Haskins, Salida; Fred E. Holland, Las Animas; Fred E. Judy, Denver; Herbert Luria, Denver; Le Roy Newbern, Pueblo; J. Albert Pierce, Denver; R. W. Riedel, Ault; A. H. Ryan, Sterling.

California.

SAN FRANCISCO, Oct. 20.—At the last meeting of the California State Board of Pharmacy the election of officers for the ensuing term resulted as follows: H. O. Buker, Fresno, president; E. J. Molony, San Francisco, treasurer; Louis Zeb, San Francisco, secretary.

The following branches were assigned to the respective members in which to conduct the examinations for the ensuing year: Chemistry, C. B. Wilden; Materia Medica, J. O. McKown; pharmacy, E. T. Off; practical pharmacy, E. J. Molony; Identification, H. J. Finger; toxicology, G. M. Sutherland.

Kansas.

ELLSWORTH, Oct. 20.—W. E. Sherriff, secretary of the Kansas State Board of Pharmacy, announces that the next examination will be held in Pittsburg, Nov. 16. At the August examination in Beloit the following applicants qualified:

Registered Pharmacists—Ethel Bunch, Beloit; Ivan M. Coldwell, Kansas City; Arthur Hill, Wichita; Bess M. Sharp, Kansas City; Lee F. Barker, Clay Center; J. H. Gray, Wichita; Nellie S. Johnston, Kensington.

Registered Assistants—A. T. Richardson, Topeka; Howard W. Harbaugh, Beloit.

Maryland.

BALTIMORE, Oct. 20.—At the September examination of the Maryland Board of Pharmacy the following passed:

Pharmacists—J. Fred Holden, Queenstown, Md.; W. Morgenstern, Walter Brenton, Baltimore, Md.; F. R. Stammer, Towson, Md.; Charles B. Boyle Zeller, Hagerstown, Md.; Enoch D. Dickerson, Frank H. Weaver, Baltimore, Md.

Assistants—D. Carl Wolf, Hagerstown, Md., and John C. Norton, Powell P. Towers, James W. Powers, Harry G. Lehr, Philip Raiva and Uriah Woodyard, all of Baltimore.

Iowa.

DES MOINES, Oct. 20.—Out of a class of 26 in the August examination of the Iowa Pharmacy Commission 23 failed. The successful three were M. S. Morris, Des Moines; John T. Voight, Burlington; Bernard Foster, Creston.

Loses His License for Lending It.

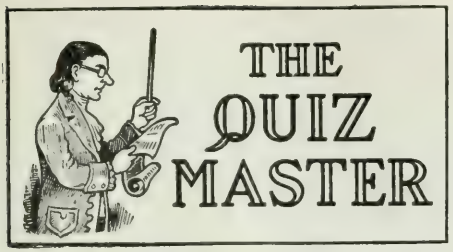
BURLINGTON, Oct. 20.—Vermont State Board of Pharmacy has cancelled the certificate to practice pharmacy held by Frank Eldred, of this city, for allowing it to be displayed in drug stores where he was not employed.

Auctioneer Preferred to be a Horrible Example.

Several times cynics had attempted to trap the auctioneer who was selling the retired druggist's stock of patent medicine into an admission that the nostrums he boomed was fake goods says the New York Sun, but always he was too quick witted for them. But when he got to the cough syrup, warranted to relieve tickling in the throat and stop the worst cough in five minutes after taking they thought they had him sure. The cold that had hampered the auctioneer throughout the day developed into a racking cough which punctuated his praises of the peerless medicine.

"Why don't you stop talking long enough to take some of your own cure, eh?" a wag called out.

"My dear sir," barked the auctioneer, "if I should do that I would have no cough handy to illustrate the kind of cough my medicine will cure."



A MONTHLY SERIES OF PRACTICAL AND EDUCATIONAL QUESTIONS FOR DRUG CLERKS AND STUDENTS, WITH THREE CASH PRIZES EACH MONTH FOR THE MOST CORRECT ANSWERS.

THREE PRIZES of $5.00, $3.00 and $2.00 respectively, will be paid each month to the three persons submitting the largest number of correct answers to each monthly series of questions. In the event of a tie for any one of the prizes offered, such prize will be equally divided among the successful contestants. This competition is open to all who may desire to compete.

ANSWER BY NUMBERS and write your answers upon letter size paper (8x10 in.), one side only, with your Name and Address at the top of each sheet. Also number your sheets.

ALL ANSWERS for each month's series of questions must be sent at one time, and must be with us not later than the 15th of the following month.

CORRECT ANSWERS to each series of questions and the names of the three contestants who have been awarded the prizes will be published in the Era, after the close of the respective contests.

WE INVITE our readers to send us their questions for publication in this department, particularly questions related to the practical work of drug clerks.

ALL COMMUNICATIONS relating to this department should be kept separate from other correspondence, and addressed to

The Quiz Master
Care of Pharmaceutical Era 82 Fulton St., New York

Questions, November Series, 1910.

1—What is the valency of mercury in mercuric compounds; in mercurous compounds?

2—What would you dispense for "aether ext. felix-mas?"

3—What are four official solids which may be classed as emollients?

4—What official substance is sometimes called artificial or synthetic oil of bitter almond? What is the chief differences between this preparation and the natural oil of bitter almond?

5—Why should nitrobenzene or oil of mirbane not be substituted for either the natural or the true synthetic oil of bitter almond?

6—Has India-rubber any therapeutic action? Why is the substance of interest to pharmacists.

7—Of what substance does the precipitate which separates from tincture of rhubarb on standing, largely consist?

8—Why are soluble compounds of santonin not suitable for medical use?

9—What occurs when a fine stream of ethyl chloride is directed for a few minutes upon any part of the human body?

10—What are glucosides?

11—How does potassium ferrocyanide act as an antidote for copper sulphate?

12—What are electuaries?

13—Why is it better to contuse green or fresh drugs in mortars made of hard wood, or stoneware, instead of in metallic mortars?

14—Why do many pharmacists write the label before beginning to compound a prescription?

15—What is meant by the pharmacopœial statement that boric acid is "slightly unctuous to the touch?"

16—How much insect powder should remain in a 5 pound (avoir.) can of this powder after the following amounts (avoir. weight) have been removed: 7½ ounces, 4 ounces, 2 pounds and 180 grains? Show work.

17—What kind of containers are probably best adapted for the storage of crude drugs in such quantities as are usually found in drug stores?

18—What is the difference in the strength of solution of lead subacetate and of diluted solution of lead subacetate?

19—What is the reaction of quinine bisulphate to litmus paper; of quinine sulphate?

20—Why are glass pans preferable to metallic pans for the prescription scales?

21—What substances contained in the formula for syrup of ferrous iodide tend to prevent the oxidation of the ferrous iodide?

22—What is the more common name for methylthionine hydrochloride? What is the appearance of this substance?

23—What occurs when silver nitrate is triturated dry with iodoform?

24—What are hypnotics?

25—Stated in percentages of arsenic trioxide, what are the comparative strengths of solution of arsenous acid and Fowler's solution?

26—Given three solutions, how would you determine which was acid, which was alkaline and which neutral?

27—As used in pharmacy what is the meaning of the term "lutes"?

28—What is the official average dose of boric acid; extract of cascara sagrada; morphine sulphate; olive oil?

29—What are four common names for hyoscyamus?

30—What is the difference in the composition of living sponges and sponges as found in commerce?

31—If equal volumes of alcohol and water are mixed, will the volume of the mixed solution be the same as the total of the volumes of the two liquids before they were mixed?

32—What are the ingredients used in preparing solution of peptonate of iron with manganese?

33—What are amylolytic ferments?

34—How may monobromated camphor be prepared from camphor and bromine?

35—What occurs when salicylic acid is heated?

36—What may occur if borax is added to an emulsion in which the emulsifying agent is acacia?

37—Citric acid is used in preparing what official solutions?

38—What is usually dispensed in a drug store upon an order for arrowroot?

39—How would you briefly describe capsules in which liquids are usually dispensed?

40—Why should gelatin not be used as a base for suppositories containing tannic acid?

41—When a liquid is decanted from a vessel having no lip, how may the liquid usually be made to pass from the vessel in a small stream?

42—What are some of the reasons for the precipitation of fluidextracts on standing?

43—In dispensing nitrohydrochloric acid, what precautions should be observed?

44—Briefly, for what is zinc stearate used in medicine?

45—Iron and quinine citrate is sometimes found in the market in green scales; how do you account for this?

46—Why is a dried drug more easily reduced to a powder than a fresh drug?

47—Are the official elixirs, preparations which are liable to spoil?

48—If 100 gm. of opium, containing 7 per cent of morphine, are mixed with 200 gm. of opium containing 9 per cent of morphine, what is the morphine strength of the resulting product? Show work.

49—Why should the use of the name "coal tar creosote" be discouraged?

50—What effect does glycerin have upon the taste of tincture of ferric chloride?

Competitors, Please Notice.

The above list of questions is the complete series for November, and all who desire to compete for the prizes should see that their answers are received by the Quiz Master, not later than December 15. Do not send your answers in parts, but mail them all at one time, and be sure to follow the instructions given at the head of this department.

The judges in the September contest of the Quiz Master's Department have awarded the prizes as follows:

First prize, $5, to E. M. Holt, Quarantine, La.
Second prize, $3, to Carl A. Flandermeyer, Cleveland, Ohio.
Third prize, $2, to A. F. Donahower, Philadelphia, Pa.
Contestants wishing to know the grade which they have

made in the September contest may obtain this information on request by sending two cents for postage to the Quiz Master. THE QUIZ MASTER.

Questions and Answers, September Series, 1910.

1—Cantharides is used in preparing what U.S.P. preparations?

Cantharides cerate, cantharidal collodion and tincture of cantharides.

2—Which of the preparations mentioned in the answer to the previous question are intended for internal use?

Tincture of cantharides.

3—What is the difference between a solution of hydrogen dioxide and a solution of hydrogen peroxide?

They are both names for the same preparation.

4—What property is imparted to water in which soap bark is permitted to macerate?

When bruised and macerated in water soap bark imparts to that liquid, on agitation, the property of frothing like an aqueous solution of soap.

5—What are rhubarb fingers?

Rhubarb fingers are composed of powdered rhubarb compressed into forms. The term "fingers" is also applied to pieces of rhubarb rhizome which have been cut and trimmed until they have the general form of a finger.

6—What are some of the purposes for which a compound microscope can be used in a drug store?

For the examination of drugs as to their identity, quality and purity, detection of adulterants, particularly with reference to powdered drugs, spices, foods, etc., and for use in bacteriological examinations and urinalysis.

7—How may ammonium chloride be prepared commercially?

Ammonium chloride is now chiefly prepared by saturating the ammonia liquor from gas works with hydrochloric acid, evaporating the solution to dryness, and subliming the residue in iron vessels.

8—At what temperature does lard oil solidify? What is the appearance of this oil in the solid form?

Lard oil solidifies at or near 0°C(32°F). It has a white appearance, and is greasy and lard like.

9—To the presence of what substance is the green color of plants generally due?

Chlorophyll.

10—What are some excipients suitable for making pills containing creosote?

Soap and water, melted wax, or a mixture of licorice root and extract of licorice.

11—What is the appearance, odor and taste of potassium permanganate?

Potassium permanganate occurs in slender monoclinic prisms, of a dark purple color, almost opaque by transmitted light, and of a blue metallic lustre by reflected light, odorless, and having a taste at first sweet, but afterwards disagreeable and astringent.

12—Why should oils not be used in the treatment of phosphorous poisoning?

Oils are solvents of phosphorus and should not therefore be employed as antidotes in phosphorus poisoning, as their presence would tend to facilitate rather than to retard the absorption of the phosphorus into the system. Some toxicologists recommended the administration of French oil of turpentine in such cases, but this treatment is open to criticism.

13—What is the advantage in using ointment boxes having rounded bottoms?

The contents of an ointment box having a rounded bottom can be more easily removed than the old style box having a square cornered bottom.

14—Why will a piece of wood, placed upon the surface of water, sink much deeper than it will when placed upon the surface of mercury?

Mercury is a much denser liquid than water, and a piece of wood placed upon the surface of mercury is buoyed up with a greater proportional force than it is upon water.

15—How many Gm. of a 15 per cent solution of potassium iodide can be made from 800 gm. of a 20 per cent solution? Show work.

800 gm. in 100 gm. of a 20 per cent solution there are 120 gm. of potassium iodide (800 × 20 = 120). In a 15 per cent solution of potassium iodide one gram of potassium iodide will be found in 6⅔ gm. of solution (100 : 15 = 6⅔), and therefore 120 gm. will be present in 800 gm. (6⅔ × 120 = 800).

16—What U.S.P. acid will readily dissolve gold leaf?

Nitrohydrochloric acid.

17—What is the official average dose of antipyrine; compound tincture of guaiac N.F.; effervescent sodium phosphate; syrup of calcium hypophosphite, N.F.?

Antipyrine, 4 grains; compound tincture of guaiac, 1 fluidrachm; effervescent sodium phosphate, 120 grains; syrup of calcium hypophosphite, 1 fluidrachm.

18—What are the English equivalents for the following Latin contractions: (a) ejusd.; (b) frig.; (c) non-rep.; (d) pulv. subt.?

(a) of the same; (b) cold; (c) it is not to be repeated; (d) very smooth powder.

19—Which of the U.S.P. spirits are not precipitated by water?

Spirit of ether, spirit of nitrous ether, spirit of ammonia, whisky and brandy.

20—Unless carefully made, what may cause cerates to be lumpy?

Unless carefully made cerates may become lumpy, owing to the different melting points of the ingredients and the resultant difficulty in thoroughly mixing them. In preparing cerates the substance having the highest melting point should be melted first, then the remaining substances seperately added in the order of their melting points, care being taken to see that each is liquefied before making another addition.

21—The physiological action of stramonium closely resembles that of what other U.S.P. vegetable drug?

Belladonna leaves and root.

22—What is the narcotic or soporific ingredient in compound syrup of white pine, N.F.?

Morphine sulphate.

23—What official compound results from the action of hydrochloric acid upon marble.

Calcium chloride, the reaction being represented by the following equation: $CaCO_3+2HCl=CaCl_2+CO_2+H_2O$.

24—What should occur, when a test tube half filled with ether and containing some broken glass, is held for some time closely grasped in the hand?

When a test tube half filled with ether and containing some broken glass is held for some time closely grasped in the hand, the ether should boil.

25—As a rule what is the color of ferric salts? What U.S.P. ferric salt has a white color?

As a rule ferric salts are of a reddish brown color. Ferric hypophosphite.

26—How test oil of theobroma for the absence of wax, stearin or tallow?

If 1 gm. of oil of theobroma be dissolved in 3 cc. of ether in a test tube at a temperature of 17°C. and the tube frequently plunged in water at 0°C., the liquid should not become turbid nor deposit white flakes in less than three minutes; and if the mixture after congealing be again brought to 15°C., it should gradually form a perfectly clear liquid (absence of wax, stearin, tallow).

27—Why should hot water not be used in preparing a mustard plaster?

The active ingredient of mustard plaster is oil of mustard which is developed in the ground mustard in the presence of water by the ferment myrosin. Hot water destroys this ferment and mustard so treated loses its rubefacient or counter-irritant properties.

28—What is (a) chemical food; (b) cinnabar; (c) French white; (d) phenic acid?

(a) Compound syrup of the phosphates; (b) mercuric sulphide; (c) powdered talc; (d) phenol.

29—Briefly what are the two principal methods for marking the graduations on graduates?

The graduation of these measures is performed in two ways: in one the plunger used in making the utensils out of the molten glass is graduated; thus the finished graduate is produced in one operation. In the other, the graduating is done by hand, the quantity of liquid being poured into the ungraduated vessel from a burette and the quantity of liquid is carefully marked, the finishing of the graduate being done by the engraver.

30—What are the ingredients used in preparing (a) lead and opium wash (b) milk of magnesia?

(a) lead acetate, tincture of opium and water, (b) magnesium sulfate, sodium hydroxide and water.

31—What are two metals, the oxalates of which are usually

present in cerium oxalate?

Didymium and lanthanum.

32—Why must amyl nitrite be kept absolutely dry?

In the presence of moisture, amyl nitrite is rapidly decomposed into amyl alcohol and nitrous acid. Hence, the pharmacopœial direction that it should be kept in hermetically sealed bulbs.

33—What is meant by enteric pills?

Enteric pills are pills so coated that they do not, when administered, dissolve in the acid fluids of the stomach, but are soluble in the alkaline fluids of the intestines.

34—Why should the ordinary wooden cup-shaped measure, used in dividing seidlitz powders, be frequently standardized?

This measure should be frequently standardized because the cup wears away quickly and the capacity of the cup gradually diminishes. Much greater accuracy may be obtained by weighing each powder.

35—What are four liquids in which phenol is very soluble?

Alcohol, ether, chloroform and benzine.

36—What should be the color and reaction to litmus paper of a freshly prepared aqueous solution of sodium salicylate?

An aqueous solution of sodium salicylate when freshly made, should be colorless and should slightly redden blue litmus paper.

37—How would you prepare 100 cc. of a 2 per cent solution of apomorphine hydrochloride? Briefly explain.

Take 100 cc. of water, which will represent 98 per cent of the finished solution and calculate the weight of apomorphine hydrochloride required in every 100 parts by weight of finished solution, as follows: Since 98 per cent of the finished solution is 100 cc. of water or 100 gm. then 1 per cent represents 1 1-49 gm. (100÷98=1 1-49) and 2 per cent is 2 2-49 gm. (1 1-49×2=2 2-49), the amount of apomorphine hydrochloride which must be added to 100 cc. of water to make a 2 per cent solution. Having dissolved 2 2-49 gm. of apomorphine hydrochloride in 100 cc. of water, measure out 100 cc. of the solution.

38—What color changes occur when acetanilide is added to spirit of nitrous ether?

Acetanilide with spirit of nitrous ether gives a yellow solution, becoming red on standing for some time.

39—Why are bottles having the bottoms rounded to be preferred as containers for effervescing solutions?

Bottles with rounded bottoms permit the more equal distribution of the pressure developed from the expansive force of the gas which may be liberated within, hence their greater strength and usefulness as containers for effervescing solutions.

40—What is the most important alkaloid found in physostigma and what salts of this alkaloid are recognized by the Pharmacopœia?

Physostigmine. Physostigmine salicylate and physostigmine sulphate.

41—What is the source of camphoric acid?

Camphoric acid is obtained from camphor by oxidation with nitric acid.

42—What are diaphoretics?

Medicines which cause an increase of perspiration.

43—What occurs if veratrum is applied to the mucous membrane of the nose and throat?

Veratrum, applied to the mucous membrane of the nose and throat, produces violent sneezing and coughing.

44—Briefly, what is the internal medicinal action of castor oil?

Internally castor oil is a simple purgative, causing soft, but not liquid stools, without griping.

45—As used in pharmacy what is meant by the term "crystal"?

In pharmacy the term "crystal" is applied to the regular geometric forms, bounded by plane faces and definite angles, which many bodies assume in passing from the liquid to the state under certain conditions. Bodies without definite forms are termed *amorphous*.

46—How does purified animal charcoal differ from crude bone-black?

Purified animal charcoal differs from crude bone-black in having been repeatedly treated with boiling diluted hydrochloric acid, whereby all acid soluble impurities, such as calcium carbonate and phosphate, are removed.

47—Why cannot aqueous solutions of tartar emetic be mixed with strongly alcoholic liquids?

Aqueous solutions of tartar emetic cannot be mixed with strongly alcohol liquids without precipitation, as the salt is wholly insoluble in alcohol.

48—As applied to a class of plant principles, what is meant by "neutral principles"?

Neutral principles are neutral or feebly acid constituents of plants whose exact chemical structure is not well defined. They differ from glucosides in not being resolvable into glucose, and from alkaloids in not being precipitated by tannic acid or potassio-mercuric iodide.

49—What are three neutral principles recognizeed by the Pharmacopœia?

Aloin, chrysarobin, elaterin.

50—What is a urinometer?

A urinometer is a hydrometer intended especially for use in determining the specific gravity of urine.

ERA COURSE IN PHARMACY.

Matriculation Number. **Graduates to October 1, 1910.** *Examination Grade, P. Ct.*

6219. John Ash, Milwaukee, Wis. 98
6387. George Estes Bolen, Wildersville, Tenn. 96
6573. Frank W. Schroff, Terre Haute, Ind... 96

The above graduates will receive diplomas within a short time. A large and handsomely engraved diploma, printed on artificial parchment, with the graduate's name engrossed, especially suited for framing, will be furnished to those who request it for $2. Those who desire the latter should forward the necessary fee to THE PHARMACEUTICAL ERA.

A Popular Home Course in Pharmacy.

The ERA COURSE IN PHARMACY is a home study course in pharmacy which is divided into ten parts with recitations and examinations by mail. Thorough instruction is given in General Chemistry, Theoretical and Practical Pharmacy, Botany and Materia Medica. The cost of the COURSE is $10, and students of average ability can usually complete the work in from ten months to a year. New classes are organized each month and now is a good time to enroll, as studying the ERA COURSE would be an excellent way in which to profitably spend many long fall and winter evenings. A Prospectus will be sent by the publishers of THE PHARMACEUTICAL ERA to any one who applies.

To Meet Next Year on Blue Ridge Mountains.

BALTIMORE, Oct. 20.—The 1911 annual meeting of the Maryland Ph.A., will be held at the Blue Mountain House, in the Blue Ridge Mountains. This was decided upon by the executive committee of the organization recently, when the members, together with a number of members of the association, made a trip to the resort, and engaged quarters there. Those in the party were John B. Thomas, of the Thomas & Thompson Company; George G. Muth, of Muth Bros. & Co., and J. Emory Bond, of Parke, Davis & Co., who are the executive committee, and Charles Morgan, of Morgan & Millard, the new president of the association; David R. Millard, of the same firm; William M. Fouch, C. H. Knight, and E. F. Kelly, of Sharp & Dohme. The sessions will be held June 28-30.

Drug Clerks of the U. S. Invited to Join.

The National Association of Pharmacologists recently organized in Columbus, Ohio, has adopted resolutions inviting the drug clerks of the country to join its ranks and become active members. In order that all of the officers should be fully registered pharmacists two changes were made in the personnel of the official board at the meeting held last month. The officers are L. W. Sinclair, president; C. H. Bowersox and John A. Coram, vice-presidents; P. A. Mandabach, 428 S. High St., Columbus, Ohio, secretary and treasurer. Auditing committee, Arthur T. Thrall, D. N. Robin, Pittsburg, Pa., and F. M. Blank, Akron, O. National organizer, John C. Mandabach.

Would Close Drug Stores During Church Hours.

OWENSBORO, Ky., Oct. 20.—A petition is being circulated by the churches in this city, asking that the drug stores be closed during church hours on Sunday. This plan, if adopted, will involve closing between the hours of 10:30 to 12 a.m. and 7:30 to 9:00 p.m. and will enable the drug clerks and proprietors of this place to attend religious services.

ADVERTISING HINTS

FOR RETAIL DRUGGISTS.

Good-Will Advertising.

STUDENTS of advertising have noticed with satisfaction the growing evidence of good-will competition, and a resulting decrease in the criticisms of competitors. A striking example of this better and broader method of announcement was recently observed in an anniversary announcement of a large department store. The advertiser said:

> When we located on this corner sixteen years ago people laughed at us for starting "way back in G—— street." Now the largest store in the city has grown until its most windows face ours from an opposite corner. Between this other great store and ours there has always been vigorous competition, and as rivalry has grown, our good will has increased. On one of the other corners facing us will soon be the establishment of another great rival. A rival and yet a friend—we welcome it.

This liberal, manly sort of advertising makes a deep impression upon intelligent readers. A few lines of this style of expression will stamp a page of display with sincerity, honor and intelligence. It is to be regretted that the spirit of fair play is so often lacking from the advertising of retail druggists. In its place we find expressions of petty bitterness, which, unfortunately, often take the form of gross exaggeration of the advertiser's virtues and a laughable use of strings of personal pronouns and adjectives.

Convincing Modesty.

Instead of the moth-eaten bluster about "the Biggest store in town," "Most complete drug stock in the county" and "Most up-to-date store in the State," why not do a little real advertising instead of indulging in vanity-tickling bluff?

> This is not the largest drug store in town, neither is it the only good store. There are other stores older, larger and more costly than this one, and they are owned by honorable citizens who are good business men. But every business leads in certain lines, each good business man is a specialist. We make a specialty of home-use chemicals and handwork helps for housework. We believe that the following list and prices will convince you that we are really the town leaders in this line.

Read this advertisement carefully and then assume that it stands as the expression of your grocer, hatter or butcher.

In a typical case, possibly your own, as applied to a drug store, the advertisement would simply state what your intelligent patrons already know. Its novelty and chief advertising value as an advertisement for an average drug store would rest in the fact that the advertiser possessed enough common sense and modesty to acknowledge his own limitations. In closing the advertisement with a claim for superiority in housework helps, or some other line in which completeness does not necessarily mean a large investment, the acknowledgement of limitations becomes an advertising argument and a strong one. It is thus evident that although good will advertising may demand a confession and be looked upon by many as little more than blunt truth telling, the copy, to be effective, must be carefully prepared and critically analyzed before submitting it to the printer.

Good Will, But Not Servility.

There should be no cringing and no whining in good will advertising. One may [illegible] advertise even a drive line at special prices without placing a world-wide corner on certain goods or showing his competitors. An example of a type frequently used by a very prominent merchant and declared by him to be the best class of copy prepared by his advertising man is the following:

> There are some skilled pharmacists and bright business men among the druggists of this city. Competition is lively, but among the better class of us it is always friendly. As a specimen of good-natured rivalry, we just want to remind you that we have all of our competitors completely distanced with our offer of genuine, pressed castile soap at four cakes for a quarter of a dollar.

The Essence of Co-operation.

There can be little real co-operation among druggists who simply co-operate in buying, and then stoop to bitter and unfair competition in selling. If ten druggists club together for the purchase of ten gross of goods for the sake of a 5 per cent discount they would show much greater business acumen and a far clearer conception of what co-operation really means if they would purchase 25 gross at 10 per cent discount, and use half of the entire discount for co-operative, good-will advertising.

Members of one of our greater co-operative manufacturing concerns are engaging in joint, good-will advertising without any apparent fear that any one store will secure more than its share of the returns, or that any single man of the combination will use unfair methods to "work" his fellow advertisers. Why not carry this method farther? Why not frankly and honestly join in good-fellowship advertising of staple lines and policies?

Good Will Versus Chain Stores.

In our cities individual druggists are already feeling the inroads of chain store systems. One of the chief advantages of the great corporations over stores under individual ownership is in the decreased cost of advertising. If druggists would only throw aside their practice of petty rivalry and become broad-minded, intelligent competitors, they could unite in neighborhood or city advertising associations and give the corporation stores a real hustle for business.

Even in the smaller places the same policy would prove profitable. It is not unusual to find in a town with five to ten drug stores that the really unfair competition comes from one department, or general store. If the more intelligent and progressive half of the druggists in such a locality would unite in a carefully arranged campaign of co-operative good-will advertising they could bring their local commercial pirate to terms very quickly.

It is Less Direct.

Good-will advertising is less direct than individual effort, but it is far more convincing. It is and must be "reason-why" advertising. To state in a joint advertisement that the five named druggists are selling a certain line of fountain syringes at the same price is not enough. Such an advertisement would be more harmful than beneficial because it would lead readers to form wrong conclusions through lack of explanation.

In the following is given a suggestion for the handling of such an advertisement in proper, explanatory form:

> One of us, one of the druggists whose names appear below, had an opportunity to purchase a large lot of high grade fountain syringes at a very low price. The quantity, however, was greater than any single one of us could handle. Being broad enough to be friends although competitors, we joined together for the purchase of the lot, and as we thought of the welfare of our patrons as well as our own in making the purchase, we offer the goods at a heretofore unheard-of price. The goods and prices are just the same in all the stores. Take your choice. Go to the nearest store or to the store where you deal regularly.

The writer is fully aware that the suggestions made may seem very radical to many readers and impractical to others; but, if these readers will analyze the methods of their greatest competitors they should be convinced that radical co-operation among individuals is the only method of successful defense against the radical co-operation of capitalists

MOSTLY PERSONAL

Veteran Baltimore Druggist, True to Traditions, Has Rounded Out a Half Century in the Trade.

BALTIMORE, Oct. 20.—Quietly and without any formalities John B. Hurtt, senior member of John B. Hurtt & Son, 116 Light street, has completed the fiftieth anniversary of his connection with the drug trade. It was in 1860, when, as a boy of 14 years, he first became affiliated with the trade in the humble capacity of office boy in the wholesale establishment and drug mill of Canby & Gilpin, Light and Lombard streets, then one of the best known houses in the business Unlike many other office boys, who are always watching the clock and exercising great ingenuity when it comes to avoiding work, young Hurtt stuck close to business and kept a watchful eye on the method of doing things. He was not content merely to do his own duties, but he did not object to putting in an extra hour, when demanded, all the time endeavoring to get a correct idea of the routine and to absorb what there was to be learned. His advancement followed as a matter of course. From office boy he was promoted to entry clerk, and so on upward on the ladder of commercial efficiency and responsibility. As office boy he received $1.50 a week. Eventually he became a manager, getting $30 a week and standing well in the estimation of his employers. But even then Mr. Hurtt, by that time grown, was not content to remain where he stood. His ambition spurred him on to larger things, and as he seemed to have reached the limit on a salary basis, he concluded that the time had arrived for him to strike out on his own account, and accordingly, in 1870, he engaged in the selling at retail of patent medicines which were then far more profitable than they are at the present time, going into business in Baltimore street, near Gay. For five or six years he continued in this enterprise and then, by degrees, he drifted into the trade in American botanicals. He built up an extensive export business, occupying a warehouse in North street, and having an office in Holliday street. Subsequently, he established himself at 322 Light street, where he remained until 1906, when the widening of that thoroughfare compelled him to seek other quarters. Since then he has been at 116 Light street, where he is associated with his son, Thomas D. Hurtt. Mr. Hurtt is one of the old-timers in the trade. He has seen a number of once flourishing drug houses go down and has witnessed many far-reaching changes. All this time he has gone steadily on, pursuing the even tenor of his way and steering between the shifting currents of commerce. His custom is largely among the country population, from the Eastern Shore. His place having been along the steamboat wharves, it was only natural that travelers from the Eastern and Western Shore, coming up to town, either for business or for pleasure, should drift into Hurtt's for medicaments and other articles. It frequently happened that these visitors, when on the point of leaving, remembered that they had forgotten one thing or another, and Hurtt's offered a convenient place to get it. In this way he built up an extensive acquaintance, and he occupies a warm spot in the esteem of many of these callers at his place of business.

JOHN B. HURTT,
of Baltimore, Md.

Mr. Hurtt has adhered to old ways rather than followed modern methods. The numerous changes that have taken place have left him almost untouched. He is still the same courteous and rather old-fashioned druggist who fitted in with conditions before the Civil War. He not only sells goods, but he advises and gives counsel to his customers, who consult him on numerous occasions. His store has few of the modern fixings, The bottles on the shelves have done duty for decades and there is an absence to a considerable extent, of that nicety of arrangement characteristic of new establishments. But this does not trouble Mr. Hurtt, who can put his hands instantly on any article that may be wanted. No doubt his customers would feel unpleasantly affected if he were to introduce a lot of modern show.

He has made a close study of crude drugs and especially of the indigenous botanicals, and in this particular field he is regarded as an expert. His opinion has been sought in many instances where the question of grade or quality was concerned, and this specializing has become second nature to him. Notwithstanding his 64 years—he was born in Baltimore Dec. 16, 1846—he is still very alert and his faculties are undimmed. He follows the course of events closely and is keenly interested in the progress of his native city. He has allowed himself little leisure and his only hobby, if one may call it such, is botanicals. Below medium height, of spare figure, he has a large clear-cut face, with features indicative of attachment to and reverence for old things. His store appeals to his patrons. There are no new-fangled fripperies and intricate devices to confuse or disconcert them.

—J. LEON LASCOFF, of New York City, recently appointed by the New York Board of Regents to serve for one year on the Empire State's Board of Pharmacy, is an example of that rara avis—the truly ethical pharmacist. Mr. Lascoff's store is located at the northeast corner of Lexington avenue and 83d street, Manhattan Borough. It constitutes his field of fancy, study and work. Of his prescription department he is particularly proud and in this direction is a stickler. Prescriptions are compounded in a room aloof from the main portion of the store, where customers cannot enter, and silence is the rule. Here, conversation is not indulged in, but chemicals and pharmaceuticals are intelligently and deftly mixed, for there is no one to engage Mr. Lascoff's assistants in a quiet, little chat. Quickness is another quality Mr. Lascoff's clerks acquire for the new board member prides himself on having a "place for everything and everything in its place." Mr. Lascoff was born in Wilna, Russia, on August 28, 1867, and his school, college and pharmaceutical education was obtained in the country of his nativity. He practiced his profession until 20 years ago when he accepted a position with Frank B. Hays, the well known pharmacist and chemist, who at that time conducted a drug store at 5th avenue and 46th street under the firm name of David Hays & Son. Some time later he assumed charge of the prescription and tablet departments of Merck & Co., University Place, this city, and later still became connected with Dr. Adolph Tsheppe, whose pharmacy was located at Columbus avenue and 75th street. He engaged in business for himself in a pharmacy at 136th street and Willis avenue, but sold out shortly because his predecessor had not conducted the store in accordance with the ideas inculcated in him abroad

J. LEON LASCOFF,
Manhattan Borough, New York City.

and by his former employers. Mr. Lascoff lost no time, however, but immediately re-established himself at the corner of [illegible] and 58th street, and except for a change made within the last three years to the opposite corner, he has been a permanent fixture in that section of the city for more than a decade.

From early, personal experience in the pharmacies abroad, Mr. Lascoff found that the European pharmacist at that time busied himself with nothing but drugs. No patent medicines or proprietary articles, cigars, candy, surgical instruments, etc., were to be found in a pharmacy. The pharmacist was a professional man—not a merchant. Of course, each pharmacy in Germany and other Continental countries was limited by law to every 5000 population, but it would be very difficult to establish such conditions here. The great changes in the various American pharmaceutical organizations and the movement for better pharmaceutical education during the last few years remind Mr. Lascoff of the old country, and he thinks the trend is for much better conditions in the profession in the United States than have previously existed anywhere. The New York State Pharmacy Law recently enacted he believes to be a move in the right direction and that it will prove a benefit to the profession he is confident.

Mr. Lascoff has followed his natural bent in the dozen or more very interesting and highly instructive papers he has read before the American Pharmaceutical Association, the New York Branch of the A.Ph.A., and the five or six other pharmaceutical organizations local to New York City and of which he is a member. Mr. Lascoff has always taken a very active part in the proceedings of these associations and has become known among his colleagues as a sincere advocate of progress in his profession. An interesting paper by him will be found on page 1065 of this issue of the ERA.

—W. M. MCCORMICK, of McCormick & Co., is back at his desk in Baltimore after a trip to Europe, during which he visited a number of countries, saw numerous strange sights and made as close a study as possible of business methods abroad as compared with those in vogue in the United States. He came back delighted with what he saw, but more than ever convinced that the United States is the finest country in the world to live in. Richard H. Bond, of the firm, started later on a tour to the South and Southwest, which will take him as far as the Rio Grande, into Arkansas, Texas, New Mexico, Arizona, and a number of other Southwestern States.

—GEORGE W. HACKENBERGER, president of the Miner Drug Co., this city, is one of the grand stewards of the Grand Lodge of Free Masons of New York. At a recent meeting of St. Cecile Lodge, of which he is a Past Master, he was presented with an appropriate apron and his services to the craft were extolled in the presentation speech. Mr. Hackenberger also is in Corinthian Chapter, Constantine Commandery and Mecca Temple. He is 41 years old and was graduated from Philadelphia College of Pharmacy in 1891.

—WILLIAM T. BURKE, president of the Philadelphia Association of Retail Druggists, accompanied by Mrs. Burke, recently enjoyed an extended trip to Norfolk and other southern points in the interests of his health which has been somewhat impaired. His inability to preside at a meeting of the association resulted in a series of resolutions of regret and condolence being passed and sent to the popular official.

—GEORGE H. BENKHARDT, of the Smith, Kline & French Co., took an active part in the "Home-Coming Week" exercises of the Chester Springs Soldiers' Orphan School of which he is a graduate. Mr. Benkhardt, with his family, enjoyed a vacation at Atlantic City, as the result of which George is still entertaining his friends at the Drug Club of P[illegible] with stories of his prowess as a fisherman.

—H. M. PLAISTED, of Granite City, an East Side suburb of St. Louis, Mo., chief chemist for the Commonwealth Steel Co., is a brother of Col. Frederick W. Plaisted, Democratic governor-elect of Maine. Nothing was known of the relation during the Maine campaign but as soon as the returns came in the Granite City, Mr. Plaisted could no longer keep the secret.

—CURTIS P. GLADDING, the newly elected first vice-president of the A.Ph.A. [illegible] appeared on page 959 of the October ERA, has long been an active worker in the organization. He is the president of the Gladding Drug Co., of Hartford, former president of the Connecticut State Ph.A., and [illegible] of the Connecticut State Board of Pharmacy.

—RUSSELL T. BLACKWOOD, one of Philadelphia's well known pharmacists, has purchased the store of William M. Hill at Fifty-second street and Girard avenue, that city, which he will conduct in connection with his store at Fifteenth and Thompson streets. Mr. Hill will devote his time to his real estate operations and other investments.

—WILLARD GRAHAM, manager of the laboratory of the Smith, Kline & French Co., of Philadelphia, spent his vacation touring the United States and Canada with the team of the Belmont Cricket Club of Philadelphia. He is the leading batsman and played an important part in the excellent record made by the team.

—CHARLES E. VANDEBKLEED, chief chemist at the plant of the H. K. Mulford Co., and a prominent figure at the annual meetings of the American Pharmaceutical Association, is one of the leading spirits in the bowling team of the Mulford Company which has entered the Philadelphia Wholesale Drug Bowling League.

—S. B. DAVIS, one of Philadelphia's best known pharmacists, was a daily bather in the surf at Wildwood, N. J., during a recent vacation at that well known resort, so popular with Philadelphia representatives of the drug trade. Mr. Davis is an expert swimmer and a crack fisherman.

—JAMES QUICKENDEN, of Columbus, Wis., has sold his pharmacy to W. A. Kalk of Oconomowoc, Wis., after having been in the drug business 37 years in the same store. He was for 18 years a partner of John Swarthout, after whose death in 1904 he became sole proprietor.

—C. F. MICHAELS, vice-president of the Langley & Michaels Co., San Francisco, left for an extensive eastern trip about the middle of October. Indianapolis was one of the objective points of his itinerary and there he spent two days visiting the laboratories of Eli Lilly & Co.

—DR. C. C. HASKELL of the research department of the Lilly Laboratories at Indianapolis, has returned to his office in Indianapolis after an absence of about three months. Dr. Haskell spent the summer studying diseases of infants in the hospitals of New York City.

—MR. AND MRS. CHARLES REHFUSS, of Philadelphia, have returned from an extended western trip, part of which was spent at Mrs. Rehfuss' former home at Belvidere, Ill. Mr. Rehfuss is a brother to J. H. Rehfuss, president of the Brooklyn College of Pharmacy.

—NATHAN A. COZENS, secretary of the Philadelphia Association of Retail Druggists, enjoyed the bathing at Wildwood Crest, N. J., in the course of a recent vacation spent with his family at that resort.

—C. R. COSBY, manager of the New York branch of Eli Lilly & Co., has returned to his desk after a vacation spent near his old home on the Ohio River in Southern Indiana.

—E. O. AND O. E. SMITH of the Smith Drug Co. of Janesville, Wis., have returned from Boston, Mass., where they attended the annual convention of the Rexall druggists.

—WM. V. R. SELTZER has sold his drug store at North Duke and Lemon streets, Lancaster, Pa., to Charles P. Phipps, who has managed the pharmacy for several years.

—WOODS A. CAPERTON, of the traveling sales service of Eli Lilly & Co., recently made a visit to the Colorado Lilly salesmen, calling at Denver and Pueblo.

—HERMAN C. G. LUYTIES, president of the Sanitol Chemical Laboratories' Co., has purchased the Savoy apartments in St. Louis for $150,000.

—HOWARD B. FRENCH, president of the Philadelphia College of Pharmacy, recently enjoyed a ten days' trip to Denver, and points en route.

—HARRY L. RUSSELL, an executive of Parke, Davis & Co., visited the company's New York branch previous to his return to Detroit.

—FRANK R. ROHRMAN, president of the Philadelphia Wholesale Drug Co., was a Boston visitor earlier in the present month.

—MISS HESTER LAURIE, prescription clerk at the store of the Stiles Drug Co., Sturgeon Bay, Wis., has resigned her position.

—DAVID LOW, of the Red Lilly New York sales force, recently spent a week in the home city, Indianapolis.

—L. K. SNODGRASS, of Little Rock, Ark., was a recent visitor at the New York Drug and Chemical Club.

—HARRY SELTZMAN, advertising manager of Parke, Davis & Co., Detroit, was a recent visitor to this city.

—R. O. THIELE, Milwaukee, has gone to the Mooney Pharmacy, Ladysmith, Wis.

United Drug Co. Meeting Enthusiastically Endorses Mr. Liggett.

Directorate Enlarged, By-laws Amended to Prevent Litigation and Week of Business and Pleasure Ends with Inspection of New Plants and a Great Banquet.

Scene in the Boston Arena during the recent eighth annual convention of the stockholders of the United Drug Company.

BOSTON, Oct. 20.—The eighth annual convention of the stockholders of the United Drug Co. last month closed literally in a blaze of glory. For three days the stockholders to the number of nearly 1500 had met together, alternating solid business sessions with entertainments and outings, trolley and automobile trips, the theater, athletic events, a real airship ascension for their special benefit, and with lunches, clambake and finally a great banquet in the new Boston Arena. At the closing event 200 tables, each seating a group of eight, were spread in the Arena and the stockholders had as guests about 150 of their lady friends and the lieutenant-governor of Massachusetts.

After an absence of two years the stockholders of the U.D.C. came back to Boston to view an enormous addition to the manufacturing plant in Roxbury, and also to have a heart-to-heart talk with the president of the company, Louis K. Liggett, who during the past year had been the center of much discussion and some litigation with some of the stockholders. The stockholders had the heart-to-heart talk, they learned all about everything they asked, and then as the final act of the great convention, by a unanimous vote they expressed their absolute confidence in the president, in the board of directors and in the policy of the company. Matters had been approaching this climax ever since the opening business session on Tuesday, when in an address of more than two hours Mr. Liggett reviewed in great detail the progress of the year in a business way, and also told of the ramifications and causes of the year's litigation. That story has already been told to ERA readers. (See page 995, October ERA.) It was voted to hold the next convention at Richmond, Va. The invitation to meet there came from Polk Miller, and was seconded by W. T. Dabney, of the Richmond Chamber of Commerce. W. C. Bolton, of Brooklyn, spoke of the condition of the Drug Merchants of America, the buying club of the U.D.C. F. S. Rogers, W. C. Bolton and Charles Rapelye were re-elected directors of the Drug Merchants. A. W. Connor of Columbus, O., and J. D. O'Donahue of Negaunee, Mich., gave instructive talks on store management and advertising. The latter distributed several hundred postcards of his town which were eagerly received, and in which he thereby gave a concrete illustration of advertising. A. W. Campbell, of Boston, reported for the United Druggists' Mutual Fire Insurance Co., which now has written nearly $4,000,000 of business, received nearly $65,000 in premiums, distributed $17,000 in losses, and has assets of $130,000. Harry M. Taylor, of Boston, spoke of the new stationery department which had been established during the year.

At the last session attention was again turned to the litigation and the conflicts of the year. President Liggett read a letter from a stockholder in which was asked how much salary the officers and directors of the company received. Mr. Liggett gave the information and more. He said his present salary is $10,000, but as soon as the amount was named, a stockholder on the floor called out, "That is not enough," whereupon everybody burst into laughter and applause. When the company was organized the salary of president was $4000, he said, and then it was raised to $6000. The directors receive no salary, and no other officer or employe receives over $5000. When the company was organized he was given $140,000 worth of stock, of which he had afterward sold $50,000, but had since bought part of it back.

Board of directors of the United Drug Co.:
Back row (left to right)—E. L. Scholtz, Denver; J. C. Brady, Fall River; Byron M. Hyde, Rochester; Louis K. Liggett, Boston; Walter A. May, of Pittsburg; W. C. Bolton, Brooklyn.
Front row (left to right)—C. E. Ball, Holyoke; G. W. Bence and J. C. McCormick, Boston. The two other directors, E. R. Petty of Newark and T. A. Brannen of Atlanta, while at the outing, were not snapped by the photographer.

Several amendments were made to the by-laws. The number of directors was in-

crease from 11 to 15. A grievance committee of seven stockholders was provided, and a by-law which had been the indirect cause of litigation was repealed. All of the present board of directors were re-elected, and upon requests from the floor the 11 men filed up to the platform and were individually presented to the stockholders. They are: E. L. Scholtz of Denver, W. C. Bolton of Brooklyn, J. C. Brady of Fall River, Charles E. Ball of Holyoke, E. R. Petty of Newark, Walter A. May of Pittsburg, Byron M. Hyde of Rochester, Thomas H. Brannen of Atlanta, and Louis K. Liggett, G. W. Bence and James C. McCormack of Boston.

Then came the enthusiastic endorsement of the president and the directors, in which the absolute confidence in them was most fully expressed.

The social activities were planned on an elaborate scale. Adjoining the new Boston Arena, several tents had been erected, and lunch was served there at noon on the first day. In the Arena itself Liggett's confectionery and Ballardvale water and U.D.C. cigars were free. On Tuesday afternoon, during the business session, an automobile ride was provided for the ladies, taking them through the most beautiful suburbs, and thence down through the country to the south shore and along the famous Jerusalem road. A light rain was falling when the start was made, but this did not last long and the ride was altogether enjoyable. That night the company had bought the entire seating capacity of the Tremont theater, where "The Fortune Hunter," was the attraction, in which a drug store is a prominent feature of the play, and the hero marries the druggist's daughter. But there was also something else on the tapis. Special programs had been provided, and sealed on the inside cover, with instructions that it be opened after the third act, were two small silk American and British flags. In the program were also printed the words of the British national hymn, "God Save the King," the American popular song, "Dixie," and the Canadian hymn, "The Maple Leaf Forever." The conductor of the orchestra had already made provision for the event, and at the right moment started up the British hymn. Everybody arose, waved the flags and sang a verse of the hymn, following it with Dixie and then the Canadian hymn. It was a patriotic and dramatic moment.

The social program for Wednesday was even more elaborate. The ladies were transported in special cars during the forenoon to Riverside where boating, canoeing and bathing were available, and where there were water stunts by professionals. Box lunch was served there, and the men hurried from the convention at 1 to join the party. The program of athletic events that followed was a long one, and included many humorous things, one of which was sparring on a mast, two of the bold contestants being President Liggett and William C. Neilly, the head of the Canadian branch. But the star feature of the afternoon was the presence of Charles Foster Willard with a Curtiss biplane, who made a number of ascensions, raced with an express train, and thoroughly delighted everybody. Then came a New England clambake, and in the evening there was dancing and a vaudeville entertainment.

Thursday there were sight-seeing guides for those who wished to see historic Boston, and at noon everybody went to the laboratories in Leon street in Roxbury. Lunch was served there, and then an inspection of the great plant was made, especial attention being paid to the two large buildings erected during the past year, costing $200,000, and accommodating the administration department and the perfumery department.

In the evening came the final banquet, when 200 tables, each seating eight persons were set in the Arena, presenting a wonderful sight, with the decorations of glass, silver and brilliant gladioli. President Liggett presided, and with him were Lieutenant-Governor Frothingham of Massachusetts, Rev. Dr. A. A. Berle of the Shawmut Congregational Church [illegible] of Cornwall-on-the-Hudson, F. H. Sullivan of Manchester, N. H. and Mart King of Newark, N. J. Walter E. Anderson sang and a letter of regret was read from Col. Theodore Roosevelt.

Gasoline Explosion Wrecks Drug Store.

WATERTOWN, Wis., Oct. 20.—An explosion of gasoline in the basement of Charles A. Gamm's drug store recently wrecked the interior and placed the lives of many people in jeopardy. Dell Ruedic, a clerk, barely escaped with his life. Mr. Gamm was injured.

PATENT-MEDICINE NOTES NOT NEGOTIABLE.

In North Dakota Druggists Cannot Be "Taken In" On Obligations of the Lightning Rod Branch.

IN the *Bulletin* of the North Dakota Food Department, the commissioner, E. F. Ladd, calls attention to the existence of a law of that State which clips the wings of persons who may try to exploit fake remedies, etc., at the expense of the North Dakota druggists. He says:

"As previously stated in several bulletins, there have been firms selling patent medicines in this state, the parties purchasing the same supposing that they were to handle the products on commission, and signing an agreement which turns out to be a note which has been negotiable; in many cases the face-value collected; and in other cases a compromise made whereby settlement was made for one-half of the face-value. In the Revised Codes of North Dakota for 1905 we find the following:

"'Section 9445. UNLAWFUL OBLIGATIONS IN WRITING. Every person who takes any obligation in writing for any lightning rod, or any of its attachments, or for any patent right or claimed to be a patent right, or for which any stallion or jackass shall form the whole or any part of the consideration, or for any patent medicine, or for which the whole or any part of the consideration shall be the future cure of any disease or ailment, shall, before it is signed by the maker, stamp or write in red ink across the face of such written obligation in plain, legible writing, or print, the words 'given for a lightning rod,' or, 'given for a patent right,' or, 'given for a stallion,' or, 'given for a jackass,' or, 'given for patent medicine' or, 'given for the cure of disease,' as the case may require. Such obligation so stamped shall not be negotiable and shall be subject to defenses in the hands of every holder or owner thereof. Any person who shall violate the provisions of this section is guilty of a misdemeanor, and upon conviction thereof is punishable by a fine of not less than two hundred and fifty dollars and not exceeding one thousand dollars, or by imprisonment in the county jail not more than one year, or by both such fine and imprisonment, and shall be liable in a civil action to the party injured for all damages sustained by him.'

"It would seem to the writer as though a paper which had been signed and proved to be negotiable note, such as has been given in several instances, should properly be made to come under this provision of our Law. I trust that those who have been taken in by such fake remedies, cures, etc., will take steps to contest the collection of such an unjust bill."

Mistrial in Enforcing a Disputed Contract.

READING, Pa., Oct. 20.—After 23 hours the jury in the suit of the Renol Sales Co. against Samuel H. Bell, was unable to agree upon a verdict, standing 10 to 2 in favor of the defendant. The case involved an effort to recover $330.88, alleged to represent a balance due for medicine purchased from the Renol Co. Druggist Bell alleged that the plaintiffs furnished a written guarantee to cure all patients, who underwent the treatment. A number, he alleged, were reimbursed for failure to cure, but the plaintiffs refused to live up to their guarantee.

Fatal Mistake of a Druggist Costs $2000.

LOUISVILLE, Ky., Oct. 20.—Daniel S. Eldridge, administrator for the estate of Hensley H. Morton, cigar salesman of this city, who was killed by drinking formaldehyde in Council Bluffs, Ia., has settled his damage suit against the Moore Drug Co., whose employee gave Morton the poison by mistake for mineral water. The settlement was for $2000. Morton's death occurred ten minutes after he had swallowed the fluid.

Chinese Drug Stores Seen by A.D.S. Party.

The members of the A.D.S. party which recently visited the Pacific Coast, while in San Francisco inspected several of the Chinese drug stores and were struck with their neat appearance and the extreme nicety with which the Chinese apothecaries weighed out their drugs. The shelves were covered with strange plants and other articles used by the Chinese as medicine, and in the windows were several dead snakes.

BOTH FOUNDERS OF SHARP & DOHME ARE ILL.

Each is Over 70 Years Old and There Has Been Some Apprehension, but the Reports are Encouraging.

BALTIMORE, Oct. 20.—By a strange coincidence both of the founders of Sharp & Dohme, the well known manufacturers of pharmaceuticals and chemists of Baltimore, are sick at the same time, and the condition of both gives rise to some apprehension. Charles E. Dohme has been ill for a year, and about twelve months ago he was so low that his family and friends were prepared for the worst. Later he rallied, much to the satisfaction of his numerous friends and for months he has been strong enough to take occasional automobile rides. Last summer he spent some months in Maine, and appeared to hold his own surprisingly well. Since the cool weather set in he has been home again, his condition being practically unchanged.

On Oct. 7 the family received word by wireless from the North German Lloyd Steamship George Washington, then at sea, that Louis Dohme, the senior member, had been taken seriously ill after the vessel left Bremen. His trouble was diagnosed as neuritis. Ernest Stauffen, New York representative of Sharp & Dohme, and Dr. A. R. L. Dohme, a son of Charles E. Dohme, and a nephew of Louis Dohme, were on hand to receive the patient on his arrival at New York, and he was sent to a private sanitarium where he improved enough to be brought to Baltimore on Saturday last. His condition is encouraging. Louis Dohme went abroad early last summer, as has been his custom, to spend the warm season in Europe, and took the waters at Wiesbaden, which had always given him much relief from a gouty condition. He showed great improvement and had taken in some of the notable points in Europe before he started for home.

Connecticut Druggist Drowned While Hunting in Alaska.

SEWARD, Alaska, Oct. 20.—H. B. Smith, a druggist of Norwich, Conn., who came to Alaska to shoot big game, and Alfred Lowell, eldest son of one of the founders of Seward, were drowned in Lake Kenai Tuesday while returning from following moose in the mountains. With William Walker, a guide, they were crossing the lake in a small dory and encountered a storm. The waves swamped the boat and threw the occupants into the water. They were only 150 feet from shore, but Mr. Smith and Mr. Lowell could not swim. The guide reached shore. The body of Mr. Smith will be sent to Norwich for burial.

Death Ends Druggist's Talk With Doctor.

VINCENNES, Ind., Oct. 20.—Frederick Ries, 54, manager of the drug store of Ries & Co., 211 Main street, suddenly expired from heart trouble, shortly after reaching his home a few days ago. Death came while he was telling Dr. Joseph W. Smadel who had been summoned by Mrs. Ries, that he had had trouble in breathing throughout the entire morning. Mr. Ries came here from Chicago three years ago, his company buying the Schoenfield drug, wall paper and paint store, one of the oldest in the city. Before entering the drug business he traveled in this country and in Europe for some prominent firms.

Robbed and Murdered While Boat Riding.

SOUTH BEND, Ind., Oct. 20.—Emil J. Kuss, a druggist, formerly of South Bend, was robbed and murdered near Portland, Ore., according to information received by the family. Kuss went boat riding with an unidentified man. This companion returned soon after without Kuss, declaring he had fallen overboard and drowned. Later he said he put Kuss ashore. The body was found by Portland police, badly decomposed. The authorities believe Kuss was murdered during the boat ride, the motive being robbery, his companion throwing the body into the stream after the assault.

DR. HALLBERG, PHARMACAL EDUCATOR, DEAD.

Held Many Important Positions In Pharmaceutical and Medical Institutions of This Country.

CHICAGO, Oct. 22.—Carl Svante Nicanor Hallberg, Ph.G., M.D., professor of pharmacy at the University of Illinois College of Pharmacy for many years, died today at his home in this city. The exact nature of the fatal illness is not known, although three weeks previous to his demise he was attacked by an affection of the brain and from that time sank gradually to death.

Professor Hallberg was born in Helsingborg, Sweden, October 13, 1856, the son of Carl and Anna Hallberg. He attended the Latin school in Helsingborg from 1860 to 1864 and later the Gymnasium in his native town from 1865 to 1869.

July 4, 1869, the young Hallberg arrived in America and seven years later graduated from the Philadelphia College of Pharmacy. He was granted an honorary degree of doctor of medicine by the Harvey Medical College in 1893. In order to accept the chair of pharmacy at the Chicago College of Pharmacy, he had proceeded to Chicago in 1890, and in 1891, Professor Hallberg was made a fellow of the Chicago Academy of Medicine and in 1895 and 1896, occupied the chair of pharmacy of the Illinois Medical College. On Dec. 20, 1893, he married Therese Bergstrom.

The late C. S. N. HALLBERG, of Chicago.

For the past five years, Professor Hallberg had edited the *Bulletin* of the A.Ph.A. From 1883 to 1893, he was editor of the *Western Druggist*. For three terms he served on the committee of revision of the U.S.P. and since 1886 was a member of a similar committee for revising the N.F. During the last decade he has sat in the council of pharmacy and chemistry of the American Medical Association. At Detroit in 1888, the American Pharmaceutical Association presented Prof. Hallberg with a gold medal struck in his honor, and the board of trustees of the World's Columbian Exposition in Chicago, 1893, bestowed on him a diploma of honorary mention.

Professor Hallberg was a man possessing an immense fund of general, as well as pharmaceutical, knowledge. A constant attendant at the annual meetings of the A.Ph.A., he participated in all its debates and discussions, thereby contributing much to the interest and edification of its members, and the effectiveness of the work accomplished by that organization. Prof. Hallberg was a man of considerable impulsiveness and often in his argument he proceeded directly contrary to the opinions of his best friends, but he possessed that quality of fearlessness that enabled him to openly acknowledge his own mistakes. A widow and a fourteen-year old son, Carl Hallberg, survive.

Student Electrocuted in Drug Store Basement.

EVANSVILLE, Wis., Oct. 20.—Eli Cook, 21, a clerk in the Pioneer Drug Store, was electrocuted recently in the basement of the store. Cook was a student at the Evansville academy and worked at the drug store outside of school hours to earn money to pay for his education. In turning on the electric lights he grasped a wire where the insulation had been worn off and received the full shock. Cook was dead before a physician arrived.

Facing a Divorce Suit Ends His Life.

CORRY, Oct. 20.—Charles D. Mather, aged 60, druggist at Bear Lake for many years, committed suicide recently by shooting himself. He died almost instantly. Mr. and Mrs. Mather had not lived happily and the latter had begun proceedings against her husband to secure a divorce.

One Druggist Uses Pistol, Another Poison.

CHARLES P. GIBBON, a well known pharmacist, of Washington, D. C., killed himself recently with a revolver. He had

been made despondent by injuries received when hit by a motorcycle. He was 42. A widow and two children survive.

CHARLES R. H. HERSON, 47, of South Side, Pittsburg, after a nervous breakdown, recently ended his life with carbolic acid. A widow and son survive him.

Wholesale Druggist's Son Victim of Catarrh.

LOUISVILLE, Oct. 20.—Henry Daniel Richardson, aged 34, son of Warren H. Richardson, of the Peter-Neat-Richardson Drug Company, died recently of acute gastric catarrh. He was one of the best known younger druggists in Louisville, being a graduate of the Louisville School of Pharmacy and a member of the Kappa Psi fraternity. Several months ago he established a drug store in Central City, Ky., and was conducting that business when he was forced to return to Louisville on account of ill health.

Druggist's Wife Found Dead in Cistern.

NEW RICHMOND, Wis., Oct. 20.—The body of Mrs. A. C. Van Hee, wife of a well known druggist of Hammond, was found recently in a cistern underneath their residence. She had been in poor health for some time.

Obituary Notes.

—DR. J. V. SHOEMAKER, 52, who died recently in Philadelphia had been president of the Medico-Chirurgical College since 1890 and was the author of several books used by pharmacists and by students of pharmacy, besides being a prolific contributor to medical literature. He was prominent in the A.M.A. and similar National organizations.

—AXEL A. E. RUSCHKE, aged 41, druggist, died recently of pneumonia at his home, 233 Seventeenth street, Brooklyn. He was born in Denmark, and left a widow, a son and a daughter.

—GEO. J. LITTLE, prominent in Colorado pharmaceutical circles and greatly liked by many friends through his connection with Sharp & Dohme, died Oct. 6, at Toronto.

—GEO. MACKENDRICK, 60, former mayor and prominent citizen of Kincardine, Ont., died recently. He was unmarried.

—JOHN F. HELMECKE, 30, who died recently at Tuckahoe, N. Y., is survived by his father and two sisters.

—JOHN H. SURRATT, 27, Elkins, W. Va., is dead of Bright's disease. A widow and five children survive.

—DR. S. L. BEELER, 68, pioneer druggist of Hamilton, O., is dead. He was disabled in the Civil War.

—MARSHALL C. HOLMES, 51, Trenton, N. J., is dead of Bright's disease. A widow survives him.

—FRANK ROUDEBUSH, 27, of Davis & Roudebush, Colfax, Ind., died recently of typhoid fever.

—E. R. GODDING, of Eau Claire, Wis., died recently after undergoing a surgical operation.

—JAMES CLARKE, ORANGE, N. J., died of apoplexy Oct. 5.

—HARRY T. BUTTS, Washington, D. C., recently died.

—JOHN ANKENBROCK, Dayton, O., is dead of apoplexy.

—K. O. KNUTZEN, 46, is dead at Manitowoc, Wis.

—JOS. R. HART, Wilkes-Barre, is dead, aged 50.

—TODD MILLER died recently at New Carlisle, O.

—GEO. M. WOOD, 62, Bloomfield, N. J., is dead.

—D. B. FERRIS, 76, is dead at Wilmington, Del.

Fair Pharmacist Bride of Drug Store Patron.

READING, Pa., Oct. 20.—A romance which started in a drug store has just culminated most happily in the marriage of Miss Lillian M. Fisher, a registered pharmacist in the drug store of W. H. Raser here, and George F. Weidman of Tampa, Fla. The latter in the course of a business trip to this city became ill and secured medicine at the Raser store, Miss Fisher waiting on him. Mr. Weidman's symptoms were discussed and the fair young pharmacist sympathized with him. The acquaintance thus begun continued by mail when Mr. Weidman returned to Florida, and when in one of the letters he asked her to become his wife, she accepted. The wedding was postponed until Mr. Raser returned from a European tour and then was quietly solemnized in Philadelphia. The happy couple are now at their home in Tampa where Mr. Weidman is a member of the box manufacturing firm of Sheib & Weidman.

Maine Schools Kitsee for 1911 Meeting.

Dr. M. L. Porter, secretary of the Maine Ph.A., announces that the 1911 meeting will be held June 28-30 at Kitsee

What Some Folks Are Doing.

—LOUIS K. LIGGETT, president of the United Drug Co., of Boston, and Robert R. Updegraff, of the Mellin's Food Co., of Boston, are both included in the list of speakers secured by the Boston Y.M.C.A. School of Commerce and Finance, in a course on "Publicity." Mr. Liggett is announced to give a lecture on "Plan and Work of the Selling Department," and Mr. Updegraff's subject is "Direct Advertising."

—J. ARTHUR BEAN, president of the Boston A.R.D., was one of the speakers at the reunion of the John Bean association, consisting of the descendants of John Bean who came to this country from England in 1660. The reunion was held in Boston Oct. 7. Mr. Bean was also appointed one of the corresponding members of the association.

—E. LEHNHARDT, of 1159 Broadway, Oakland, Cal., who has been active in enlisting Congressional support for holding the Panama-Pacific International Exposition of 1915 at San Francisco, has used neat pictorial post cards for the purpose, copies of which he has sent in large numbers to persons whose interest might be obtained.

—D. N. ROBIN, of Pittsburg, long an active worker in behalf of better conditions for drug clerks, is now a proprietor, having purchased Irwin D. Miller's Corner Drug Store, Eighth street and Third avenue, Freedom, Pa.

—JOHN C. NEHR has sold his pharmacy in Eau Claire, Wis., to Capt. Becker, of Menomonie and is now living in Milwaukee, having retired from active business life.

—R. R. LENT, Iowa City, '09, has purchased an interest in the business of W. N. Switzer, at Pilot Mound, Iowa. The firm name will be the Switzer-Lent Drug Co.

—EDWARD MALLINCKRODT, president of Mallinckrodt Chemical Works, recently returned to St. Louis after a short visit to the New York branch.

—EDWARD LOEW, Wautoma, Wis., has sold to Mr. Jarvis his interest in Loew & Hunt and will move to Texas.

—A. H. VAN GORDER, of Hall-Van Gorder Co., Cleveland, recently visited the drug trade in this city.

Medicine Manufacturer Takes a Bride.

ST. LOUIS, Oct. 20.—Miss Vennie Alene French broke her engagement to another young man recently to marry Ernest W. Rose, secretary of the E. W. Rose Medicine Co. The ceremony was performed by the Rev. Dr. W. C. Bitting of the Second Baptist Church. Miss French and Mr. Rose first met in August, when a young woman out driving with Mr. Rose stopped at Miss French's home for a package she had left there. Cupid began at once to tie up another kind of package for Mr. Rose and Miss French. Miss French is a daughter of Mrs. J. H. French and is a relative of Ed Vandeventer for whom the famous Vandeventer avenue was named and who owned much property in St. Louis.

Kentucky Druggist Has Romantic Wedding.

LOUISVILLE, Oct. 20.— A romantic story of the love of a young druggist for a runaway waif has developed at Paducah, and is now going the rounds of Louisville drug circles, after the marriage of the young couple. Bonnie Verlines ran away from her uncle's shanty-boat on the Tennessee River one night last winter because the old man mistreated her. She took refuge in a house next door to the drug store of Guy Bonds, the hero of the tale, and the young man was at once struck with the appearance of the runaway. After the girl had spent a few months in the Presbyterian Home at Paducah, young Bonds persuaded her to elope with him to Anchorage, where they were married.

Rosengarten-Sims.

PHILADELPHIA, Oct. 20.—One of the most interesting weddings from a social viewpoint, that has occurred in this city this fall took place recently when Miss E. Marion Sims, daughter of Mrs. John Clark Sims became the bride of Frederic Rosengarten, son of Mr. and Mrs. Harry Rosengarten. The ceremony took place at noon at the bride's home in Chestnut Hill with the Rev. J. Andrews Harris, officiating. The bridegroom is a member of the well known family of chemical manufacturers and is a member of the board of directors as well as a department manager of the business of the Powers Weightman Rosengarten Co.

DEAD-BEATS NO LONGER FEARED IN THIS STORE

Louisville Chain to be Equipped With Double Cash Register Checks on Both Patrons and Employes.

A GOOD system for keeping tab on sales and preventing petty frauds that often occur in the drug business has been introduced at Pharmacy No. 4, of T. P. Taylor & Co., Inc., in Louisville. For quite awhile the stub pocket sales book system was used but the volume of business increased to such an extent that it was soon seen that a handier and more modern method of recording sales must be used.

Accordingly, a check-issuing cash register was placed in the rear of the store and another was installed at the cashier's desk, near the store entrance. The check-issuing register in the rear of the store does not contain a cent in cash, as it is merely used to record the sales and, at the end of the day, provides a total of the day's sales by the simple operation of pulling the lever that manipulates the adding machine attachment. Each customer receives a check from the rear machine and pays for his purchases at the cashier's desk, where the front register records the sale in the same manner as did the back register, with the money deposited at the cashier's desk in the front register.

Each customer's check is numbered consecutively, and the cashier notes these numbers as they come in at the front desk, always keeping the last number to arrive in mind. As soon as the succeeding number fails to tally consecutively with the preceding number, the cashier calls out the missing number and every clerk in the store is immediately on the alert to discover the holder of the missing number, for each clerk is required to remember the last number that he issued from the register. In this way, the holder of a check who fails to "come to taw" with his money for his purchases, is quickly located, and the class of unscrupulous persons who are always on the qui vive to slip out of the store unnoticed, without paying for their purchases, is out-witted. Every drug store manager has his troubles with this variety of undesirable citizens and the check system for purchases will be a means of easing the mind of the manager with regard to losses by frauds, which amount to a considerable sum if they are allowed to go unnoticed. Another advantage of this check system is that it protects the store from loss by dishonest employees who swindle the firm by switching checks, or by other means known to the cult. The rear register contains an accurate total of the day's business, which affords a substantial working basis for the cashier to balance the cash at the end of the day, while the front register reading gives an additional check on the day's business. The amount of cash on hand at the end of the day, with the total of the soda checks and other purchases which are not recorded at the rear register, subtracted, should tally exactly with the reading of the rear register.

"This is the safest and cleanest sales system that has ever been introduced into one of our stores," said C. B. Davis, manager of Pharmacy No. 4, "and we are installing it as fast as possible into the other three drug stores which our firm maintains in Louisville. It is practically impossible for a customer to slip out without paying for his or her purchase, and strict account is kept upon the operations of the clerks, not to speak of the ease and accuracy with which we balance up at the end of the day."

Former President Buescher in New Drug Store.

BUFFALO, Oct. 20.—Many attended the formal opening of the Potter-Buescher Drug Co.'s new store at 702 Main street, recently. F. W. Buescher, secretary and manager, has had 27 years experience in the drug business and for some time represented Parke, Davis & Co. He was president of the Travelers' Auxiliary of the New York State Ph.A. Charles Edward Potter, president, is the head of a Toronto concern, but formerly lived in Buffalo.

PROF. REMINGTON STICKS UP FOR SMALL MEN.

Drug Combines, Attempts to Control N.A.R.D. and Secession of P.A.R.D. Discussed at Potts' Farewell.

PHILADELPHIA, Oct. 20.—Secretary Thomas H. Potts, of the N.A.R.D., formally said "goodbye" to his friends in the Philadelphia A.R.D. at the Drug Club one evening recently and ceased to be a Philadelphian. But, as Mr. Potts fervently declared, the separation was in residence only, for he is still heart and soul with the "boys" with whom he had worked for organization in the retail ranks for so many years. Those present included not only men who are prominent in organization circles but two of equal prominence from an educational standpoint in the persons of Professor Joseph P. Remington, dean of the Philadelphia College of Pharmacy and Professor I. V. S. Stanislaus, dean of the department of pharmacy of the Medico-Chirurgical College. Representatives of both sides of the issue which was settled in January last by the withdrawal of the P.A.R.D. from the N.A.R.D., were there.

THOS. H. POTTS, Chicago.
re-elected secretary of the N.A.R.D.

For an hour an excellent menu was enjoyed and then Toastmaster David J. Reese rapped for order and as cigars were lighted, the speaking began. Mr. Reese, after explaining the object of the gathering, called upon Professor Remington to discuss organization in pharmacy from a national standpoint. In his usual entertaining and convincing manner, Professor Remington, declaring that he did not believe as had been hinted by one that he had to be careful in what he said, called a "spade a spade" and commanded the rapt attention of his hearers. While he emphasized the value of organization and said that each of the commercial bodies, as well as the professional ones, doubtless had a mission to perform, the tendency of the combination of large capital in drug store enterprises in his opinion was to destroy the individuality of the retail pharmacist. "It is that individuality," he continued, "that is the pharmacist's most valued asset—it is his personal ability to conduct his business and when you take that away, he has nothing. Big things come of organization, it is true, but I say that it is radically wrong when these combined interests take away from the proprietor of the corner drug store his opportunity to follow his profession and make a living."

Referring to the relations between the N.A.R.D. and the P.A.R.D., the speaker expressed the hope that the object of the withdrawal had been accomplished and that the local association would again renew its affiliation with the parent organization and form one big family.

Warren H. Poley, a former president of the P.A.R.D., in emphasizing a strong, undivided national association, discussed the possibilities of such a body from the standpoint of ethical pharmacy and the propaganda for the popularizing of the preparations of the U.S.P. and N.F.

And then came the guest of the evening who hit right out from the shoulder, devoting particular attention to the incidents which led up to the withdrawal of the P.A.R.D., and the attack made upon the N.A.R.D., by the *Journal of the American Medical Association*. The withdrawal of the Philadelphia organization as well as the refusal of the United States Pharmacopœial Convention to recognize the delegates of the N.A.R.D., he declared had been of inestimable benefit to the N.A.R.D., from an advertising standpoint and in strengthening the bonds of the individuals and the organizations who stood by it.

In citing the incidents which led up to the editorial attack by Dr. Simmons, Mr. Potts declared that when an effort was made to stay the publication of this editorial, the representatives of two prominent manufacturing houses had been communicated with by telegraph and that the answer had come back to go ahead with its publication. The speaker gave this incident to prove his declaration that this attack was actuated by ulterior motives.

In acknowledging the spirit which had actuated his friends

in Philadelphia to thus formally express their regret at his departure from their midst, he said that he hoped for the day when Philadelphia would be once more in the fold.

There was more "straight-arm" work when Charles Rehfuss was called upon by Toastmaster Reese. Mr. Rehfuss drew upon his experience as a member of the Executive Committee of the N.A.R.D., and cited instances where organizations and corporations, representing commercial issues tried to inject their policies and their influences into the affairs of the N.A.R.D. and how he had always opposed them. Down through the history of the N.A.R.D., he brought his hearers, from one convention to another, reaching a climax when he declared that it was at the Louisville convention that the repeated attempts to capture the N.A.R.D., by commercial interests, in his opinion, were finally successful. Then it was, he declared, that as he viewed conditions it was time to teach a lesson to all commercial interests, to all manufacturing concerns, that they must keep hands off of the affairs of the retail druggists' organization. And it was for that reason and for the protection of that principle, he said most emphatically, that he had advocated the stand subsequently taken by the P.A.R.D.—that of seceding.

Professor Stanislaus proved a warm champion of the retail druggists who had voted against reaffiliation with the N.A.R.D. William L. Cliffe declared that he hoped for reaffiliation with the N.A.R.D. Others who spoke briefly were Frank W. Fluck, Charles Leedom, William E. Lee, Otto Kraus and Samuel W. Strunk. Then at the suggestion of Mr. Reese, the party joined hands and sang with a will "For He's a Jolly, Good Fellow" and "Auld Lang Syne." Mr. Potts was kept busy shaking hands for another half-hour and it was long after midnight before the last good-night was said and the guests departed for their homes.

"Methyl Hydroxide" As Name For "Wood Alcohol."

BALTIMORE, Oct. 20.—Dr. H. P. Hynson, has come out with a suggestion regarding wood alcohol, which finds approval among a number of pharmacists. Dr. Hynson suggests the adoption of the appellation methyl hydroxide, which is in reality its chemical name. Wood alcohol, he says, is entirely misleading, since wood may have nothing at all to do with the manufacture, so that the proposition to adopt the term "wood naphtha," must be rejected in favor of some more accurate designation. "Methyl alcohol" has also been urged, but Dr. Hynson opposes this for the reason that "wood alcohol" is not really alcohol, the closest definition being, as stated, "methyl hydroxide."

Fair Sex at Social Session of Louisville R.D.A.

LOUISVILLE, Oct. 20.—On Sept. 28 one of the first social sessions of the Louisville Retail Druggists' Association, in company with the wives of the members, was held at the Galt House. The fair sex aided materially in increasing the sociability of the evening and "shop talk" was relieved by friendly amenities which proved enjoyable in the extreme. A new constitution and by-laws were adopted. President Simon N. Jones talked interestingly upon "Organization Among Druggists," and Prof. Gordon L. Curry, of the Louisville School of Pharmacy, discussed "Harmony Among Druggists." A sumptuous banquet followed.

Doctors Endorse Mr. Walton's Opium Bill.

WILLIAMSPORT, Pa., Oct. 20.—The Lycoming County Medical Society has unanimously adopted the bill which is to be presented to the Pennsylvania Legislature, restricting and regulating the sale of opium, etc. This action followed an interesting address on the proposed law, delivered by L. L. Walton, secretary of the Pennsylvania board. Mr. Walton prepared this bill which was endorsed at the recent meeting of the Pennsylvania Ph.A. and has taken a leading part in securing for it the support of both the druggists and the [illegible] of the State.

President Ruf Buys Antikamnia Building.

St. Louis, Oct. 20.—Frank A. Ruf, president of the Antikamnia Chemical Co., purchased the property at 1622-24 Pine street, [illegible] now occupied by his company, for $250,000. The structure was built for the chemical company some years ago and contains about 25,000 square feet of floor space. Mr. Ruf is one of the largest real estate investors in St. Louis and is a director of the Mercantile Trust Co.

MERRELL RECEIVERSHIP LIFTED—ALL PAID

Judge Compliments Company for Splendid Showing Made Following the Panic Trouble of 1907.

CINCINNATI, O., Oct. 20.—The receivership of the Wm. S. Merrell Chemical Co. was raised by order of the Superior Court in Cincinnati, Sept 30, Judge Shattuck stating it was a matter of great satisfaction to him to dismiss the receivership on account of the splendid showing made by the company since its misfortune caused by panic conditions of 1907. What was known as the "George Merrell" plan accomplished the much desired result—the company making full settlement with its creditors.

The Merrell Co. was founded in 1828 by the late Wm. S. Merrell, A.M., M.D., who is credited with having contributed more to high-class medicinal preparations than any one man. In 1881 George Merrell organized the present company, and while strictly adhering to the policy of the founder to manufacture only what was best, he has by personal effort made the Merrell Co. a familiar word in medical and pharmaceutical circles throughout the length and breadth of the land.

Mr. Merrell was the first man who traveled for the company and for many years had entire charge of the traveling service, No man is better known to the drug trade, and his strong personal following was never more fully demonstrated than in the splendid business done by the company during the trying period of the receivership, the net earnings averaging nearly $70,000 a year. The world admires a plucky fighter and everywhere the news that George Merrell has won out in his effort to save the company was met with honest praise. The company was never stronger than it is today and President Merrell expressed himself very strongly in gratitude to the trade for its fine loyalty to the Merrell Co.

INGRATE SWINDLES A CHICAGO HOSPITAL.

Is Picked Up on Street in Precarious Condition and Repays His Benefactors With "N.G." Check.

A mean swindle in Chicago was recently called to the attention of McKesson & Robbins, New York City. A person calling himself George Graham was picked up in a street in Chicago and taken to a nearby hospital where he was found to be in a critical condition, suffering from heart failure. He said he was a traveling salesman for McKesson & Robbins. After the doctors had with considerable difficulty brought him around from his attack, he gave them a check on a New York bank in consideration of their services. The check was later returned marked "No funds."

The hospital authorities communicated with McKesson & Robbins and were informed that the company had never heard of Mr. Graham. Before leaving, the ingrate further assured his benefactors he was going to locate in Chicago as the Western representative of McKesson & Robbins. He was a smooth talker and was well dressed.

Rival "Medicine Service" Concerns in Litigaton.

The Consolidated Medical Co. lost a point recently in its suit against the New York Medical Service Co. for $100,000 damages, when Justice Maddox signed an order precluding testimony on all the paragraphs describing the alleged damage because the plaintiff had failed to file a bill of particulars as ordered by the court. The plaintiff company sets forth that it is a corporation with principal places of business in Brooklyn Borough, for supplying physicians' services, medicines, etc., by contract to the public upon stated weekly or annual payments, and that from about Feb. 1, 1908, the defendant conspired to injure the plaintiff in its business. A general denial was entered upon behalf of the defendant corporation.

The Old Corning Pharmacy Again Sold.

The pharmacy conducted for many years by the late Dr. A. J. Corning, a prominent Baltimore druggist, has been acquired by Gabriel Rettalinta. It is at Mosher and Bolton streets, and after Dr. Corning's death was purchased by the Robertson-Duck Co., which has now disposed of it.

Banker-Druggist Enters Bankruptcy.

LOUISVILLE, Oct. 20.—John W. Gosdel, prominent druggist of Henderson, Ky., has filed a voluntary petition in bankruptcy, the amount involved being $25,000 to $30,000. He was president of the Henderson County Savings Bank.

UNIQUE DISPLAY OF CRUDE DRUGS MADE BY RIKER CO. AT RECENT ELECTRICAL SHOW IN N. Y.

FULL advantage of an exceptional opportunity to exploit their business to the thousands of people who attended the recent Fourth Annual Electrical Show, held at Madison Square Garden, New York City, was taken by the Wm. B. Riker & Son Co., druggists. Their exhibit took the form of an entrance to a Riker drug store—two doors finished in green on which was the firm's name and motto, "You Are Safe When You Buy at Riker's," and the customary display window on either side.

The righthand window of this exhibit was a veritable lesson in pharmacognosy. A map of the world hung in the center on the wall. In front of it were trays of uniform size, each of which contained superb samples of crude drugs, rhubarb, squills, ginger, etc. From each tray a colored baby ribbon extended to the point on the map where the country of its origin was represented. On each "country" was pinned its National flag so the observer could tell at a glance, for instance, that ginger came from the island of Jamaica or rhubarb from China. The wall at the rear and sides of the window was covered with "shingles" made of elm bark and against the plate glass front were suspended strings of orris root fingers and colocynth apples. Bundles of licorice and other root and bark drugs, bags of senna, saffron, etc., completed the display. All the samples were perfect and constituted an education to the interested layman.

The lefthand window was not quite so technical in the nature of its exhibit and consisted of a display of perhaps more direct appeal to the purchasing public. Two wax figures occupied the center: one represented a grayhaired physician sitting at a table, the other a rosy-cheeked boy standing alongside. The boy had a thermometer in his mouth at which the physician would glance every so often, mechanically lower his head and "write" a prescription. Three certificates to practice pharmacy hung in this window and on the floor were laid open files of prescriptions put up by Riker's in 1846, 1847, through the '50's and later years. The finished prescriptions were represented by bottles and jars of various preparations.

Educational Exhibit at Pure Drug Show.

MILWAUKEE, Oct. 20.—The University of Wisconsin will make an exhibit at the National Pure Drug Show to be held in this city by the Wisconsin Ph.A. during the week of Nov. 28. A complete laboratory will be installed in the Auditorium for the purpose of giving practical demonstrations. Lectures will be given, with stereopticon views, on "The Evolution of the Drug Store" and "The History of Perfume," including the quaint old apothecary of six centuries ago and the various steps up to the present time.

Elaborate preparations are under way for the educational exhibit that will be made under the auspices of the university. The heads of the crude drug, botanical, chemistry, pharmacy and pure food departments have been instructed to cover every phase of the drug trade. Dr. Kremers, dean of the college of pharmacy, will have personal charge of the work.

Druggists to Aid in Building New Hospital.

LOUISVILLE, Oct. 20.—Retail druggists are rallying to the cause of building a new city hospital. On Sept. 28, the Louisville R.D.A. unanimously decided that each of the 125 retail druggists of this city should receive a personal letter from President Addison Dimmitt, urging that the recipients cooperate in gaining a one million dollar bond issue from the city officials, with which a new hospital may be built.

New Owners for Hoge Drug Company.

MACON, Ga., Oct. 20.—Claude H. Murray and Robert Sparks have purchased all the stock of the John S. Hoge Drug Co., and will in future conduct the business as equal partners. Mr. Murray has been manager of the company for several years. Mr. Sparks is also an experienced drug man, and one of the brightest young business men of Macon.

Drug Clerk Tries to Save Blazing Automobile.

BOSTON, Oct. 20.—Arthur Glace, a clerk for Clark & Mahoney, druggists, in East Boston, proved himself the man of the hour one night recently when some children playing in the street set fire to the dried leaves. The flames spread rapidly, then ignited a newspaper, and the newspaper blew along the street and lodged under an automobile standing in front of the drug store. Almost immediately the oil and grease in the drip pan underneath the engine and gasoline tank, caught fire. Without considering his own personal safety, Glace took a hand fire extinguisher from the store and ran out to the automobile to put out the flames. He rendered material assistance, but the fire was too great to be handled by any one person alone and a box alarm brought the fire department to the scene.

Five Per Cent Dividend for Stein-Gray Creditors.

CINCINNATI, Oct. 20.—H. C. Yergason, trustee in bankruptcy of the Stein-Gray Drug Company, says the recent sale of the company's entire wholesale stock of drugs, sundries, office fixtures, etc., netted about $20,000. A five per cent dividend has been declared, and Trustee Yergason says probably another dividend may be declared in about three months time. The stock was invoiced at cost of over $60,000, and was appraised at less than $30,000. The examination of the firm in bankruptcy is now under way.

Cultivation of Ginseng in Wisconsin

More than $50,000 worth of dried ginseng root were shipped out of Langlade County, Wis., last year and present indications are that this amount will be doubled this year. The soil of Langlade County, especially in the vicinity of Antigo, seems to be well adapted to the raising of the root and people all over the county are beginning to cultivate ginseng.

NO FEDERAL INTERFERENCE IN MERGER.

Riker-Hegeman Officers Discredit Story and Assert There is no Ground for Adverse Action.

Retail druggists in New York City were greatly interested in the latter part of October in a report that the Federal Government at Washington might interfere with the merger of the Wm. B. Riker & Son Co. and the Corporation of Hegeman Co. The druggists who are opposed to chain stores were especially interested in the rumor, which, however, could not be traced to any authentic source. At the Federal Building in this city nothing was known about the matter.

Treasurer Phelps, of the Hegeman Co., said:

"If any one had made any such move against us, I certainly would have been informed of it. We are effecting the consolidation exactly as we planned originally, except that it has taken us more time to get things in order than we thought would be necessary. It had been intended the two firms should become one on Oct. 1. That only gave us a month to go through our accounts preparatory to combining them with the Riker accounts. We have found two months instead of one will be necessary. So far as I know there is absolute harmony between the Hegeman corporation and the William B. Riker & Son Co."

President Cosden, of the Riker Co., made a similar statement. He said he could see no possible way in which the Riker-Hegeman consolidation could be charged with violation of the Sherman Anti-Trust law. He added he believed the merged corporation would be in working order in a few weeks.

May be a Riker-Hegeman Store in Trenton.

TRENTON, N. J., Oct. 20.—The Riker Drug Co., of New York, is negotiating with Benjamin Lissner, owner of the old City Hall property, for a lease of the first floor of the building, to be used as a drug store. It was learned that the deal is in a preliminary stage and that there is no certainty just now as to whether it will be closed. Under the plan of Mr. Lissner, the City Hall building will be entirely renovated so as to make a modern store on the first floor, with up-to-date offices on the second and third floors.

Million Dollars in A. D. Thompson's Expansion.

MINNEAPOLIS, Oct. 20.—Two large real estate deals were completed recently by which the buildings at Nicollet avenue and Fourth street and at First avenue S and Third street, occupied by the A. D. Thompson Drug Co., have been purchased and the sites leased in each case for 99 years on a flat rental basis. The A. D. Thompson Drug Co. will continue to occupy both corner stores.

The Albert D. Thompson Co., with the same officers as the drug company, has been formed with $100,000 capital to handle the real estate end of the business. Albert D. Thompson is president and treasurer; Charles W. Thompson is vice-president; George H. Kulp, secretary. The officers are the only stockholders in either company.

The A. D. Thompson Drug Co. was one of the first to recognize the great value of Nicolett avenue frontage. Seven years ago it took possession of the ground floor of the Wetherby building, which had just been remodeled, agreeing to pay an annual rental of $6000 a year. The amount at that time, just before the city took its tremendous start forward, was considered almost prohibitive and the opinion was general that the company could not pay the rent with profit from its business. It has proved that the drug company was more far-sighted than the critics, and it has now determined to take another advance step and make its positions as drug-[illegible] the two strategic corners. The two transactions by the Albert D. Thompson Co. aside from the annual taxes, involve a total sum of $1,601,100, to be paid in the life of the leases.

To Stop Sale of Injurious Drugs.

[illegible], Ky., Oct. 20.—A new drug ordinance, providing a [illegible] recording of $100 fine and 50 days in jail for the sale of [illegible] drugs in Lexington, has become a law.

Cracking Office on Doctors and Sanitariums.

A [illegible] against [illegible] that [illegible] to place [illegible] has been instituted by Mrs. [illegible] at Lake Mineral Springs, [illegible] to M. Gould Pharmacal Co.

FORMER PHARMACIST IS NAMED FOR GOVERNOR

While Working in Drug Store Studied Law and is Now a Practicing Attorney in Massachusetts.

Frederick W. Mansfield, of Boston, who was nominated by the Democratic State Convention as the temporary candidate for governor of Massachusetts, after the convention had been unable to agree upon a candidate in a triangular contest, is a registered pharmacist, but is now practicing law.

Mr. Mansfield was born in East Boston 33 years ago, and while attending school worked for Henry D. Huggan, druggist. He received his certificate as a registered pharmacist in 1898. When the Spanish War broke out he enlisted as an apothecary in the U. S. Navy, and for the three interesting months of that war he was stationed on board the Vulcan, the repair ship, in the harbor of Guantanamo in Cuba. He was mustered out Jan. 15, 1899, and four days later was behind the counter in East Boston again in the employ of the man with whom he learned pharmacy.

Early and late he was at the drug store putting in all his spare time studying law, being admitted to practice at the bar Aug. 26, 1902. He has been counsel for the American Federation of Labor. Mr. Mansfield is married and now lives in Dorchester.

Druggist Candidate Denies Sale of Cocaine.

Paul Borchard, a druggist at 42 Amsterdam avenue, New York City, and a candidate for the Assembly on the Republican and Independence League tickets, was arraigned in the West Side police court recently on a charge of having sold cocaine without prescription to Hattie Brown, a negress.

"I didn't sell her cocaine," Hugh Masterson, a Health Department inspector, says the druggist insisted. "She asked for cocaine, but I gave her something else."

Mr. Borchard maintained his innocence in court later and pleaded not guilty. Masterson promised to have the purchased powder in court together with a statement of the findings of a chemist. Thereupon Magistrate Krotel adjourned the case. Mr. Borchard furnished $1000 bail.

Druggists Nominated for Political Offices.

ALBERT W. MILLER, of Hartland, druggist, farmer and justice, has been elected member of the Maine Legislature. He has been a drug store proprietor for 45 years.

JOHN M. GROSVENOR, JR., manufacturer of plasters, Boston, has been renominated by the Republicans of Essex County, Mass., as county commissioner. His home is in Swampscott.

OTIS S. BEACH, Democratic nominee for Assemblyman in Tioga County, New York, is a druggist in Owego. He has been a member of the New York State Ph.A. since 1896.

EMMET D. HEES, of Avoca, Steuben County, has been nominated by the Independence League for Representative in the 33d New York Congress District.

Mr. McElhenie's Girl Cashier a Heroine.

Fire recently in an alley next to the drug store of Thomas D. McElhenie, at DeKalb avenue and Ryerson street, Brooklyn, caused a great deal of excitement. Miss Elizabeth Merry, cashier of the branch post office in the pharmacy, when she found that the building was threatened with destruction, seized the post office books, cash box, stamps, registered letters and all other government belongings that she could lay her hands on, and turning her apron into a post office, made a bee line for the candy store on the opposite side of the street. Mr. McElhenie is the superintendent of the branch and he called Assistant Postmaster Nowell's attention to her bravery. Mr. McElhenie had a close call in making his way out through the smoke.

Cost $25 to Practice Pharmacy Unlawfully.

Louis Bell, of 403 Myrtle avenue, Brooklyn Borough, New York City, was recently found guilty in the Court of Special Sessions of having practiced pharmacy without lawful authority in violation of the Public Health law. He was fined $25, which he paid rather than spend five days in jail, which was the alternative given him.

Formulas.

Just 1311 formulas are given in the new edition of the Dispensers Soda Water Guide. Every fountain operator needs it.

NEW IMPETUS FOR AN OLD ESTABLISHED FOOD.

Arthur B. Harlow Becomes Interested in Promulgating the Virtues of the Ridge Product.

ON the office door of one of the old-time business buildings of Boston, on the site in fact of the very first store in that old city, opposite the Old State house and the towering Ames building, has been placed a new sign, which reads: "Ridge's Food Co." At that place (the address is 4 State St.), is the downtown office of a new company which has recently secured control of one of the oldest proprietary articles now on the market, and is preparing to once more make it a factor in the modern needs of families and households.

ARTHUR B. HARLOW.

Ridge's Food, by the way, originated in England, where it is still manufactured and holds a large place in the dietary of infants. About 40 years ago it was brought to this country by an English druggist as the one thing in all England that he believed would find a welcome by the American and Canadian public. This English druggist, whose name was Woolrich, brought with him the rights of manufacture and sale of Ridge's food in North America. He settled in Halifax, N. S., but soon found that a greater demand for his article came from the United States, and he transferred the business to Massachusetts, with a laboratory at Palmer. For the next quarter of a century, by means of judicious advertising and business methods, Ridge's food became one of the prime articles in the stock of American druggists.

When Mr. Woolrich retired with a competency, 15 years ago, he turned over the business to a friend who continued it until last September, when the business, formula, copyrights, patents and good-will were taken over by a new organization under the name of the Ridge's Food Co.

The new company now proposes the rejuvenation of the business. Two capitalists have put up the money for the new enterprise, and they have associated with them, Arthur B. Harlow, who for the past 14 years has been connected with the Mellin's Food Co. of North America in the advertising department, and for the past three years had been manager of that important department.

Mr. Harlow talked interestingly to a representative of the ERA of the plans of the new company. "While in late years the demand for Ridge's Food has not been large, I was quite unprepared to find the excellent condition that prevails. The food has a well nigh perfect distribution, it is well known all over the country, by both druggists and the public, and a majority of druggists carry a little of it in stock. Another very important thing is that not in the slightest degree has the formula been changed in all these years, and the grade of goods turned out this year measure up to the high grade of the first year.

"Although I left the Mellin's Food Co. to go into a rival food company," said Mr. Harlow in speaking of his former business connection, "I left their service with their best wishes. Thomas Doliber and all the people of that company are the very salt of the earth. They are the finest people that live. I enjoyed working with them, and now that I am with another company, and apparently in competition with them, it will be fair competition. It will be our policy to build up and not tear down, although it is possible that we may scrap over principles of infant feeding.

"The opportunity to join this company came to me. Something was going to be done with the company. Personal friends of mine, men of wealth, were putting their money into it, and it was such a good chance I felt I would not be doing right not to take it. So I left the Mellin's Food Co. with some feelings of regret at the separation, yet I look forward with highest hopes to the building up of the new company in making Ridge's Food 'for baby and all the family.'"

NEW HOME FOR MULFORD'S PACIFIC BRANCH.

Commodious and Finely Equipped Building in Seattle is Well Stocked With Company's Specialties.

DURING the past five years the work and policies of the H. K. Mulford Co. of Philadelphia, have been closely associated with the progress and prosperity of the North Pacific drug trade. As a result of this association and growth, they have recently opened a North Pacific Coast Branch House at 307-309-311 Third ave., South Seattle, Washington, the first large pharmaceutical house to establish a branch in that territory. This in itself is evidence of the confidence the Mulford Co. have in the future growth of the North Pacific trade. In establishing the new branch, a picture of which is herewith printed, they announce that druggists will receive the same terms and discounts from the Seattle House as are given at their headquarters in Philadelphia, and sufficient stock will at all times be carried to insure prompt shipments. The history of the H. K. Mulford Co. has been one of progress and continued success. This success has been doubtless due in great measure to the efforts of the house to place the practice of pharmacy upon a strictly scientific basis, also to the position which has been taken by the house against accepting business from mail order houses, department stores, or aggressive cutters. Their work in the direction of assay and standardization has been extended throughout the entire biological and pharmaceutical line wherever such products can be standardized, either by chemical assay or physiological test. By consistently pursuing this policy, they have been able to furnish products of uniform reliability and excellence, and have acquired a high reputation for their laboratories, winning the confidence of the medical and pharmaceutical professions.

Of particular interest to druggists is the fact that the Mulford Co.'s products can be purchased through the jobber at a discount of 40 per cent without signing a contract. In addition, the house has a yearly plan enabling the druggist to secure extra discounts on his purchases without any obligation on his part and without compelling him to purchase a stock line. This is the most favorable proposition to enable the druggist to save money on his current purchases that can be extended, as it does not require the investment of a dollar in a stock line, but permits him to secure his pharmaceuticals as needed at the minimum cost.

Chop Suey Restaurant Sells Opium Sandwich.

CHICAGO, Oct. 22.—The "opium sandwich" is the latest wrinkle in restaurant novelties. The price is $1. The novel scheme for the distribution of the drug was unearthed yesterday, when Ching Sing, proprietor of a chop suey restaurant in West Randolph street, was arrested. The "sandwich" consisted of a several days' old bun, with the center hollowed out. Reposing in its interior was a small package containing opium.

Pittsburg Druggist Wins $20,000 Suit.

WASHINGTON, Oct. 20.—By refusing to review the writ of certiorari the judgment of $20,000 given by the lower courts against William D. Mann and others, owners of *Town Topics*, of New York, for libelling Samuel Dempster of Pittsburg, the Supreme Court in effect has affirmed that judgment. *Town Topics* printed some untrue gossip about Mr. Dempster, who is a prominent druggist of Pittsburg.

Marinette Drug Stores Pass Inspection.

W. P. Fletcher, an inspector of the Wisconsin dairy and food commission, after an inspection of the drug stores at Marinette, Wis., reported them all to be in first-class condition and that the sanitary regulations had been lived up to.

NEW ASSOCIATION ACQUIRES NEW NAME.

A.D.S. Organization Will be Local to City—Long Debate as to Use of "A.D.S." in Its Title.

The October meeting of the A.D.S. Association of the State of New York, now the A.D.S. Association of Greater New York, was held at Teutonia Hall and presided over by president Peter Diamond. The work accomplished by the new organization consisted in the adoption of a new constitution and by-laws drawn up and presented by Dr. William C. Anderson, vice-president of the American Druggists' Syndicate. About two hours of debate followed the reading of section I, article I, which provided for the new name given above. Sentiment, so far as could be gathered from the speakers, was about equally divided as to whether the letters "A.D.S." should be included in the organization's title. The arguments presented hinged on these points:

The association was intended by some of its originators to be an open and general organization in which all N. Y. City retail pharmacists might discuss current questions. It was thought that the inclusion of "A.D.S." in the name would keep non-Syndicate members out and the association would thus fall short of its purpose. Also, that the wholesalers were opposed to the American Druggists' Syndicate and would find in such a name a vulnerable point of attack.

Others argued that there were already too many associations in the city and that a general organization was not needed, that the association would be sailing under false colors under any other name, and finally that the American Druggists' Syndicate would be well-advertised by the publicity, and pharmacists who wouldn't join on account of the Syndicate wouldn't join whatever the name might be.

As Dr. Anderson quoted, "A rose by any other name would smell as sweet," but "A.D.S. smells sweetest" to its members. When A. Gardner, Brooklyn; Dr. Joseph Weinstein, Manhattan; W. A. Guthrie, Manhattan, and the other speakers had concluded, president Diamond said that the association was not organized solely to advance A.D.S. interests, but that it was organized to bring all the druggists in the city together. He further asserted that the trouble with the local associations lay in the unnecessary delay in "referring back" to committees or to the association itself, every question that arose.

Membership is open to anybody actively engaged in retail pharmacy in New York City. Meetings will be held every third Thursday of each month in a hall which will be later permanently secured.

Druggists Oppose Merger of Corporations.

LOUISVILLE, Oct. 20.—The public service corporations which control the artificial lighting and heating facilities of Louisville are attempting to merge and both boards of the General Council were on the point of considering the passage of the merger ordinances when a communication was received from the Louisville Retail Druggists' Association, protesting against the passage of the measures. The communication was signed by President Simon N. Jones and urged that the city appoint experts to investigate every detail of the merger, and its consequences, before taking final action.

Mr. Treber Buys Another Pharmacy.

LOUISVILLE, Oct. 20.—F. W. Treber, well known druggist, has purchased the drug establishment of Joseph Millheizer in Frankfort avenue, after Mr. Millheizer filed a voluntary petition in bankruptcy. Mr. Treber is conducting an up-to-date and handsome pharmacy in his new location in Crescent Hill.

Candy, Carnations and Music at Formal Opening.

[illegible] Strassmeyer Drug Store at Appleton, Wis., was formally opened to the public recently, when [illegible] a dinner attended and Mr. Strassmeyer gave [illegible] 1000 carnations and [illegible] boxes of candy [illegible]

Changes of Ownership in Baltimore.

[illegible] pharmacy, [illegible] engaged at Lexington and Howard streets, Baltimore, has been purchased by [illegible] corner of North and Madison avenues. The latter [illegible] the former proprietor of the E. L. Lee Williams [illegible] corner of Eutaw & Watts

MICHIGAN R.D.A. TO AMEND DICKINSON ACT.

Proposes Changes Which Will Make State Liquor Law Less of a Burden—All Officers Re-elected.

KALAMAZOO, Oct. 20.—Possibly 200 members attended the [illegible] second annual meeting of the Michigan State Retail Druggists' Association. President C. A. Bugbee, in his annual address, classed druggists who sold liquor for the sake of pecuniary benefits as a disgrace to the profession and said they should be forced to pay the $500 liquor license to the government. He urged close co-operation, the adoption of a higher code of ethics and recommended the restoration of the old term "assistant pharmacist" instead of "registered pharmacist," the new term resulting in confusing the drug clerk with the proprietor.

Resolutions incorporating proposed changes in the State liquor law, the Dickinson act, were adopted as follows: That liquor shall be sold to consumers only on a sworn statement from a customer that he needs it for medicinal purposes, and a false statement in the affidavit shall be punishable in the same manner as forgery. No responsibility shall be on the druggist when a clerk sells liquor illegally. A list of all posted drunkards must be furnished to each druggist. County clerks must furnish druggists with blanks for recording liquor sales.

The point was developed that whereas the druggist could sell liquor only on a physician's prescription, this did not protect him from prosecution. The association recommended that the legislature abolish this "unjust" feature of the law. One of the strongest speakers in favor of an amended law was Lee M. Hutchins, Grand Rapids. The following officers were re-elected:

[illegible] C. A. Bugbee, [illegible] Kalamazoo; [illegible] Muskegon; [illegible] [illegible] vice-presidents; H. B. Mc[illegible], [illegible] Henry Rachel, Grand Rapids. Executive committee: W. J. Kirchgessner, Grand Rapids; R. A. Wyatt, Muskegon; D. D. Allan, Lockwood; J. S. Bennett, Lansing; S. L. [illegible] Hart and George D. Davis, Howard City.

Charles E. Abell, of South Haven, presided as toastmaster at the banquet held at the Rickman Hotel.

Druggists Interested in Louisville 'Phone Fight.

LOUISVILLE, Oct. 20.—A big newspaper campaign has been inaugurated against the Louisville Home Telephone Co. by two of the most prominent daily papers. The company proposes to inaugurate arbitrarily a "zone system" and charge everybody outside of a two mile radius $36 per year, as against the old service charge of $30. Incidentally, the Home company is not putting in any service except over party lines, and it is alleged that this is in direct violation of its contract with the city, whereby it obtained a franchise.

Two hundred or more retail druggists have joined with the newspapers to take up the cudgels against the Home and Simon N. Jones, president of the Louisville Retail Druggists' Association, is heading the campaign from a druggists' standpoint. Benjamin Sauter, secretary of the association, declared: "We do not intend to allow the 'phone company to put this thing over on us."

Wholesalers to be Entertained in St. Louis.

ST. LOUIS, Oct. 20.—Arrangements are being made by the wholesale drug interests of this city to entertain the 200 delegates who will pass through St. Louis on their way to the National Wholesale Druggists' Convention in Dallas, Nov. 14. The delegates will arrive in St. Louis Saturday, Nov. 12 and will be given an automobile ride and banquet. They will leave St. Louis for Dallas Sunday morning, Nov. 13.

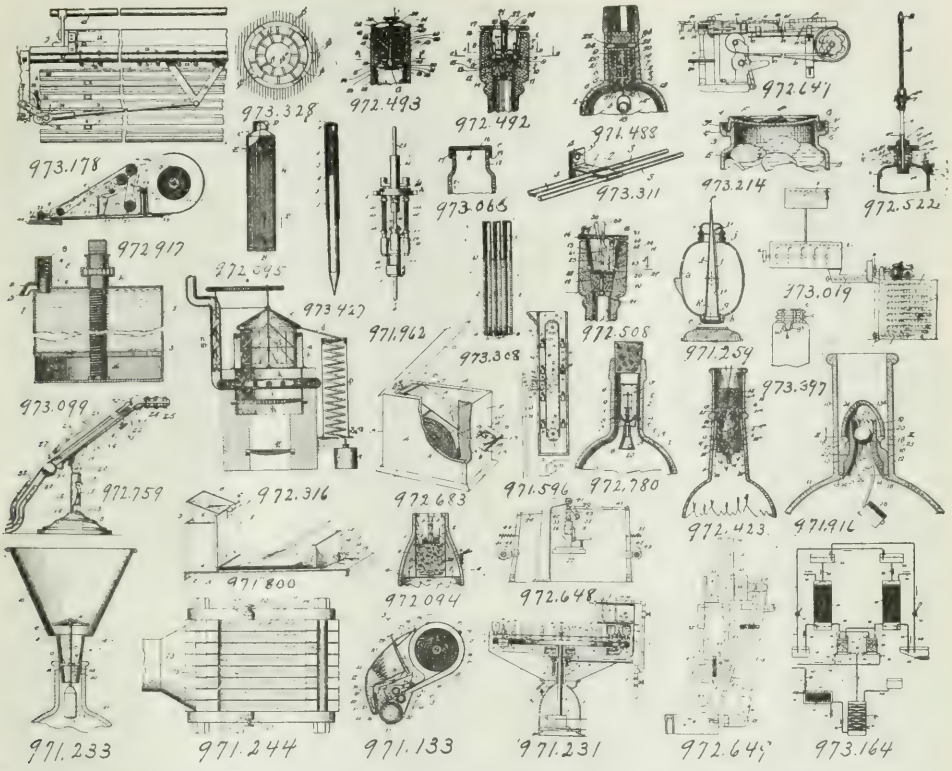
Cannot Restrict Sale of Bottled Liquors.

MILWAUKEE, Oct. 20.—The effort which has been made by members of the Retail Liquor Dealers' Association to prevent others than saloon keepers from selling liquor in bottles or other small quantities, has failed. Druggists were aimed at.

Government's Hog Cholera Serum Stands Test.

[illegible] a committee of [illegible] the sale of the new [illegible] serum for preventing hog cholera at South Omaha, Neb., [illegible] on the Bureau of Animal Industry of the United States Department of Agriculture.

PATENTS, TRADE MARKS, ETC.—(See Next Page)



PATENTS.

Granted September 27, 1910.

971,135—Hyla F. Maynes, Gaines, Pa. Labeling machine.

971,144 and 971,145—Heinrich Reitz, Griesheim-on-the-Main, Ger., assignor to Chemische Fabrik Griesheim-Elektron, Frankfort-on-the-Main. Preparing caustic soda and caustic potash.

971,149—Karl Schick, Griesheim-on-the-Main, assignor to Chemische Fabrick Griesheim Electron. Catalytic body and method of making same.

971,194—Fritz Hasselmann, Munich. Wood-preserving solution.

971,198—Paul L. Hulin, Grenoble, France, assignor to Societe d'Electro-Chimie, Paris, and P. L. Hulin. Process for the manufacture of metallic sodium.

971,206—Anton Messerschmitt, Frankfort-on-the-Main, Ger., assignor to Corporation Internationale "Wasserstoff" Aktiengesellschaft. Process of producing hydrogen.

971,211—Jalmar G. Nathurst, Kingston, N. Y. Trinitrotoluene mixture for explosives.

971,231—Leopold Weissopf, New York. Bottle-rinser.

971,233—Charley J. Wilson, Roger, N. D. Funnel.

971,244—Charles S. Bradley, New York. Ozonizer.

971,259—Stanislas Effantin, St. Cloud, France. Apparatus for distributing liquids in measured quantities.

971,488—Leon Buenon, Seattle. Non-refillable bottle.

971,501—Fritz Haber and Robert Le Rossignol, Karlsruhe, Ger., Ludwigshafen-on-the-Rhine. Production of ammonia.

Granted October 4, 1910.

971,596—Wm. J. Cooper, Stockton, Cal. Postal-card-display device.

971,681—Samuel Knopf, Vienna, Aust.-Hung. Process of making artificial ointment-bases.

971,799—John W. Stevenson, Goldfield, Nev. Preserving compound.

971,806—Walter Sutton, Sacramento, Cal. Label-pasting device.

971,916—John Missall and Albert Sommer, New York. Non-refillable bottle.

971,962—Chas. L. Bastian, Chicago, assignor to Bottlers' Machinery Mfg. Co. Bottle-filling machine.

972,094—John T. Bluff, Butte, Mont., assignor of one-half to Frank F. Hayes. Non-refillable bottle.

972,095—Thos. C. Booth, New Rochelle, N. Y., assignor to Consolidated Fruit Jar Co., New York. Compressible tube.

Granted October 11, 1910.

972,316—Jos. Zehetner, Vienna, Austria. Process of preparing a tooth-healing preparation.

972,318—Edward S. Balthrop, Jackson, Tenn. Inhaler.

972,423—John Wiberg, New York. Non-refillable bottle.

972,492 and 972,493—Alford C. Appleton, Dayton, O., assignor to Hayner Distilling Co. Bottle-stopper.

972,508—E. S. Church, Dayton, O., assignment as above. Bottle-stopper.

972,522—Thomas W. Evans, Jersey City. Nozzle-stopper for bottles and other receptacles.

972,523—Ernst Fischer, Gronau, near Hanover, Ger. Iron-albumin-glycero-phosphate and process of making same.

972,647 and 972,648—William Rose and Henry Rose, Gainsborough, Eng. Feeding mechanism for label or wrapping machines, and mechanism for applying labels or wrappers.

972,649—Henry Rose. Apparatus for feeding articles to wrapping mechanisms.

972,683—Chas. W. De Laney, Hammond, Ind. Label and ticket cabinet.

972,759—James H. Flower, Ashtabula, O. Blowpire.

972,780—I. B. Solomon, Boston, assignor to H. C. Rand. Non-refillable bottle.

Granted October 18, 1910.

972,917—Frank D. Rettich, Cincinnati. Label-attaching means.

972,952—Henry V. Walker, Brooklyn, assignor to the Maas & Waldstein Co., Newark, N. J. Chlorhydrins and process of

Copy of any TRADE-MARK or PATENT, with 64 page Booklet on LEGAL TRADE-MARKS, PROTECTIVE PATENTS, and FOOD AND DRUGS ACT, sent for 25 cents. G. H. DAVIS, Attorney, 908 G St., N.W., Washington, D. C.

[illegible]

97,206—H. V. Walker, assignment to Home Solvent for Powders, Ill., and Boston, for treating same.

97,[illegible]—H. V. Walker, assignment to Home Process of making [illegible]

97,[illegible]—Theodore De Haen, Berlin, Ger. Process of granulating [illegible] and the granulated powder.

97,[illegible]—Hugo C. Prahl, Jr., Rochester, Mass., assignor to Russ[illegible] Co., Boston, and Rochester, Mass. Process of [illegible] and the product obtained.

97,[illegible]—Ernest E. Bender, Dresden, Germ. Non-refillable bottle.

97,[illegible]—Josef Barth, Vienna, Austria-Hungary, Ger. Process of obtaining [illegible] and [illegible] from [illegible].

97,[illegible]—Adolf Gerngross, Barmen, Ger. Process of treating [illegible] chloride and [illegible] chloride for producing [illegible] and [illegible] of the said metals.

97,[illegible]—Joseph W. Dowd, St. Louis, assignor to Barry-Wehmiller Machinery Co., Both Cleaning machine.

97,[illegible]—Ernest L. Richter, Cedar Rapids, Ia. Sifting device.

97,[illegible]—Francis L. Roddy, Watertown, N. Y. Thermometer case.

973,311—Ernest L. Smith, Bradford, Pa., assignor to The Clark Soles Co., Buffalo. Tooth-brush holder.

97,[illegible]—Joseph Wilkinson, Derby, Conn. Emulsifier.

973,397—Arthur Wilzin, Paris, Fr. Screw-closure for bottles and the[illegible]

97,[illegible]—Jesse W. Hayes, Baltimore, assignor of one half to Louis Stepp[illegible] Combined pencil holder and [illegible]

TRADE MARKS.

Published September 27, 1910.

50,061—Eleto Co., New York. Preparation for cleaning teeth and liquid antiseptic for use both externally and internally.

50,[illegible]—A. W. Gilchrist & Co., Hutchinson, Kans. Medicinal oil.

50,134—Samuel Cabot, Inc., Boston. An antiseptic.

50,[illegible]—Orrox Mfg. Co., Buffalo. Hair dressing and hair-tonic.

51,462—W. E. Smith, Boston. Catnip, catnip preparation, and catnip balls.

51,515—Jeremiah P. Smith, Lincolntown, N. C. Remedy for diseases of the lungs.

Published October 4, 1910.

44,995—S. A. Murphy, Columbia, S. C. Colic remedy.

49,[illegible]—Frederick Meinhard, Peoria. Cold-cream.

49,[illegible]—A. L. Hedley, Greensboro, N. C. Veterinary salve.

50,[illegible]—Carl Sorger, Frankfort-on-the-Main, Ger. Preparation for treatment of anemia chlorosis and general debility.

50,28[illegible]—Schuyler C. Baram, Minneapolis. Ointment, face and massage cream, lotion for skin applications, etc.

Published October 11, 1910.

48,809—Chas. B. Longwell, Wheeling, W. Va. Medicinal preparations for nervous prostration, insomnia, vertigo, etc.

49,[illegible]—Badische Anilin & Soda Fabrik, Ludwigshafen-on-the-Rhine, Ger. Coal-tar dyestuffs, indigo preparations, etc.

49,788—Dickinson Drug Co., New Britain, Conn. Aseptic soap.

49,[illegible]—Chas. E. Gilham, Lockport, N. Y. Peridont anesthetic.

51,0[illegible]—Doyle Watson Liberty Windlay, O. Blemish-eradicator, a remedy for horses, mules, and cattle.

51,08[illegible]—Maltine Chem. Co., Newark, N. J. Nerve tonic.

51,099—Dr. A. Herbrand, G. m.b. H., Berlin, Ger. Composition to diminish noxious effects of nicotin.

51,3[illegible]—Hoffmann-La Roche Chem. Works, New York. Medicinal soap.

51,673—G. W. Schindler, Washington, D. C. Remedy for corns.

51,719—Patrick E. Devine, New York. Rheumatism remedy.

51,7[illegible]—Wm. C. Jaeger, Philadelphia. Whooping-cough remedy.

51,857—L. K. Bauman, Holyoke. Rheumatism and backache remedy.

Published October 18, 1910.

49,191—The McQueeney Chem. Co., Akron, O. An internal remedy for sore throat, colds, incipient croup, coughs, etc.

51,393—The Hoffmann-La Roche Chemical Works, New York. Remedy for cutaneous diseases.

51,417—The Northwestern Chem. Co., Marietta, O. Chemical combination for preventing freezing.

51,905—Witt's Foot Ointment Co., Saginaw, Mich. Foot ointment.

NEW CORPORATIONS.

Medico-Tabloid Co., Manhattan, N. Y. To manufacture and deal in drugs, medicines, etc. Capital, $25,000. Incorporators, J. F. Egerton, Brooklyn; F. G. Schwarz, Corona, and J. L. Coyle, New York City.

Dr. Garfield's Remedy Co., Chautauqua, N. Y.; to manufacture and deal in drugs, chemicals, toilet articles, etc. Capital, $50,000. Incorporators, J. D. Garfield, W. V. Zinser and J. Hart, Jr., New York City.

Py-Ko Pharmaceutical Co., Dover, Del.; to manufacture drugs, chemicals and other articles. Capital, $100,000. Incorporators, William Bruce Howard G. Ross, Philadelphia, and John G. Gray, Wilmington, Del.

Dr. Neal Manufacturing Co., Plainfield, N. J.; to carry on a drug and chemical business. Capital, $100,000. Incorporators, Martin Bagger, Stephen Bagger and F. C. Fred Lohmann.

Dr. Carey Medical Corporation, Elmira, N. Y.; to deal in drugs, medicines and surgical appliances. Capital, $37,500. Incorporators, H. C. Carey, G. E. Adler and M. A. Dunham.

The Smith-Dorsey Co., Lincoln, Neb.; to manufacture chemicals and drugs. Capital, $90,000. Incorporators, Frank T. Pace, Howard Underwood and William Buck, Jr., all of New York City.

Quakertown Drug Co., Quakertown, Pa. Capital, $5000. Officers, J. P. [illegible] president; E. H. Loch, vice-president; C. F. Bogart, [illegible] and treasurer.

Central Chemical Co., of California, Martinez, Cal. Capital, $2,750,000. Incorporators, William C. Peyton, San Francisco and Harley P. Wilson, Walter J. Bartnett, David P. Earle, Sanford H. Steele, James L. Morgan, W. H. Nichols, Jr., Thomas H. Burgess, Frank H. Edwards, Harold Giles, Clinton S. Lutkins and [illegible] W. Mellen, all of New York.

Zoz Medicine Co., Cincinnati, Ohio; to manufacture patent medicines. Capital, $40,000. Incorporators, Julius F. Zoz, J. Leonard H. Bowes, Wm. C. Sackett, Joseph Pietrowski and [illegible]

Standard Drug Co., Jersey City, N. J.; to deal in drugs etc. Capital, $25,000. Incorporators, H. B. Van Cleve, S. Scheer, S. [illegible]

Smiths, Columbia, S. C.; to do a general soda water and drug business. Capital, $15,000. Incorporators, H. K. Smith, H. C. Smith and [illegible] Smith.

National Drug Co., Chicago, Ill.; general drug and merchandise business. Capital, $5000. Incorporators, James B. Clinton, John W. Wilson and Charles Lane.

Dr. A. L. Huston Medicine Co., Fostoria, Ohio. Capital, $10,000. Incorporators, A. L. Huston, W. T. Huber, W. G. Lower, W. A. Pepper and Lewis Huber.

Fahlberg Saccharine Works of America, New York; to manufacture and deal in drugs, chemicals, etc. Capital $20,000. Incorporators, David Earle, Carl Zauche and Otto Wehrenberg.

Barthell Pharmacy, Oklahoma City, Okla. Capital, $10,000. Directors, Walter Barthell, M. O. Barthell and Oliver C. Black.

Condensite Co. of America, East Orange, N. J.; to manufacture chemicals. Capital, $500,000. Incorporators, F. L. Dyer and K. Brown, Montclair; J. W. Aylsworth, East Orange, N. J.

Henry W. Newton Co., Buffalo, N. Y.; manufacturing druggists and chemists. Capital, $25,000. Incorporators, H. W. Newton, R. A. Adams and L. W. Manchester.

Court Square Pharmacy, Parkersburg, W. Va.; general drug business. Capital, $5000. Incorporators, R. W. Kelly, M. S. Kelly, N. Anderson, G. Salinger and C. C. Salinger.

Weis Bros. Medicine Co., Dayton, O. Capital, $5000. Incorporators, Henry D. Weis, Julius C. Weis, William F. Weis, Nicholas Dutle, Conrad Feldman and William B. Nevin.

Mexican Roessler & Hasslacher Chemical Co., New York; to manufacture and deal in chemicals, etc. Capital, $20,000. Incorporators, Jacob Hasslacher, Nicholas Rigaud and William A. Hamann.

Gray Drug Co., Benwood, W. Va. Capital, $10,000. Incorporators, M. L. Deegan, J. F. Ward and others.

Puro Drug Co., Scranton, Pa.; general drug and manufacturing business. Capital, $50,000. Incorporators, W. E. Napier, J. D. Keator and H. R. Van Deusen.

John Gates Co., Utica, N. Y.; to deal in drugs and chemicals. Capital, $40,000. Directors, John Gates, John G. Slauson, Daniel J. Sullivan and Benjamin T. Gilbert.

Lenox Chemical Co., Worcester, Mass.; chemicals and drugs. Capital, $100,000. President, J. T. Lord; treasurer, D. J. Grenier.

G. S. Stoddard & Co., Hastings-on-Hudson, N. Y.; to manufacture and deal in drugs, chemicals, etc. Capital, $40,000. Incorporators, G. S. Stoddard, W. C. Stoddard and E. C. Stoddard, New York City.

Hazeldeen Mineral Spring Co., New York City; to deal in mineral waters, druggists' specialties, etc. Capital, $100,000. Incorporators, J. Wilson, E. Wilson, J. H. Adams, New York City.

Lawdon Co., New York City; to manufacture and deal in medicinal, chemical and pharmaceutical preparations. Capital, $25,000. Incorporators, A. E. Sunderhauf, S. S. Watson and F. H. Berg.

Hall-Miller Co., Chicago, Ill.; to manufacture toilet articles and surgical appliances. Capital, $50,000. Incorporators, E. E. Hall, L. W. Hall and J. W. Moody.

Mother's Friend Remedy Co., New York; to deal in drugs, medicines, chemicals, etc. Capital, $20,000. Incorporators, Auguste J. Rahders, William J. Rahders and Walter E. Godfrey.

Wilson Mfg. & Medicine Co., Camden, N. J.; to manufacture patent medicines. Capital, $125,000. Incorporators, Clarence L. Wilson, George H. Watkins and Joseph C. Haines.

Continental Chemical Co., Chicago, Ill.; to manufacture novelties, instruments and preparations. Capital, $25,000. Incorporators, C. A. Burton, K. L. Mayers and Carey W. Rhodes.

Imperial Compound Mfg. Co., Chicago, Ill.; chemicals and drugs. Capital, $10,000. Incorporators, William McKinley, A. A. McKinley and Daniel F. Flannery.

Bromo Mint Co., Wilkes-Barre, Pa.; to manufacture druggists' specialties. Capital, $100,000. Incorporators, Frank P. Crozer, Daniel L. Hart, of Wilkes-Barre, and Ralph M. Lashelle of Quakertown, Pa.

American Drug Stores, New York; real estate, importing and dealing in drugs, medicines, etc. Capital, $1000. Incorporators: Richard E. Labar, W. E. Landt, Frederick Knopf, all of manhattan.

Davies, Rose & Co., Boston, Mass.; general drug business. Capital, $25,000. President, J. W. Davies; treasurer, G. H. Rose.

Nozox Company, New York; to manufacture and deal in patent medicines, drugs and chemicals, etc. Capital, $50,000. Incorporators, E. J. Forhan, J. J. Harper, G. F. Martz.

Listerated Pepsin Gum Co., New York; to manufacture and deal in chewing gum. Capital, $25,000. Incorporators: F. Opoblasky, D. L. Grossman, G. L. Grossman.

The Acker Chemical Co., Wilmington, Del.; to engage in selling medicines, drugs, etc. Capital, $100,000. Incorporators: Dr. Albert W. Acker, Andrew J. O'Halloren, John D. Riggs and Ludwig Erlenbach, all of Selma, Ala.

Tri-State Drug & Stationery Co., Memphis, Tenn. Capital, $50,000. Incorporators: B. L. Clark, P. D. Wynne, J. T. Pitts, W. S. Turnage and C. C. Swinney.

Tripho Lithia Spring Co., Inc., Norfolk, Va.; to sell lithia water. Capital, $25,000 to $50,000. Incorporators: President, J. L. Roper; vice-president, W. B. Roper; secretary, R. H. Riddleberger.

Patterson & McKervey, New Orleans, La.; to do a general drug business. Capital, $100,000. Incorporators: Andrew P. Patterson and John P. McKervey.

VIOLATIONS FEWER IN NUMBER RECENTLY.

One Firm Ships Gum Asafetida Containing Much Foreign Matter, Another Tragacanth Not U.S.P.

WASHINGTON, Oct. 20.—The Department of Agriculture has given public notice of judgments 569 to 606, imposed by the courts in cases brought by the United States involving violation of the Food and Drugs Act, most of them relating to misbranding or adulteration.

Four cases of misbranding were prosecuted. Frederick F. Ingram & Co., Detroit, shipped three consignments, each of one gross bottles of "Our Compound Elixir of Cod Liver Oil" labeled in such a manner as to be adjudged misbranded. Defendant entered plea of nolo contendere and court imposed $5 fine.

Leon T. Leach, Indianapolis, shipped drug product in glass bottle labeled "Cancerol, a compound of essential oils for the treatment of malignant diseases, etc." Alcohol, 14 per cent and opium present, were not noted on label. Fined $25 and costs.

Howe Medicine Co., Philadelphia, shipped "Howe's Headache Tablets." Misbranded because full quantity acetanilid present was not given and properties of preparation were erroneously set forth on label. Fined $50.

Bruen, Ritchey & Co., New York, shipped a package of "Gum Asafetida" which was misbranded because same was found to contain much foreign material. Fined $50.

Three prosecutions were made for adulteration and misbranding. Towns & James, New York, shipped "U.S.P. H_2O_2, Peroxide of Hydrogen. 3% Hydrogen Dioxide, etc." Same contained acetanilid, but upon defendant establishing manufacturing chemist's guarantee the information was dismissed.

The National Aniline & Chemical Co., Brooklyn, shipped "Powdered Gum Tragacanth," differing from U.S.P. and N.F. tests. Fined $25.

E. DeTrey & Sons, Philadelphia, shipped a consignment of "Soemnoform. This mixture contains chloride of ethyl 60%, chloride of methyl 35%, bromide of ethyl 5%, Etc." No ethyl bromide was present. Fined $25.

Would Extend Drug Law Censorship to Advertising Displays in the Newspapers.

WASHINGTON, D. C., Oct. 23.—Plans for extending the present Federal control of food and drug labels so as to cover newspaper advertising were discussed today at a conference of officials of the Agricultural Department. Dr. Harvey W. Wiley believes that there is urgent need for a drastic Federal censorship of such food and drug advertising. It was to consider his proposal on this subject that the conference was called. If Dr. Wiley's plan is carried out, Uncle Sam may undertake the prosecution of all advertisers who sell through the medium of newspapers and magazines wares which fail to come up to the requirements of the Food and Drugs Act. He believes the government is authorized under the act to prosecute a firm for making a misstatement concerning its product in a newspaper advertisement as well as in its private literature or on a label of its goods.

Manufacturers of Insecticides Are Heard on New Law.

WASHINGTON, Oct. 21.—At the recent hearing, required prior to drawing up regulations for the enforcement of the new Insecticide Law, representatives of half a dozen manufacturing firms were heard. The different kinds of insecticides on the market, regulations for the prevention of sales of low-strength preparations of this nature, the time test necessary for water-soluble arsenic compounds employed as insecticides and fungicides, labels, and time allowed for disposal of present stock were the principal subjects discussed. The manufacturers objected to the ten-day limitation for tests which has been intimated to be a provision of the new law. Parke, Davis & Co. presented a brief in which it contended that the law should be left open for interpretation by the courts.

New President for Meyer Bros. Drug Co.

FORT WAYNE, Ind., Oct. 20.—Gottlieb H. Heine has been elected president of the Meyer Bros. Drug Co., to succeed the late J. F. W. Meyer. Mr. Heine was formerly treasurer of the company.

ENFORCING KENTUCKY'S PURE DRUG STATUTE.

First Offenders Are Given Hearings and Warned Not to Err Again—Names of Accused Are Withheld.

LOUISVILLE, Oct. 20.—Accompanying the recent campaign against impure ice cream that was being vended to Louisvillians, the matter of impure drug sales was recently investigated by R. M. Allen, head of the State Pure Food and Drug Commission, with the result that about fifty druggists appeared before Mr. Allen to answer charges of alleged violations of the Kentucky Food and Drug Act of 1908. About 80 cases were heard. Since all of the hearings were concerned with first offenses, no penalties were assessed. The names of the offenders were also withheld.

The chief matter of difference seems to have been that a number of tinctures, essences and spirits sold by local druggists have not been up to standard strength of from 10 per cent to 60 per cent, as prescribed by the United States Pharmacopœia. Sulphur and asafoetida were also alleged to have been adulterated.

One of the main defenses was that a number of the druggists had bought stocks of drugs from other persons and were ignorant of their constituents, while other pharmacists had been using the German Pharmacopœia, which differs in some respects from the American standard. Mr. Allen warned the druggists that second violations of the act would be followed by heavy penalties and the cases were dismissed.

For the purpose of better understanding the present pure food and drug laws, the Louisville Retail Druggists' Association recently met at the Seelbach Hotel in secret session. Attorney Scott Bullitt explained the statutes to the pharmacists, and a number of disputed points were elucidated.

Want Russia's Import Laws Changed.

WASHINGTON, Oct. 20.—Parke, Davis & Co. have asked the Department of State to look into the matter of the exportation of patent medicines to Russia, and the State Department has set in motion the diplomatic machine to see what can be done. It is claimed that the Russian Government forbids the entry of certain patent medicines without redress. This restriction it is the purpose of the American manufacturers to have withdrawn.

According to information here there are other countries which have regulations similar to Russia. Italy, for instance, has made specific regulations, naming the drugs which shall not be taken within their borders. It is possible that the matter will now be taken up with all the foreign nations that restrict such importations.

German Firm Wins Coal-Tar Customs Case.

The Farbenfabriken of Elberfeld Co., has won a customs victory before the board of United States general appraisers in a controversy regarding the classification under the tariff of an article invoiced as "meta toluylene diamine." Collector Loeb returned the merchandise for duty at the rate of 30 per cent under the provision for coal-tar colors. The importers objected to this assessment, and set up the claim that the product should be given a rate of 20 per cent under the tariff's provision for coal-tar preparations. After a consideration of the facts in the case, General Appraiser Chamberlain finds that the collector erred in his classification. The protest is accordingly sustained.

Fraud Order Against a Remedy Manufacturer.

KANSAS CITY, Mo., Oct. 20.—The Post Office authorities have issued a fraud order against Dr. G. M. Branaman and the Branaman Remedy Co., which, according to their advertisements, specialize on deafness, nasal catarrh, noises in the head, etc. The company has offices in the Gumbel building.

Metropolitan Drug Club Re-elects Officers.

At the recent annual meeting of the New York Metropolitan Drug Club the following officers were re-elected:

President, Wm. P. Ritchey, of Bruen-Ritchey Co.; vice-president, Albert Plaut, Lehn & Fink; secretary and treasurer, Thomas F. Main, of the Tarrant Company.

Will Have Larger Store in New Building.

A. W. Pauley, North St. Louis druggist, will enlarge his drug store, when a new building is erected.

THE DRUG MARKETS

ASAFETIDA FIRM AND STOCK CONCENTRATED.

Angostura Tonka Scarce and Higher, the Season's Yield Being Reported Small—New Crop Lavender.

CHANGES SINCE LAST REPORT.

A—Acid, Tartaric, cryst.	lb.	.32	—	.35
Powdered	lb.	.34	—	.38
A—Alcohol, commercial, 95%, U.S.P., bbls.				
	gal.		—	2.07
Less	gal.		—	2.80
A—Asafetida, extra selected	lb.	1.75	—	1.90
Powdered	lb.	2.05	—	2.25
A—Beans, Tonka, Angostura	lb.	3.35	—	3.50
C—Cerium Muriate, cryst., ozs.	oz.	3.50	—	3.85
D—Cerium Phosphate	oz.	3.85	—	4.00
D—Digitalis Leaves, German	lb.	.28	—	.33
A—Flaxseed, cleaned	bbl.		—	11.25
Less	lb.	.07½	—	.10
Ground	lb.	.07½	—	.10
A—Ginger Root, African	lb.	.15	—	.20
Powdered	lb.	.20	—	.22
C—Hops, select 1910	lb.	.35	—	.40
A—Jalap Root, selected	lb.	.60	—	.65
Powdered	lb.	.65	—	.70
D—Lavender Flowers	lb.	.28	—	.40
A—Lupulin	lb.	.90	—	1.00
D—Lycopodium	lb.	.52	—	.58
A—Menthol, crystals	lb.	3.56	—	3.65
A—Oil Cloves	lb.	1.10	—	1.25
A—Oil Cottonseed, yel. & White	gal.	.90	—	1.10
C—Oil Lemongrass	lb.	1.40	—	1.50
A—Oil Mustard, Essential	oz.	.35	—	.40
A—Oil Wormseed, Baltimore	lb.	2.75	—	2.85
A—Oil Wormwood, American, good	lb.	8.00	—	8.50
D—Opium, Natural	lb.	5.20	—	5.40
A—Santonine	lb.	13.00	—	14.00
D—Senega Root	lb.	.60	—	.70
Powdered	lb.	.70	—	.80
D—Soap Tree Bark, Whole	lb.	.12	—	.15
Cut	lb.	.15	—	.17
D—Strophanthus Seed, Green	lb.	.65	—	.75
A—Turpentine, Venice	lb.	.38	—	.42

NOTE—A, advanced; D, declined; C, correction; N, new.

See page 1127 and following pages for Prices Current.

NEW YORK, October 24.—Business in jobbing quantities during the past month has been of average volume with general market conditions fairly satisfactory to dealers. Opium prices are somewhat irregular and show a wider range. Quotes [illegible] and unchanged. Angostura Tonka beans are higher. In a large way Canada balsam of fir quotations have been reduced, but Oregon is unchanged owing to light stocks. Levant wormseed on the spot is without material change although European markets are called materially higher. Asafetida is offered in small lots at the lowest in years. True Venice turpentine is held at higher prices and smaller quantities have been advanced. Flaxseed and jalap are both higher, the export demand for the latter causing dealers to mark up their quotations. [illegible] cottonseed, wormseed and American wormwood are all higher. Among the unchanged lots declines are cerium [illegible] flowers, senega root, soap tree bark and green strophanthus seed.

Opium—Unchanged [illegible] with [illegible] and [illegible] at $5.20 per pound, a slight reduction. Granulated and U.S.P. powdered [illegible] unchanged at $5.40@$5.60 per pound. Advices from Smyrna under date of October 1 [illegible] 3,000 cases on the same date last year. During the month sales in Smyrna have been unusually large, amounting to practically half the crop in the last three months.

QUININE—Is without new feature and quiet with manufacturers' prices unchanged on the basis of 14c per ounce for bulk sulphate in 100 ounce tins.

BEANS, TONKA—Angostura are reported scarce and firmly held at $3.35, the market having a strong undertone with the tendency of prices upward owing to crop advices from the producing country that the yield this year is exceedingly small. Only a limited quantity is offered, the prices ranging from $3.35@$3.50 per pound.

ASAFETIDA—Continues extreme scarce, the small stock being closely concentrated and firmly held, jobbers quoting from $1.75@$1.90 per pound with very little obtainable at the inside figure. Powdered also is scarce and only limited quantities are available at the quoted range of $2.05@$2.25.

VENICE TURPENTINE—True continues in good consuming demand with spot supplies steadily diminishing and with conditions abroad favorable to holders the tone of the local market is firmer; quotations having been advanced to 33c@34c per pound.

LYCOPODIUM—Is again stronger abroad and cables have reported a further advance. Dealers offer somewhat cautiously and jobbers are quoting 52c@58c.

ALCOHOL—Is firmer and first hands have advanced prices with jobbers quoting commercial 95 per cent U.S.P., at $2.07 per gallon by the barrel, and $2.80 per gallon for smaller quantities.

MENTHOL—The market is firm, values reflecting the stronger tendency abroad. Advices from Japan indicate a shortage of the crop in some of the producing districts and these reports have not been without some effect on prices. Jobbers are quoting $3.56@$3.65 per pound.

ROCHELLE SALT—Owing to the increase in the cost of crude material manufacturers recently announced a slight advance in their prices, but as yet jobbers' quotations remain unchanged at 18½c@25c per pound. It is believed, however, that another advance is probable as the announcement has been made that makers of this product had declined to enter contracts and were accepting orders only for prompt delivery.

SANTONINE—An advance became operative in the early part of the month, jobbers now quoting $13@$14 per pound. The upward move is believed to be due to the reported strong control of the primary situation.

LAVENDER FLOWERS—New supplies of this year's crop have come to hand and as a consequence quotations have been materially lowered, jobbers asking 28c@40c per pound. Oil of lavender flowers is receiving rather more attention and the situation in France is reported to be very much unsettled. At the beginning of the season a large output was expected, and while the actual yield may have fallen somewhat below the first estimate, the crop probably was up to the average. However, in a jobbing way the price of the oil remains unchanged.

STROPHANTHUS SEED—Green is slightly easier with prices ranging from 65c@75c per pound. Attention is called to the fact that strophanthus kombe is the only variety entitled to admission into the country, the Hispidus variety not being recognized by the Pharmacopœia.

GINGER ROOT—African is fairly firm at 15c@20c per pound for whole and 20c@22c for powdered. All descriptions of ginger are reported strong and supplies of Race are said to have been concentrated on spot.

JALAP ROOT—Is reported higher both here and in Europe, and sellers have advanced quotations to 60c@65c per pound for sliced and 65c@70c for powdered.

OIL LEMONGRASS—Has been in good demand and this condition with reports of stronger advices from primary markets have caused holders to advance their prices. Jobbers are asking $1.40@$1.50 per pound.

OIL OF WORMSEED—Baltimore is [illegible] $2.75@$2.85 per pound being asked.

TARTARIC ACID—The small yield of grapes in foreign producing countries and the resultant strength in crude materials have caused makers to advance their prices, jobbers quoting 32c@35c per pound for crystals and 34c@38c per pound for powdered.

DIGITALIS LEAVES—German, in consequence of low arrivals, are [illegible] prices [illegible] 28@33c per pound.

OIL COD LIVER—Norwegian [illegible] and good yet [illegible] toward the end of [illegible]

Don't Neglect the Staples

Don't forget the good old rent-payers like Diamond Dyes. Don't give too much attention to new, untried stock. New articles sometimes sell well but you can depend on the year-in and year-out sales of

DIAMOND DYES

No new article can approach them for steady sure profits.

You never had in your store a 10c article that totals as much money for you as Diamond Dyes. Give them your best attention.

Diamond Dyes have been a staple for more than 25 years.

This year is sure to be a record maker for Diamond Dyes. Despite the tremendous sales of previous years, the first nine months of 1910 sales have broken all records.

Two Hundred Thousand Dollars Helping You

To make sure of big sales for you, we are spending $200,000 *each year* in advertising Diamond Dyes. Think of an average of nearly $17,000 a month spent in advertising one 10c. article.

Hosts of women are being sent to you by our advertising. *Sell them what they ask for.* Make steady customers of them.

To do this, you must

Keep a Good Stock on Hand

Have a complete stock of *Diamond Dyes* for Wool and Diamond Dyes for Cotton. Keep a full line of colors. Give the Diamond Dyes Cabinet a prominent place in your store. Tell your clerks to PUSH Diamond Dyes.

If your stock is low, send your order *now.* Don't wait. Staples like *Diamond Dyes* should never be out of stock.

Facts That Will Help You

Always be sure that your customers get the right kind of Diamond Dyes for the materials they intend to dye. For while it is almost impossible to fail with Diamond Dyes, if the directions are carefully observed, it is imperative that the right dyes be used.

Frequently, customers want to know why one dye won't do for any kind of materials. Then tell them this:

Wool, silk and like materials are made up of animal fibres, while cotton, linen and mixed goods are composed of vegetable fibres, which are entirely different in composition and slower to take up the dye. And the only way to get absolutely sure and satisfactory results is to use the kind of dye especially adapted to the fabric. This is supported by the authority of all the most eminent dye-chemists.

If care is taken to secure the proper dye, there is positively no reason for failure. For dyeing at home with Diamond Dyes is just as simple, as sure of success as washing a shirt-waist.

But be sure to explain carefully the reasons for the separate dyes. For every imitation that is sold undermines the confidence of your trade in the possibilities of home-dyeing and kills possible profits.

WELLS & RICHARDSON CO.

BURLINGTON, VERMONT

Now is a Good Time to Resolve

You want Welch's Grape Juice. Your customers want Welch's. When placing your next order for Grape Juice, whether it be now or in 1911, see that it is for Welch's.

Others claim to have a grape juice "Just as good as Welch's." They make large promises as to what they are going to do and they offer special inducements in the way of price or free goods; but if you have been handling Welch's you know that it sells, you know that it gives satisfaction and this means a growing grape juice trade. If you have tried other brands you know that the manufacturers have usually failed to "Make good" on their claims to you and to the public, and the proposition which appeared to offer you a larger profit really lost you customers and many repeat grape juice sales. The extra effort put forth in pushing the other brand is worth considering, too. A dealer aptly referred to Welch's as "The brand that needs no pushing," yet it is this sort of product that you like to push and which is really worth pushing.

Welch's Grape Juice

is not an experiment. You can depend upon the finest quality of grape juice in 1911 and in every year being under the Welch label and you can depend upon a larger and more vigorous advertising campaign that will make Welch's known to more people in 1911. Welch's Grape Juice is a success because its superior quality is backed by persistent and truthful advertising.

It's a good time to resolve and you can stick to it—**"I will have Welch's for 1911 and so long as it maintains its present pre-eminence in the grape juice field."**

We supply attractive display material and a valuable little booklet for the dispenser to dealers pushing Welch's.

Sold by the leading Jobbers everywhere

THE WELCH GRAPE JUICE CO.

WESTFIELD, NEW YORK

BUSINESS NOTICES

Souvenir Post Cards for the Approaching Holidays.

The approaching holidays offer opportunities for the druggist who desires to sell a profitable side line. The Sanford Drake Card Co., 3702 Harrison St., Chicago, Ill., call attention in their advertisement in this issue of the ERA to forty rich designs for Christmas and New Year Post Cards, printed in eight colors and gold, and deeply embossed which they supply at prices that will afford the dealer a handsome profit. They also carry a large stock of Thanksgiving cards at prices ranging from 60 cents to $3 per hundred. It will pay you to get acquainted with them as they fill orders promptly and co-operate with their customers in profitably selling the goods. Write for samples and their illustrated monthly bulletin. Please mention the ERA when you write.

Marguerite Playing Cards Good Sellers.

Dougherty's Playing Cards, manufactured by A. Dougherty, 76, 78 and 80 Centre street, New York, have been the standard for more than half a century, the finish, dealing and wearing qualities of these cards making them the prime favorites of players everywhere. In his advertisement in this issue of the ERA the manufacturer calls attention to the playing cards known as "No. 130 Marguerites," which are of French or whist size, made of linen stock with a highly enameled or linoid finish, gold edges, each card being perfumed and the back designs floral in character and printed in colors and gold. The cards can be easily shown to prospective buyers, being packed two packs in a box, three boxes (six packs) in a display carton. For illustrations of the various back designs used on the "Marguerites" and the terms of the offer the manufacturer makes to send purchasers of these cards a 50-cent sachet or lingerie bag free, see the advertisement on page 1141.

If you haven't read page 1042 of this issue, do it now.

Nurnberg's Advance Fever Thermometer.

The most important manufacturer of clinical thermometers in the world and the largest of them all is the Charles Nurnberg Company (Inc.), Carr Building, East 138th street and Third avenue, New York, with factories in Brooklyn, and Berlin, Germany. This great enterprise was founded by Charles Nurnberg in 1895 and was incorporated in 1907. The output is enormous, and the sales have increased from 51,376 thermometers in 1904 to 995,864 in 1909. The company supplies the clinical thermometers for the Medical Supply Department of the United States Government and its products reach all parts of the United States, Canada and European countries. The "Advance" a clinical thermometer, manufactured by the company, is particularly recommended to the trade. It is perfectly aseptic, equipped with lenz-finders and anti-rolling devices, and is provided with means to limit the extent to which it should be inserted into the body. For further information read the advertisement of the Charles Nurnberg Co. (Inc.) on another page of this issue of the ERA.

Originator of Benger's Food An English Pharmacist.

The late Mr. Benger, the originator of Benger's Food, was a well known English pharmacist, who is best known for his work along the line of digestive ferments. It is claimed that he was the first to introduce peptonizing powders to the trade and profession. He was also the first to introduce a reliable extract of red bone marrow.

In this country Benger's Food is the best known of the Benger products, and it is fast becoming a recognized factor in the dietetic treatment of the sick. It is used in many of the royal nurseries abroad, and has been admitted free of duty in Australia, the Government ruling that "to tax it would be to tax sickness." It also enjoys the reputation of being mentioned in standard text books, medical articles, and by well known authorities, perhaps more than any other dietetic preparation. E. Fougera & Co., 90 Beekman St., New York City, are the distributing agents, and will be glad to send advertising matter to those interested. The retail prices are 25c, 60c and $1.75 per package.

SPECIFY **"M. C. W."**

on your orders to wholesale druggists for ***Pure, Standard Alkaloids*** for dispensing. Consistent with the superior quality which we strive to maintain in all of our products, our Alkaloids may be relied upon to meet the most rigid requirements for purity.

MALLINCKRODT CHEMICAL WORKS

ST. LOUIS **NEW YORK**

SODA FOUNTAINS

CATALOGUE OF 1911 MODELS *NOW*

And You had Better Order *NOW*

Our Fountains embody all the latest and best ideas in modern Soda Fountain building. We cut out all the freak ideas—the "Talking Points" which some fountain salesmen must have in order to get those long prices—and big commissions. We give you a real Soda Fountain—at a reasonable price. We prefer selling you through your jobber as we have no salesmen. Your jobber's salesman must give you a good deal; he sees you every month.

Avoid that Spring Rush. We have always sold more Fountains than we could deliver.

EARLY ORDERS

EARLY DELIVERY

More Soda Fountain in eight feet than any other manufacturer gives in ten feet.

SOME GOOD TERRITORY LEFT FOR LIVE JOBBERS

ACORN BRASS MANUFACTURING CO.

GREEN, PEORIA and FULTON STREETS

CHICAGO, ILL.

. . . . . .

. . . . . .

. . . . . .

"Quick Loader"

INSECT POWDER GUN

LEADS THEM ALL

It Leads in Quick Sales
It Leads in Durability
It Leads in Construction
It Leads in Applying the Powder
It Leads in Price

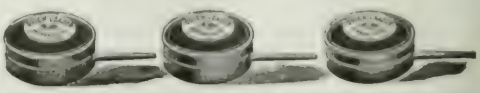
There is as much profit and much more satisfaction in selling the "Quick Loader" than any other gun made.

If you buy in lots of 25 gross or more we will place your name on the top plate in place of ours, and in addition will furnish you with a reasonable quantity of attractive powder gun circulars, with your imprint.

Advise us the probable quantity of guns you will wish this coming season and we will make you an attractive price and help you to sell them.

American Can Company

New York Chicago San Francisco



Special Offer on Capsules.

H. Planten & Son of Brooklyn, N. Y., are making a special offer on Capsules in their page advertisement in this issue of the ERA. They inform us that these special prices are from 20 to 25 per cent below their regular list, and the offers consist entirely of staple goods. Pure Sandal Oil (10 minims.) at $7.50 per 1000; Copaiba and Cubebs $5.00 per 1000; Pure Castor Oil (2½ grammes) in boxes of six capsules at $7.50 per gross boxes. From these prices they allow 5 per cent additional on orders for 5000 or more and same can be assorted to suit the buyer.

Every druggist who wants to replenish his stock of capsules at this time will surely be interested in this offer, but it is only open for the balance of this year and orders should be placed at once. See their full page advertisement in this issue, and when writing please mention the ERA.

Taking Advantage of Manufacturers' Advertising.

The advertisement which appears in this issue of the ERA as a four-page colored insert, is put out by Good Housekeeping Magazine and is an exposition of the belief by magazine publishers in the importance of reaching the trade paper field. Manufacturers are spending vast sums of money and energy to stimulate retail sales, and the publishers of Good Housekeeping Magazine now come forward and invite the retailer to a monthly inspection of its advertising section. The advantages to the dealer of reading a consumer's magazine to find out what a consumer will buy are apparent.

The efforts of Good Housekeeping Magazine to give the dealer definite assistance in getting the fullest advantages of the manufacturer's advertising do not stop with the suggestions embodied in their trade paper copy. The work of their New England manager at Springfield, Massachusetts, is still further devoted to unifying the interests and efforts of manufacturer and seller. Howard W. Dickinson, in charge of the Springfield Office, is employed particularly in an advisory capacity for looking into and analyzing trade conditions and situations. It is significant that he is turning his knowledge of merchandising as much to the merchant's account as to the manufacturers'.

Richard H. Waldo, Advertising Manager of Good Housekeeping Magazine, makes this statement: "We have a magazine of wide circulation in the better class of homes throughout the country. From our work in the advertising field we have become convinced that the largest advertising waste in the last ten years has been the indifference or neglect which the retail merchant has paid to the manufacturer advertising to create sales over the retail counter. It is for this reason that we are advising the retailer to study the advertising section of our magazine and take advantage of the opportunities offered there for quick and profitable sales. We are delivering this message through the trade papers because we know they are carefully read by the progressive retail trade. In doing this we are bridging a gap between the retail merchant and the manufacturer in the belief that we shall serve the interests of both."

New Fever Thermometer.

Among the new advertisers in this issue of the ERA is the Sadtler Drug Sundry Co. of Baltimore. They are advertising a new special fever thermometer at very low price.

This concern is making a special of high grade fountain syringes, water bottles, rubber and other sundry goods. They guarantee their products in every particular, and are endeavoring to build up a trade on quality and fair dealing. Send for one of their catalogues. Please mention the ERA.

Drug Store Posters.

The attention of readers is invited to the special advertisement of the National Printing and Engraving Co., in this issue of the ERA. This company is one of the largest lithographing houses in the country, and has justly earned a reputation for the excellence of its products. They are making a specialty of Drug Store Posters for retail druggists, and it will pay all enterprising druggists to note their announcement.

MORE PROFIT FROM YOUR FOUNTAIN

¶ Take advantage of the demand for **"Steero" Bouillon Cubes.**

¶ Serve Steero Bouillon at your fountain and add to its profit. This will also increase your **SALES** of

"STEERO"

(TRADE MARK)

BOUILLON CUBES

¶ They sell quickly after one trial because everybody likes Steero Bouillon for its delicious flavor and great convenience.

¶ Send for samples and try them yourself. Write for our

SPECIAL OFFER

Schieffelin & Co., 195 William St., New York

NEW AND ATTRACTIVE

Advertising signs and novelties will be cheerfully supplied on receipt of a line from you, with your card or label, that we may be certain to get your name and address correct. If you write to us we will send you customers, not only for our remedy, but for all you sell. Your customers will be pleased, your business will be enlarged and your profits thereby increased to our mutual advantage as a result of our outlay and enterprise and your co-operation.

PLEASE REMEMBER *the* *VERY LIBERAL DISCOUNT OF* **EIGHT PER CENT**

which all wholesale druggists allow on our remedy on one gross lots or over from the list price of $18.00 per gross, and of five per cent on half gross lots and over, and send in your orders direct to your wholesaler, but write to us for the advertising matter. It pays to sell SYRUP OF FIGS AND ELIXIR OF SENNA, and we wish to increase your sales. Thanking you most cordially, we are, yours very truly,

CALIFORNIA FIG SYRUP CO.

Louisville, Ky. SAN FRANCISCO, CAL. New York, N. Y.

THE ONLY
CAPITAL STOCK DRUGGISTS
FIRE INSURANCE CO.

¶ *Be on the safe side in* placing your Fire Insurance and

SAVE MONEY

¶ Our policy insures against fire loss and *assures* prompt and just settlement. ¶ *You cannot secure the advantage we offer to druggists, in any other company.* ¶ We are now at home in 25 States and have in each of them a *Licensed* representative. ¶ *Surplus as to Policyholders over a Quarter Million Dollars.* Write to

THE AMERICAN DRUGGISTS FIRE INS. CO.

1215-1216 Mercantile Library Building

CINCINNATI, OHIO

ARE YOU SHARING
THE SUCCESS

of our great advertising campaign? Results are surpassing our highest hopes. 16,212,500 people, mainly women, are being told and retold the merits of Pink Blush Massage Cream.

The dealers who came in at the start are cashing in big — many others are stocking.

PINK BLUSH
MASSAGE CREAM

A Disappearing Cream or a Rolling Massage Cream — all in one. It is a superb skin food — an innovation in skin dressing. Dainty woman and careful man both need it.

Sold on Protracted Price Plan

It pays you a big profit on your investment. Our advertising will send customers to you. Write for a stock now and be ready to supply them. Good until December 1st, 1 G of a dozen free with a dozen order. Order direct to be delivered through your Wholesale Druggist.

Costs $4.00, $6.00 and $8.00 per dozen.
Retails at 50c., 75c. and $1.00.

A. J. KRANK MFG. CO., 153 E. Sixth Street ST. PAUL, MINN.

Specify Y & S on your order for

STICK LICORICE

o

M & R WAFERS

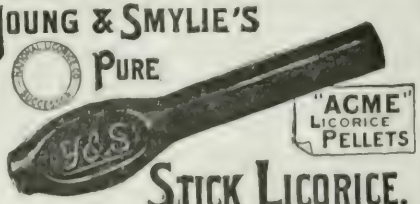
in "e-nursing bags

ACME PELLETS and LICORICE LOZENGES

in attractive 5-c. tins

Serial No. 3208

YOUNG & SMYLIE'S PURE



STICK LICORICE.

Also the delicious

Y & S

LICORICE CHEWING GUM

o

Powdered Extract

and

Powdered Licorice Root

in convenient packages for the trade

NATIONAL LICORICE CO., : 106 John Street, Brooklyn, N. Y.

Buttermilk Growing In Favor As a Beverage.

As a beverage, buttermilk is fast becoming a favorite. More was consumed last summer than ever before and next year, it is safe to say, a host of people will be drinking it who never before tasted it. That it is a wholesome drink has been known for a long time but, in the past, it has not been easy to obtain it (in a fresh, clean condition) outside of rural settlements. Now it can be made in any kitchen, from sweet milk, by means of tablet cultures of the lactic organism. One of these lactic products is Galactenzyme, a pure culture of the true bulgarian bacillus made by the Abbott Alkaloidal Co. of Chicago. The Abbott product, the manufacturers state, makes a fine quality of buttermilk in less time and with less trouble than any other ferment —one that is rich, smooth and always delicious. Last summer many druggists found it profitable to serve it at the fountain and to supply it in bulk to people in their localities. Doctors are prescribing it more and more as a food and will often refer their families to druggists who are known to carry it. Buttermilk is a good all-year-round beverage and not a few people are drinking it in place of tea and coffee at the table. Galactenzyme is sold in the form of tablets in bottles of 100; two tablets will convert a quart of sweet milk into buttermilk in from eight to twelve hours. The tablets are also given by mouth in intestinal and other diseases caused by fermentation in the bowel. Inquire of your jobber who is supplied or write for trade price list to The Abbott Alkaloidal Co., Ravenswood, Chicago.

Turn right now to page 1042 of this issue.. You surely should know this.

To-Kalon Manufacturing Co.'s Premium Offer.

An interesting offer in this issue of the ERA is that contained in the advertisement of the To-Kalon Manufacturing Company, of Syracuse, N. Y., who agree to send this month and for one time only to any retail druggist who will order 2 dozen Lavona de Composee, a varied assortment of high-grade Parisian beauty and toilet products which sell at retail for $12, enabling the dealer to make a clear profit of 150 per cent on the transaction.

Lavona de Composee is the principal ingredient of Harriett Meta's Gold Medal Hair Tonic which the manufacturers state is very popular and extensively sold throughout Europe. The formula for this Tonic, which has been widely published in the leading newspapers all over the country, calls for 2 ounces of Lavona de Composee, 6 ounces of bay rum and ½ dram of menthol crystals, the purchaser buying the ingredients and mixing them at home, an idea which catches the public fancy, the product when once tried holding it. The manufacturers further state that the toilet products they are offering in their advertisement as a premium with a purchase of Lavona de Composee are the exact duplicates of those they produce in their laboratory at 7 Rue Auber, Paris, which are having such a good sale throughout Europe, and they may be considered as truly Parisian Toilet Products with all the prestige and charm that the name of Paris brings and which should make them ready sellers in every drug store in America. For full particulars of this premium offer see the company's advertisement on page 1047 of this issue of the ERA.

Evans' Ale and Brown Stout Profitable to Handle.

The house of C. H. Evans & Sons, Hudson, N. Y., has been in existence since 1786, being well known to the trade as manufacturers of Evans' Ale and Evans' Brown Stout, both of these products being recommended by physicians as flesh-makers and strength-builders. Both are profitable specialties to handle and the manufacturers ask "Why not add a profitable line?" Read their advertisement on another page of this issue and write for particulars. Please mention the ERA when you write.

SUPREMA
VANITY BOX

A beautifully decorated little metal box, just the size of a lady's watch and fits the purse perfectly.

It appeals at once to ladies as more refined and pleasing than the ordinary chamois, as it may be used unnoticed whenever desired.

The box contains a cake of hard powder and the tiny powder puff, which is a French importation.

Inside the cover is a reducing mirror, which reflects perfectly the entire face.

They come one dozen in a counter display box at $4.00 and retail for 50 cents each.

STEARNS
Perfumer
DETROIT, U. S. A.

There is Nothing "JUST AS GOOD"

A "Formula" introduced by the late Mr. Planten Over 70 Years Ago

POPULAR FOR GENERATIONS

PLANTEN'S (TRADE MARK) C & C OR BLACK CAPSULES

(REGISTERED IN U. S. PATENT OFFICE)

Beware of "NEAR GOODS," "NEAR NAMES," and Imitations

ONE OF THE OLDEST AND BEST REMEDIES FOR

Chronic and Acute Gonorrhoea, Gleet, Urethritis

H. PLANTEN & SON Founded 1836 BROOKLYN, N. Y.

Be Able to Fill Orders for

PINEX

The Big Selling

COUGH REMEDY

This remedy was designed by a pharmaceutical chemist to take the place of a thousand and one home-made remedies used by housewives to cure coughs.

People that used to come to the druggist for five cents worth of glycerine and a nickel's worth of Horehound tea, licorice or something else, are now buying 50 cents worth of Pinex.

They get a better remedy and they pay the druggist a better profit.

Pinex has created a lot of brand new, profitable cough medicine sales to a class of people who would not buy an ordinary cough syrup.

If you're not selling it you should.

WE GUARANTEE THE SALE. Unsold bottles returnable at any time.

Any jobber will supply you.

$4.00 per dozen. Retails at 50c. the Bottle

THE PINEX CO., Fort Wayne, Ind.

WRITE FOR Catalog

Real Razor Strops

THAT ARE

EDGE MAKERS

AND

PROFIT GETTERS

Our Strops sell because they are made of the Correct Material, and the Prices are Right

Let us send you a small sample line for your approval

Koken Barbers' Supply Co.

STROPMAKERS

ST. LOUIS

ARE YOU REAPING THE BENEFIT?

$75,000.00 is being spent this year increasing the demand for the

E. BURNHAM TOILET PREPARATIONS

50 Toilet Articles forming the most complete line now on the market.

PRICES RANGE: $8.00 per doz.: Retail for $1.00
6.00 per doz.: Retail for .75
4.00 per doz.: Retail for .50
2.00 per doz.: Retail for .25

Terms: 60 days less 10%
Cash: 10 days 2% additional

The E. Burnham Preparations are well established, fully tested and widely advertised. We supply dealers with *abundant advertising literature, free samples and "How to be Beautiful" booklet.* You will find ready sale for our goods. Write for Price List "X."

E. BURNHAM 67 and 69 E. Washington Street CHICAGO

Marvelette Egg Shampoo a Ready Seller.

A new product now being placed on the market is the Marvelette Egg Shampoo Cream which is put up in a unique package in the form of an egg and displayed on a handsome lithographed tin easel. These goods are manufactured by the Marvelette Laboratories, Rochester, N. Y., who now have their traveling men out among the retail trade. Marvelette Shampoo Cream is put up in most attractive packages, is a ready seller, and druggists looking for such novelties should write to the manufacturer. Please mention the ERA.

American Girl Calendars For 1911.

The Pabst Extract Co., Milwaukee, are already preparing to supply the trade with their 1911 calendar, declared to be even more beautiful than former high-class art calendars issued by this concern. This calendar is in twelve beautifully blended colors and typifies the American girl in all the surpassing beauty of vigorous youth. This company each year mail thousands of calendars to those who answer their advertisements and send 10 cents in stamps. There are also many thousands distributed through the drug trade.

However, the company have this year adopted a plan which they believe gives the retailer a greater share in the benefits accruing from the distribution than ever before. The plan which is explained in their advertisement in this issue is to the effect that with every order for one cask (8 dozen) of Pabst Extract placed with the jobber the Pabst Extract Co. will send the retailer by express prepaid fifty American Girl Calendars for 1911, easily worth $5. They will also furnish a beautiful window hanger announcing, in the dealer's name, a calendar with every purchase of one or more bottles of Pabst Extract. Interior store signs and other attractive advertising matter are also given to the retailer. On account of the limited supply of calendars which have been allotted for distribution through retailers, the Pabst Co. have confined this offer to full cask purchases made on and after Nov. 1. Use the coupon attached to the Pabst advertisement appearing in another part of this issue.

Cholax Manufacturers' New Booklet.

The Kelvan Company, Inc., Philadelphia, Pa., have just issued for the laity an interesting 16-page booklet concerning Cholax, "the Sparkling Health Salt" manufactured by them and advertised to the trade in this issue of the ERA. Druggists particularly will be interested in this booklet which represents an effort the manufacturers are making in their advertising and literature to raise the standard of proprietary medicines. They print the open formula, an innovation, and state that they make no exaggerated claims or false statements concerning their preparation and use no suspicious testimonials. They also believe that cleanliness is paramount, and they extend an invitation to physicians and pharmacists generally to visit their laboratory 4914-20 Parkside ave., Philadelphia, and note the conditions under which Cholax is manufactured. This specialty is being extensively advertised and should prove a good and profitable seller.

A Cough Syrup That Proved a Speedy Money-Maker.

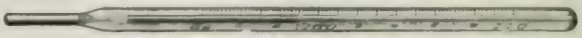
When Parke, Davis & Co. launched their Syrup Cocillana Compound, two or three years ago, and proceeded in characteristic fashion to exploit it to physicians by an expensive campaign of advertising, sampling and "detailing," not a few druggists were inclined to question the success of the undertaking. Events proved their doubts to be ill-founded. It was not long before prescriptions began to appear in the drug stores of the country, and pharmacists soon saw the wisdom of being prepared to dispense the new product. Today Syrup Cocillana Compound is probably the most widely prescribed cough preparation on the American market. It has marked therapeutic efficiency, is elegant pharmaceutically, attractive in appearance, and agreeable in taste. It is unusual both in name and composition, there being nothing in either to suggest to the lay mind the nature of its use, and this fact has doubtless done much to popularize it with prescriptionists. The manufacturers are inaugurating another aggressive campaign among physicians and retail druggists will do well to prepare for this bigger business.

Reliability in a Clinical Thermometer

RELIABILITY should mean that a clinical will invariably register the exact temperature of the patient not only while the instrument is in the mouth, but also until it has been read and the mercury stricken back into the bulb.
RELIABILITY should mean that the mercury will not retreat or creep so as to give a false reading.
RELIABILITY should also mean that the instrument will not change its reading with age.

HARVARD Clinicals

ARE RELIABLE—We guarantee them to remain so while unbroken.



H-T CO.

HARVARD THERMOMETERS in "Acme" (patented) Cases are sold by dealers everywhere at the following prices singly:

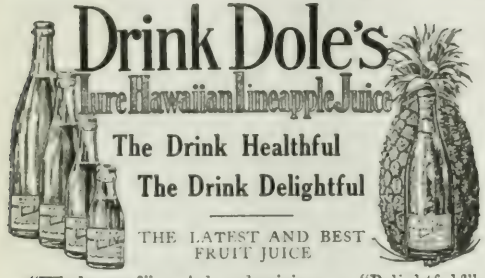
No. 12 Narrow Lens	$1.00	No. 14 Broad Lens	$1.25
No. 15 One Minute	1.50	No. 16 Half Minute	1.75
No. 17 Quarter Minute	$2.00		

SEND FOR CATALOG M 12

THE RANDALL-FAICHNEY CO., Boston, U.S.A. MANUFACTURERS OF DISTINCTIVE SURGICAL AND DENTAL SPECIALTIES

Drink Dole's

Pure Hawaiian Pineapple Juice



The Drink Healthful

The Drink Delightful

THE LATEST AND BEST FRUIT JUICE

"Wholesome?" Ask physicians. "Delightful?" Try it and see. Drink as much as you please—you'll enjoy every drop. Serve it straight and very cold over cracked ice, or use it instead of lemon in hot Russian tea or 3-5 Juice and 2-5 boiling water over a little sugar in place of hot lemonade. It is pressed from "Picked Ripe" Hawaiian Pineapples and is refined and bottled in Honolulu. Drink it all the year round.

It's Pure—nothing whatever has been added. Drink it pure.
It's Hawaiian—grown and bottled in a Tropical Paradise and tastes it. The Drink Delightful.
It's Pineapple—the most healthful and refreshing of all juicy fruits.

When grocers and druggists haven't Dole's Pure Hawaiian Pineapple Juice write us for booklet.

James D. Dole

Be sure this name in red is on the Label.

HAWAIIAN PINEAPPLE PRODUCTS CO., Ltd.
112 Market Street, San Francisco, Cal.

A Remedy for all Female Diseases, WEAKNESS, ULCERATION, DISPLACEMENT, PAINFUL PERIODS, TUMORS, AND CANCERS in their earlier stages.

Price to Trade	$ 7.50 per dozen
Price to Customers	1.00 per box
Jobbers Price	90.00 per gross

These goods have been on the market for twenty-five years and we are constantly receiving gratuitous and flattering testimonials as to their merits and cures.

To any druggist not handling this article who will fill out and mail the coupon below we will be pleased to send free for his stock, a full sized $1.00 box.

MANUFACTURED BY

THE COONLEY MEDICINE CO., Inc.
DETROIT, MICH.

COONLEY MEDICINE CO., Detroit, Mich.

Please mail us free as per your offer in The Pharmaceutical Era, a $1.00 package of Orange Lily Suppositories, to be placed in stock for sale.

Name of Firm .....

Address .....

WHEN YOU ORDER

SCHENCK'S MANDRAKE PILLS

don't forget to send to us, or your jobber, for our special Free Goods Offer blank. More profit for you and you also get a handsome counter card and window signs.

DO IT NOW!

THIS OFFER IS FOR A LIMITED TIME ONLY

DR. J. H. SCHENCK & SON -:- Philadelphia, Pa.

Students Special Fountain Pens.

Aikin-Lambert Co., manufacturers of Fountain Pens, 15-19 Maiden Lane, New York, advertise in this issue of the ERA a line of superior low-priced pens with which a druggist can readily build up a fine trade for his stationery counter and earn a liberal margin of profit. The manufacturers particularly emphasize their Students Special Fountain Pens which, they say, are the best that have ever been offered to the trade at such favorable prices. These Pens are made from the finest materials, the holders of the best rubber, hand turned and well finished, and the pen points of 14 kt. gold with hand-tempered nibs and pointed with finest hard iridium. For illustrations and prices of the various styles see page 1043. Students are particularly fond of fountain pens and it requires no great effort to make sales especially at this time of the year when almost everybody is looking for something to serve as a gift and yet which shall be of practical service.

Pharmacists Should Stock Ichthynat.

Ichthynat (Ammonium Sulphoichthynat) is a new preparation being exploited and introduced by the Mallinckrodt Chemical Works. According to Prof. Von Hayek, whose investigations were published in the Wiener Klinische Rundschau, 1907, the fundamental substance from which Ichthynat is manufactured is identical wtih that from which the preparation Ichthyol is made, a bituminous shale found in great abundance in the Karwendel Mountains in North Tyrol. Prof. Blaas, Director of the Geological Institute at Innsbruck, Germany, expresses it as his opinion that the two geological formations are completely identical in their nature.

The Mallinckrodt Chemical Works wishes to make it clear that Ichthynat is not offered as a substitute for Ichthyol, but rather as its equivalent as a therapeutic agent, and on account of the lower price at which it is available, it is safe to say that it will come into more general use than has heretofore been possible. Pharmacists should call the attention of their local physicians to this valuable introduction and order a quantity for their dispensing department, so that they will be able to fill prescriptions for it.

E. W. Rose Medicine Co.'s Attractive Exhibit.

According to newspaper accounts, one of the busiest and most attractive exhibits at the "Made-in-St. Louis Exhibition" held in that city last month was that of the E. W. Rose Medicine Co., manufacturers of the Zemo remedies—Zemo, Zemotone and Zemo Soap. Visitors who saw the exhibit were favorably impressed with the unique display which told them so much about the value and usefulness of Zemo products which are all made in St. Louis and have an extensive sale. The success of the E. W. Rose Medicine Co. and its hearty belief in St. Louis and plans for advancing the interests of the city have well earned the praise that was bestowed on it and its exhibit.

A New Size of Van Buskirk's Sozodont.

Hall & Ruckel, New York, have an advertisement in this issue of the ERA in which they call the attention of druggists to the new 50-cent size of Van Buskirk's Sozodont now on the market and for sale by all wholesale druggists. Attention is also called to the beautiful cutout, illustrated in the advertisement, which they offer to mail to druggists on request. It has an easel back, is lithographed in seven colors and suitable for display in any pharmacy. For further particulars see the advertisement on page 1121 and send for one of these cutouts which will help you to sell an already popular specialty for the teeth.

Real Soda Fountains at Reasonable Prices.

The Acorn Brass Manufacturing Co., Green, Peoria and Fulton streets, Chicago, Ill., have just issued their new 1911 catalogue descriptive of the Soda Fountains manufactured by them and which they will be glad to send you on request. They state that their fountains embody all the latest and best ideas in modern construction and that they manufacture real soda fountains at a reasonable price. They prefer selling you through your jobber as they have no salesmen. Read their advertisement on page 1116 in this issue of the ERA for particulars, fill out the coupon, get the catalogue and place your order early so as to avoid the Spring rush.

Every druggist in the United States ought to read page 1042 of this issue.

THE ERA POISON AND LIQUOR REGISTER

DATE	KIND AND QUANTITY OF LIQUOR OR POISON SOLD	FOR WHAT PURPOSE INTENDED OR BY WHOM PRESCRIBED	SIGNATURE AND ADDRESS OF PURCHASER	NAME OF DISPENSER OR SELLER	WITNESS OR REMARKS

Reduced Facsimile of Ruled Pages. Full size, 8½ x 11 in.

Get a Copy of the NEW (5th) EDITION of

The ERA POISON and LIQUOR REGISTER

IT IS THE DRUGGIST'S SAFEGUARD

Keep a record of your Poison and Liquor sales in accordance with the law of your State.

The Era Poison and Liquor Register offers the best and most practical method for keeping these records.

This new edition contains more than 50 pages, printed and ruled on good ledger paper and adapted for use in all of the States. The book is bound in stiff boards. In addition to the ruled pages this new edition contains a complete digest of the Poison Laws of all the States, explaining what the druggist must do to fulfill the requirements of his law.

PRICE, 60 cents per Copy, postpaid.

D. O. HAYNES & CO., Publishers, 82 Fulton Street, New York City.

The Imprint of Cargill GRAND RAPIDS stands for Quality

TO THE POST CARD DEALER:

HIGH GRADE VIEW CARDS ARE QUICK SELLERS

HIGH grade local view post cards are as profitable an item as most any of those you now carry in stock. It is no longer considered a speculative investment to carry a number of desirable views of your locality, as they are a staple article, having a good steady sale and are actually entitled to as much, if not more, consideration than many of the so called standard items you are carrying year in and year out.

THE PUBLIC DEMANDS THEM

"View Cards Like They Make in Germany" and bearing our imprint are the ***best made*** and cost only a trifle more than the poorer grades. If you would increase your sales, you should have the best cards obtainable. If your jobber does not handle our line, let us send you samples and allow you to judge for yourself.

The Cargill Company

Grand Rapids, Michigan

7 Years of the Miles Plan

Has Made the Retail Druggists Hundreds of Thousands of Dollars in Profits.

Did You Get Your Share?

PRICE PROTECTION

is after all the only live issue —the one that gives point to the druggists' motto:

"Live and Let Live."

The co-operation of the Druggist is especially due to those who help him.

THE DR. MILES MEDICAL CO.

ELKHART, IND.

The Man Behind Major's Cement

Our Rubber and Leather Cement is the same price AT RETAIL: 15 Cents per bottle. AT ALL JOBBERS. LIBERAL DISCOUNTS

Write for our attractive offer and display stands

Established 1876

MAJOR MANUFACTURING CO.

461 Pearl Street New York City

DRUGGISTS RECOMMEND AND SELL

FOR ECZEMA

PRICE

$8.00 per doz.

RETAILS AT

$1.00 per bottle

SKIN-A-FIRE

(A Most Powerful Germicide and Efficient Remedy)

Special Offer

HARTWIG DRUG COMPANY, 1954 Milwaukee Ave., Chicago

Post Cards for Equal Suffrage Week.

The Cargill Company, manufacturers of "view cards like they make in Germany," Grand Rapids, Mich., have sent a notice to the trade requesting every retailer of post cards to make a full window display of Suffrage post cards, Suffrage Stationery and Suffrage Jewelry on Monday Oct. 31 until after Election day, Nov. 8, this period being known as Equal Suffrage Week as set by the National American Woman Suffrage Association. By special arrangement *The Woman's Journal*, the organ of the association, will request all suffragists and sympathizers to patronize the stores which comply with this request. To further this campaign the Cargill Company has spent thousands of dollars to place the proposition before the public and they have designed and written a series of exceedingly clever aphorisms that are intended to "wake up" and create an interest in the minds of women and men who have never given the matter consideration. They have also designed a beautiful line of suffragist stationery, endorsed and approved by the above association. It will pay druggists to look over the line of these wide-awake manufacturers and put in a stock of stationery, post cards, etc. The Cargill Co., in view of the fact that there is not much time left to distribute these cards to the retail trade before election, advise druggists to not wait for samples but to send them a trial order of 500 or 1000 of a subject and get busy. There are thirty subjects in the series, beautifully printed in five colors and gold, on high grade post card stock, and are to be sold to the consumer at two for a nickel. The price to the retail trade is $1.25 per hundred, assorted. Read the Cargill Co.'s advertisement on another page of this issue of the ERA and take advantage of the offer. There is a good margin in selling these post cards and the dealers does not have to contend with cut prices.

Fill Out the Coupon and Get a Dollar Box Free.

The Coonley Medicine Co., Inc., offer to send free of expense a full sized $1 box of Dr. D. M. Coonley's "Orange Lilly Suppositories" to any druggist who has not handled their remedy. Fill out the coupon which forms a part of their advertisement on page 1122 of this issue of the ERA and mail it to their address, Detroit, Mich.

Goldfish an Attractive and Profitable Side Line.

That the sale of Goldfish as a side line to the drug business is a paying proposition has been repeatedly proved and particularly by druggists who have among their customers people of the better class who delight in making their homes attractive. A globe or an aquarium of goldfish is an interesting object in any home and no great effort is necessary to make sales which are highly profitable. Druggists who wish to make some easy money should read the offer that Bishop, "the Bird Man and Pioneer Goldfish King," 12 N. Front St., Baltimore, Md., makes in his advertisement in this issue of the ERA. Read the ad carefully and send for a copy of Mr. Bishop's latest catalogue on Goldfish, Aquaria Supplies, Birds, Cages, Bird Foods, etc. Please mention the ERA when you write.

Popular and Attractive Toilet Necessities.

The Toilet Set Bottles advertised in this issue of the ERA by Whitall Tatum Co., are extremely popular and attractive toilet necessities. In the manufacture a thorough knowledge of the requirements has been shown, the labels being different from those used on druggists' shelfware, but of most attractive design, distinctive in appearance and lettered so that they may be read at a glance. The use of liquid-tight stoppers also minimize the possibility of the contents of the bottles becoming affected. In these respects the manufacturers consider that they have met all the conditions and that this line of Toilet Set Bottles cannot be duplicated elsewhere. These sets are often supplied by druggists filled with the various household remedies and in thus selling them the druggist further increases his profit. Read Whitall Tatum Co.'s advertisement on another page and send in your order for a supply at the earliest possible date.

Electric Signs for Druggists.

The "Flaming Mortar" is a brilliant electric sign for enterprising druggists which is made by the Rotary Sign Company, 14 East 42d St., New York City, and said to cost but one cent an hour to operate. See the advertisement on page 1126 of this issue of the ERA and write to the manufacturers for particulars.

TOILET SET BOTTLES

Series
200 and 300
Narrow Mouth

The popularity of these bottles has far exceeded our expectations and we do not feel we have exaggerated conditions in our previous notes.

Have you explained to your customers the added attractiveness obtainable by having the bottles filled?

The cardboard boxes in which each bottle is furnished will assure delivery in good condition.

Series
200 and 300
Wide Mouth

See our full line listed pages 66 and 67 of our 1910 Catalogue

Series
400 and 500
Wide Mouth

WHITALL TATUM COMPANY

New York: 46-48 Barclay St. Philadelphia: 110-116 Race St.
Boston: 91 Washington St., North San Francisco, Cal.: 576 Mission St.
Sidney, N.S.W.: 10 Barrack St.

A full line of samples of our goods can be seen at our sample room, 120-122 Franklin St., Chicago.

Series
1000 and 1100
Narrow Mouth

We get the "BULGE" on them all

With the BEST Advertising Proposition for "up-to-the-times" retail druggists. If you are looking for a "Catchy Trade-Getter," drop us a Postal and ask for our Advertising Text-book, entitled "SCRATCHING AND ADVERTISING." It is yours for asking. Send for it TODAY. It will tell you how to obtain more business, and therefore INCREASED PROFITS. That's what you're looking for, isn't it?

CHITTENDEN & FREW CO., 230 Canal, Chicago

Be Progressive

There's a good trade and a good profit made by selling

EVANS' ALE AND BROWN STOUT

Physicians recommend them as superior flesh-makers and strength-builders.

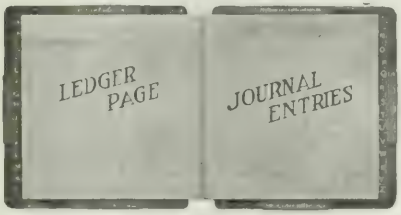
Evans' Brown Stout is especially recommended as a gala time ale.

Persons in good health enjoy them, too.

Why not add a profitable line?

Established 1786 C. H. EVANS & SONS - HUDSON, N. Y.

COMBINED DETACHABLE LEAF **Journal, Ledger and Monthly Statement Book**



A Time Saving System

FOR RETAIL MERCHANTS

HUNDREDS OF DRUGGISTS USE IT

Write for Sample Forms of This System and for Our General Catalogue F

The Richmond & Backus Company

DETROIT, MICHIGAN

THE FLAMING MORTAR

You can now afford a brilliant electric sign

95 PER CENT SAVED IN ELECTRICITY

Cost Only One Cent an Hour to Operate

ROTARY SIGN COMPANY
14 East 42d St., New York City

BAYER PRODUCTS IN TABLETS

OF OUR OWN MANUFACTURE

In addition to tablets of Iodothyrine, Isopral and Piperazine, we are now prepared to furnish the following Bayer Preparations in tablet form:

ACIDOL

5 gr tablets, tubes of 10 ... boxes of 10 tubes

ACIDOL-PEPSIN (Strong)
6 gr Acidol 2 gr pepsin
Tubes of 10 ... boxes of 10 tubes

ACIDOL-PEPSIN (Mild)
5 gr Acidol 1½ gr pepsin
... boxes of 10 tubes

THYRESOL
5 gr tablets ... tubes of 20

SABROMIN
8 gr ... tubes of 20

ALYPIN
1½ gr ... 1½ gr and
3 1½ gr tablets, tubes of 10

ATOXYL
15 gr ... tubes of 20

AGURIN
5 gr ... tubes of 25
... 100

DIASPIRIN
5 gr tablets, bottles of 25
... 100

HELMITOL
5 gr ... bottles of 25
... 100

HEDONAL
8 gr tablets, tubes of 10

NOVASPIRIN
5 gr ... tubes of 25
... 100

SAJODIN
8 gr tablets, tubes of 20

VERONAL AND VERONAL SODIUM
5 gr ... tubes of 10 ... bottles of 100

You will have calls for these tablets. Order a supply from your jobber.

SOLD IN ORIGINAL PACKAGES ONLY.

FARBENFABRIKEN OF ELBERFELD CO.
P. O. Box 2162 NEW YORK 117 Hudson St.

Prices Current *of* Drugs *and* Chemicals

TO SUBSCRIBERS—In comparing your invoice with the prices in this Price Current, remember that the prices here given are those ruling in the New York market, and are the average prices charged to retail druggists. For larger quantities and original packages lower prices should be secured. Quality should always be taken into consideration.

Acacia, select white.....lb.	.40	—	.45
1st select powdered.....lb.	.45	—	.50
Fine granulated 1st.....lb.	.45	—	.50
Sorts .....lb.	.22	—	.27
Sorts, sifted .....lb.	.25	—	.30
Acetanilid (bbls. or cases)..lb.	.25	—	.26
.....lb.	.33	—	.39
Acetphenetidine, U.S.P. ...lb.	1.05	—	1.07
Acetone, pure C.P., med...lb.			
Acid, Acetic, No. 8 (sp. gr., 1.040) .....lb.	.08	—	.10
U. S. P., 36 p. c......lb.	.09	—	.10
C. P., Glacial, 99½ p. c.lb.	.27	—	.28
Benzoic, Eng., true.....oz.	.13	—	.17
German .....lb.	.45	—	.50
Boracic, cryst. .....lb.	.11	—	.13
Powdered .....lb.	.12	—	.15
Impalp. .....lb.	.17	—	.22
Butyric, 100 p. c. .....oz.			
Carbolic, cryst., bulk....lb.	.10	—	.14
10 and 5 lb. cans.....lb.	.12½	—	.14
Crystals, 1 lb. bottles..lb.	.15	—	.19
Crude, 10-95 p. c. ..gal.	.20	—	.60
Chloracetic, 1 oz. v.....oz.	.25	—	.17
Chromic, 1 oz. v.....oz.	.07	—	.11
C. P. .....oz.		—	.32
Chrysophanic, true, vials.oz.	.35	—	.40
Cinnamic, synthetic, v...oz.	28	—	.32
Natural, 1 oz. v.....oz.		—	.40
Citric, cryst. (kegs) ....lb.		—	.41
.....lb.	.45	—	.49
Granulated .....lb.	.40	—	.47
Powdered .....lb.	.40	—	.47
Formic, Conc. 1 lb. bot—lb.	1.00	—	1.10
oz.		—	.19
Gallic .....lb.	.63	—	.65
¼, ½, 1 lb. cartons....lb.	.65	—	.71
Glycerinophosphoric ....oz.		—	.40
Hippuric .....oz.	.65	—	.75
Hydriodic, sp. gr. 1.50 1 oz.	.40	—	.42
Sealed Tube .....oz.	.50	—	.52
Hydrobromic, conc., incl.oz.		—	.17
Dil., U.S.P., 1 oz. v. incl. oz.		—	.09
Acid, Hydrocyanic, 1 oz. v., U.S.P. .....oz.	.10	—	.12
Hypophosphorous, sol., 30 per cent .....oz.		—	.10
U.S.P., 10 p. c......oz.		—	.11
Lactic, conc., 1 oz. v.....oz.		—	.12
.....lb.	.68	—	.70
Dilute .....oz.		—	.08
Molybdic, C. P. .....lb.		—	5.50
1 oz. vials .....oz.		—	.44
Muriatic, coml. 20 deg. (Carboys 120 lbs. 2½c.)....lb.	.05	—	.07
C. P. Hydrochloric ...lb.	.10	—	.15
Nitro-Muriatic .....lb.		—	.30
Oleic, purified .....lb.		—	.30
Oxalic .....lb.	.12	—	.14
Powdered .....lb.	.20	—	.22
Phosphoric, diluted .....lb.		—	.10
U.S.P., 1880, 50 p. c....lb.	.30	—	.35
Syrup, 85 per cent....lb.	.35	—	.40
Glacial sticks .....lb.	.50	—	.55
Picric .....lb.		—	.55
Pyrogallic, ¼, ½ and 1 lb. cans .....lb.	1.65	—	1.85
1 oz. v. .....oz.	.18	—	.21
Pyroligneous, purified ..lb.		—	.30
Crude .....gal.	.25	—	.35
Salicylic, 1 lb. carton...lb.	.40	—	.42
Bulk .....lb.	.38	—	.40
From Gaultheria, 1 oz. v.	.28	—	.32
Sulphuric, aromatic ....lb.		—	.50
Com'l 66° (cb'y 160 lbs.).lb.		—	.01¾
.....lb.	.05	—	.06
C. P. .....lb.	.10	—	.14
Sulphurous, U.S.P. solution .....lb.		—	.16
Tannic, Phar., 1 lb. cart.lb.	.70	—	.85
Medicinal .....lb.	1.20	—	1.30
Tartaric, cryst. .....lb.	.32	—	.35
Powdered .....lb.	.34	—	.38
Trichloracetic .....oz.	.20	—	.27
Valerianic, 1 oz. v.....oz.		—	.20
Aconine .....oz.		—	3.75
Acoin, 15 gr. v. .....ea.		—	.25
Aconite leaves, Eng. 1 lb. b.lb.		—	1.25
German .....lb.	.19	—	.24
Powdered .....lb.	.24	—	.29
Root, English .....lb.		—	.75
Powdered .....lb.		—	.85
Root, German .....lb.	.19	—	.25
Powdered .....lb.	.24	—	.30
Aconitine, Amorp., ⅛ oz. v.ea.		—	1.40
Nitrate, Amor., gr. v...ea.		—	.50
Cryst., 15 gr. v. .....ea.		—	.30
Adeps Lanae, Anhydrous..lb.	.27	—	.29
Hydrous .....lb.	.22	—	.24
Agar Agar .....lb.	.80	—	.90
Agaricin .....oz.		—	.84
Alcohol, Absolute .....gal.		—	4.50
Cologne, Sp., 95%, U.S.P., bbls. .....u.gal.		—	2.75
Less .....gal.	2.95	—	3.10
Com'l, 95%, U.S.P., bbls.gal.		—	2.67
Less .....gal.		—	2.80
Denatured, bbls. & ½ b.gal.	.45	—	.50
Less .....gal.	.50	—	.60
Methylic (Wood), bbls.gal.	.55	—	.60
Less .....gal.	.65	—	.75
Alkanet Root .....lb.	.12	—	.14
Alkannin, Powdered .....oz.		—	.40
Allspice, clean .....lb.	.11	—	.14
Powdered .....lb.	.16	—	.20
Almonds, Bitter, shelled...lb.	.45	—	.50
Sweet, Jordan .....lb.	.45	—	.50
Aloes, Barbadoes, true....lb.	.80	—	.85
Powdered .....lb.	.85	—	.90
Cape .....lb.	.14	—	.18
Powdered .....lb.	.22	—	.27
Curacoa, gourds .....lb.	.20	—	.24
Socotrine, True .....lb.	.35	—	.40
Powdered .....lb.	.40	—	.45
Purified .....lb.	.75	—	1.00
Aloin, 1 oz. v. .....oz.	.13	—	.15
Althea Root, cut .....lb.	.25	—	.30
Alum, Ammonia, bbls......lb.	.02	—	.05
Dried, 1 lb. cartons....lb.		—	.14
Ground, bbls. or less....lb.	.02½	—	.05
Powdered, bbls. or less..lb.	.03½	—	.06

Style No. 1185

OUR STANDARD
Xmas Post Card Assortment

There are 50 subjects in these two numbers.
This has been our most popular line of season cards for the last five years.
The designs are all new and copyrighted.

Illuminated texts, assorted borders, small scenes, odd shaped, a touch of gold here and there, giving the line the happiest sort of a combination of colors.

MAIL ORDER PRICE, $1.00 per 100 Assorted

By Mail 8 cents extra

Ask for Quotations on Larger Quantities

Style No. 1186

THE AMERICAN NEWS COMPANY

9-15 PARK PLACE Desk C, Post Card Department **NEW YORK CITY**

HEARN

WEST FOURTEENTH STREET
NEW YORK

NO DRUGS
GROCERIES
LIQUORS

BUT EVERYTHING
IN
DRY GOODS

You can make good perfumes and profit with our Concentrates. Catalogue and suggestions on request.

The Charles E. Sholes Co.
Finished Perfume Bases Perfumers Accessories
164 Front St. New York.

PIPE Repairing Pays Profits to You

SEND YOUR CUSTOMERS PIPES TO US

¶ We do repairing of every description, color meerschaum pipes artificially, inlay silver initials and monograms, etc.

¶ Manufacturers of the *Famous "Arnovco Sterling"* and *"Arnovco Hand Made" Genuine French Briar Pipes.*

¶ Send for Display Card. It's FREE for the asking.

Arcadian Novelty Co.
38 Park Row
New York City

ERA PRICE LIST, $1.00 per Copy

With Subscription to the PHARMACEUTICAL ERA for 1 year, $1.50

WHAT IS IT?

The "YALE SPECIAL"

Automatic Clock Sales Machine

is a handsome eight day Mantel Clock, with our Patented Coin Operating Check Delivery Device attached.

It is the greatest novelty you can bring into your store. No gambling.

For every nickel deposited one 5c. trade check is returned and sometimes an extra one or two. It is a marvelous stimulator of Cigar and Fountain sales. It will make every customer loosen up and get the boys coming your way.

The price is $15.30 including 100 checks bearing your name and address. Checks marked "Good for one 5c. Cigar," "Good for one 5c. Fountain Drink," "Good for 5c. in Trade." Order from your Jobber, or the

LOHEIDE MFG. CO., 19 S. 4th St., St. Louis, Mo.

Prices Current *of* Drugs *and* Chemicals—(*Continued*)

Aluminum Acetate	lb.	.10	— .15
Metallic, pow'd	oz.	.10	— .15
Powdered, coarse	oz.		— .10
Sulphate, Com'l	lb.	.80	— .90
Cryst., C. P.	lb.		— .14
Purified	lb.		— .30
Ambergris, gray	dr.	4.00	— 4.50
Ammonia, Water, 16 deg.	lb.	.04¾	— .05
20 deg.		.07½	— .09
26 deg., Conc.	lb.	.07	— .10
Ammoniac, Gum, tears	lb.	.30	— .35
Powdered	lb.		— .75
Ammonium, Acetate, crys.	oz		— .14
Benzoate	oz.	.11	— .14
From true Benzoic A.	oz.	.22	— .26
Bromide, 1 lb. bots.	lb.	.38	— .42
Carbonate, Jars	lb.	.12	— .15
Resubl. Cubes, 1 lb. bots.	lb.	.30	— .31
Powdered	lb.	.20	— .22
Citrate, 1 oz. v.	oz.		— .15
Hypophosphite (lb. 1.60)	oz.	.16	— .20
Iodide	lb.	3.75	— 3.90
Molybdate	oz.	.15	— .18
Muriate	lb.	.13	— .16
C. P. Gran.	lb.	.18	— .20
Gran.	lb.	.06¾	— .13
Powdered	lb.	.16	— .18
Nitrate, cryst.	lb.		— .25
Granulated	lb.	.20	— .25
Oxalate, 1 lb. bots.	lb.		— .42
Phosphate, 1 lb. bots.	lb.	.50	— .60
Salicylate	lb.	.90	— 1.00
Sulphate	lb.	.05	— .07
Pure, resub.	lb.	.28	— .30
Valerianate	oz.	.18	— .22
Angelica Root, foreign	lb.	.30	— .35
Seed	lb.	.35	— .40
Anise Seed, Italian	lb.	.17	— .22
Star	lb.	.28	— .33
Annatto Seed	lb.	.12	— .15
Apomorphine Muriate, Amorphous, ⅛ oz. v.	ea.		— .35
Crystals, ⅛ oz. v.	ea.	1.20	— 1.25
Arecoline Hydrob., 15 g.v.	ea.		— .65
Aristol, Bayer	oz.		— 1.80
Arnica Flowers	lb.	.18	— .22
Powdered	lb.	.25	— .27
Root	lb.	.40	— .45
Arrowroot, American	lb.	.08	— .10
Bermuda, true	lb.	.65	— .75
Arrowroot, Jamaica	lb.	.20	— .25
St. Vincent	lb.	.16	— .18
Taylor's ¼ lb. tin foil boxes, 12 lb.	lb.	.26	— .32
Arsenic, Bromide, crystals	lb.		— .27
Iodide	oz.	.32	— .34
White, powd. com'l	lb.	.08	— .12
Powdered, pure	lb.	.11	— .14
Yellow, Lump (Orpiment)	lb.	.16	— .18
Powdered, Medic.	lb.	.25	— .30
Asafetida, extra, selected	lb.	1.75	— 1.90
Good, fair	lb.	1.50	— 1.75
Powdered	lb.	2.05	— 2.25
Atropine, ⅛ oz. v.	oz.		— 6.50
Sulphate, ⅛ oz. v.	oz.		— 5.25
Balmony Leaves, Pressed	lb.		— .28
Balsam, Fir, Canada	lb.	.70	— .80
Oregon	lb.	.20	— .25
Peru, true	lb.	2.00	— 2.10
Tolu	lb.	.30	— .38
Barium Carbon, prec., pure	lb.	.28	— .30
C. P.	lb.	.75	— .85
Caustic Hydrate, C. P., Cryst.	lb.		— .75
Chloride, 1 lb. bots.	lb.		— .17
Dioxide, Anhydrous	lb.		— .35
C. P., 1 lb. bots.	lb.		— .90
Nitrate, powdered	lb.	.06½	— .11
Pure, 1 lb. bots.	lb.		— .37
Sulphate, Powd. (Barytes)	lb.	.07	— .10
Pure Precip.	lb.	.35	— .37
Basswood Bark, Pressed	lb.		— .24
Bayberry Bark, select	lb.	.12	— .15
Bay Laurel Leaves	lb.	.10	— .15
Bay Rum, P. R., bbls.	gal.	1.75	— 1.80
less	gal.	2.00	— 2.25
Beans, Tonka, Angostura	lb.	3.35	— 3.50
Vanilla, Mexican, long	lb.	8.25	— 7.50
Short	lb.	5.25	— 6.25
Cuts	lb.	3.75	— 5.25
Bourbon	lb.	4.00	— 5.00
Belladonna Leaves, English, 1 lb. bots.	lb.		— 1.20
German	lb.	.30	— .35
Cultivated, S. & C.	lb.		— .50
German Root	lb.	.28	— .32
Powdered	lb.	.33	— .38
Benzine	gal.	.20	— .25
Benzoin, Sumatra	lb.	.50	— .55
Powdered	lb.	.65	— .70
Benzosol, 1 oz. v.	oz.		— 1.25
Berberine, C. P., ⅛ oz. v.	ea.	.60	— .65
Phosphate	oz.		— 3.75
Sulphate, 1 oz. v.	ea.	1.45	— 1.50
Berberis Aquifolium	lb.	.20	— .25
Bismuth, Beta Naph. (Orphol)	oz.		— .80
Bromide	oz.	.31	— .38
Citrate and Ammonium	lb.	2.50	— 2.65
Salicylate, 64 p. c.	lb.	2.15	— 2.25
40 p. c.	lb.	1.80	— 1.95
Sub-benzoate	lb.		— 4.15
Subcarbonate	lb.	2.50	— 2.60
Subgallate	lb.	2.00	— 2.10
Subiodide	oz.	.30	— .32
	lb.	3.65	— 3.90
Subnitrate	lb.	1.95	— 2.05
Tannate	oz.	.20	— .25
Valerianate	oz.		— .30
Blue Mass (Blue Pill)	lb.	.55	— .60
Powdered	lb.	.60	— .65
Blue Vitriol (see Copper Sulphate).			
Bone, Cuttlefish	lb.	.20	— .25
Powdered	lb.	.20	— .25
Jewelers'	lb.	.60	— .65
Boneset, Leaves and Tops	lb.		— .20
Borax, Refined	lb.	.06	— .09
Powdered	lb.	.06	— .09
Buchu Leaves, Long	lb.	1.25	— 1.35
Powdered	lb.	1.35	— 4.00
Short	lb.	1.75	— 1.85
Powdered	lb.	1.85	— 1.95
Buckthorn Bark	lb.	.15	— .18
Buds, Balm of Gilead	lb.	.50	— .55
Cassia	lb.	.30	— .35
Burdock Root, Crushed	lb.	.20	— .25
Seed	lb.		— .20
Cacao Butter, bulk	lb.	.33	— .36
Baker's A and white	lb.	.40	— .45
Dutch	lb.	.32	— .38
Huyler's, 12-lb. grox	lb.		— .39
Maillard's	lb.	.35	— .40
Caffeine, pure	lb.	3.75	— 4.00
	oz.	.30	— .32
Benzoate	oz.	.31	— .35
Bromide	oz.	.31	— .33
Citrated	lb.	2.75	— 2.85
Hydrobromide, gran., eff.	lb.	.50	— .55
Hydrochloride (true salt)	oz.	.35	— .55

This is SCOTT'S EMULSION'S 35th Year

Every day we hear of wonderful cures it has made. ¶Every day we have more and more faith in it. ¶We make it every day, and every day we try to make it better. It ought to be the best. It has stood a long test.

We are sure you, too, have faith in Scott's Emulsion, and we are sure you have no trouble with it. It is only a question of our customer going to you or going somewhere else. When he comes in, will you please give it to him? That is all we ask—just give him **SCOTT'S EMULSION.**

THE BONUS PROPOSITION

This proposition is made to those who retail only, and is as follows:

Orders amounting to $25.00 worth (either size or assorted), are subject to a 5% discount, allowed by the wholesaler, and ⅓ dozen Scott's Emulsion, Small, as a bonus for window display. The four bottles of Emulsion will be sent **by us direct, charges prepaid,** upon receipt of acceptance of order by wholesaler.

Make up the amount any way you like, this is the way it figures out:

3 Doz. Large Emulsion, @ $8.00	**$24.00**	**6 Doz. Small Emulsion, @ $4.25**	**$25.50**
Less 5%	**1.20**	**Less 5%**	**1.27½**
	$22.80		**$24.22½**
Less 4 Bottles, Small	**1.42**	**Less 4 Bottles, Small**	**1.42**
	$21.38		**$22.80½**
or $7.13 per dozen, net.		**or $3.80 per dozen, net.**	

Your advantage is in the large size, so is ours, as the small size costs proportionately more to put up.

Send your orders direct to us on any wholesaler, and if you would like advertising matter, please request it.

SCOTT & BOWNE - - Bloomfield, N. J.

COCOA POWDERS

You have not exhausted the possibilities in Cocoa Powder buying, without at least seeing what we can do for you.

We make nearly one hundred varieties, and certainly some one of these should suit your requirements. Our Cocoa plant is one of the finest in the world and we keep abreast with all improvements.

Our machinery enables us to furnish not only a Cocoa more completely freed from the oil than others but also ANY degree of dryness desired.

We can give you the Dutch processed Cocoa of highest grade and fuel equal to the finest imported, and we can give under the same process Cocoa that is slightly processed or heavily processed. We can give the same QUALITY of Cocoa not Dutch processed.

We can give you a Cocoa Powder that could only be sold at a small profit at $1.00 per lb., and from that absolutely pure Cocoa down to a price that would SURPRISE YOU.

If you are a large user we can and will make a blend solely for your purpose. We make only absolutely pure Cocoa powders.

We pack in barrels, half barrels, 50 and 25 lb drums and 10, 5 and 1 lb. tins.

PLEASE REMEMBER other manufacturers MAY be able to please you, BUT you should see what we can do before you place your contracts or orders.

PLEASE REMEMBER other manufacturers MAY be able to satisfy you, but WE CAN and our capacity assures you of prompt deliveries.

YOU SIMPLY DON'T KNOW UNTIL YOU TRY

ROCKWOOD & CO.

88 Washington Ave. BROOKLYN, N. Y.

Re Price Protection on SANATOGEN

We wish to reiterate with all emphasis that as the sole licensees of the United States Patent under which Sanatogen is manufactured and sold, we are invested by law with the privilege to insist that retailers strictly maintain the minimum retail rates plainly stamped on each box of Sanatogen. Any dealer violating this condition renders himself liable to injunction and damages.

Gentlemen of the drug trade, this is no mere "say-so," but a true statement of fact. We do not wish to intimidate anyone, but merely to give proper notice that we mean to enforce our rights wherever necessary.

This means *true protection*, the kind of protection that gives everybody a square deal and puts the small druggist on an even level with the biggest "chain corporation" or department store.

Three sizes, sold by all wholesalers and jobbers, at $9, $17.25 and $33; to retail at $1, $1.80 and $3.00, and *no less*.

Write to us today for effective display matter.

The Bauer Chemical Co.

Everett Bldg., Union Square, New York

BENGER's FOOD

"Retained when all other foods are rejected"

Is a pancreatised cereal and is devised to be used with fresh milk. Can be adapted to suit the dietetic need of infants, invalids and the aged.

PRICES

Retail, 25c., $2.25 per doz.
60c., 5.40 "
$1.75, 15.75 "

Samples, literature and show cards on application. Write for particulars of co-operative advertising.

BENGER'S FOOD, Ltd.

92 WILLIAM ST., NEW YORK

FREE

WALNUTTA HAIR STAIN

Cut the coupon out of this ad. and send to address below, with an order for one-quarter dozen WALNUTTA HAIR STAIN, to be sent through any jobber you name, and we will send you, ABSOLUTELY FREE OF ALL COST, in the United States, one 60-cent bottle of WALNUTTA HAIR STAIN, if you will agree to display our handsome window sign in the front window so you can sell WALNUTTA.

TRADE MARK

Sign is only 36 x 12 inches

HOWARD E. NICHOLS

ST. LOUIS Drawer 42 MISSOURI

Please send ¼ dozen Walnutta Hair Stain, through Jobber

Jobber's Name .....

Name .....

Address .....

Free 60 cent bottle and sign free—direct

Prices Current *of* Drugs *and* Chemicals—(*Continued*)

Caffeine Sulphate, ⅛ths	oz.	.40	— .45
Valerianate	oz.	.40	— .60
Calamus Root, peeled	lb.	.18	— .20
Powdered	lb.	.22	— .25
White, peeled and split	lb.	.38	— .45
Calcium, Benzoate	oz.		— .19
Bromide	lb.	.55	— .60
Chloride, crude	lb.	.02½	— .06
Fused	lb.		— .24
Granulated	lb.		— .25
Glycerophosphate	oz.		— .22
Hypophosphite	lb.	.75	— .80
Iodide	lb.	3.15	— 3.35
Lactate	oz.		— .17
Lactophosphate, Sol.	lb.	1.20	— 1.30
Permanganate	oz.		— 1.07
Phosphate, Precip.	lb.	.17	— .19
Sulphate Precip., pure	lb.	.35	— .45
Sulphite, Neutr., for cider	lb.		— .14
Sulphocarbolate	oz.	.07	— .11
Calendula Flowers	lb.	.42	— .50
Calomel (see Mercury Chlor.).			
Camphor, refined (bbls. 48)	lb.	.48	— .52
¼ lb. squares (cases 49)	lb.	.50	— .54
Powdered	lb.	.54	— .64
Japanese, ozs.	lb.	.52	— .57
Monobrom	oz.	.17	— .21
Canary Seed, Sicily	lb.	.04	— .06
Smyrna	lb.	.04½	— .06
Canella Bark, powdered	lb.	.30	— .40
Cannabis Indica Herb	lb.	1.80	— 1.90
Cantharides, Russian, Sifted	lb.	.85	— 1.00
Powdered	lb.	.95	— 1.20
Capsicum, African	lb.	.20	— .25
Powdered	lb.	.27	— .32
Caraway	lb.	.18	— .22
Powdered	lb.	.23	— .28
Carbon Disulphide	lb.	.11	— .15
Cardamon Seed, bleached	lb.	1.00	— 1.60
Decorticated	lb.	.80	— .90
Powdered	lb.	.90	— .95
Carmine, No. 40	oz.	.30	— .35
Cascara Sagrada Bark	lb.	.20	— .25
Powdered	lb.	.20	— .25
Cascarilla Bark	lb.	.30	— .35
Powdered	lb.	.35	— .40
Casela, China	lb.	.20	— .25
Powdered	lb.	.20	— .25
Saigon, thin, select	lb.	.60	— .70
Powdered	lb.	.70	— .80
Catechu, Medicinal	lb.	.13	— .16
Catnip Leaves, pressed, oz.	lb.	.27	— .30
Celery Seed	lb.	.25	— .28
Ceresin, white	lb.	.20	— .22
Yellow	lb.	.18	— .20
Cerium Oxalate	lb.	.45	— .50
Chalk, Precipitated, Eng., 7 lb. bags	lb.	.09½	— .11
Prepared, Eng., Thomas S lb. box, white	box		— .50
Pink	box		— .65
White, bbls.	lb.	.00¾	— .03
Chamomile Flowers, Ger.	lb.	.28	— .33
Roman	lb.	.30	— .35
Charcoal, Willow, pwd.	lb.	.12	— .15
Chicle	lb.	.60	— .70
Chinoidine	oz.	.10	— .12
Chinolin, pure	oz.		— .45
Chiretta	lb.	.25	— .30
Chloral Hydrate, Cryst.	lb.	1.15	— 1.50
Chloroform	lb.	.35	— .40
Chrysarobin	oz.	.40	— .45
Cinchona Bark, pale, select	lb.	.35	— .40
Red	lb.	.40	— .50
Yellow	lb.	.35	— .40
Cinchonidine, Alkal., pure	oz.	.50	— .55
Salicylate	oz.		— .36
Sulphate	oz.	.28	— .32
Cinchonine, Sulphate	oz.	.15	— .17
Salicylate	oz.		— .30
Cloves	lb.	.20	— .25
Powdered, pure	lb.	.25	— .30
Cobalt, powdered (Fly Poison)	lb.	.35	— .40
Cocaine, Alkaloid, ⅛ oz. v.	oz.	4.50	— 4.70
Muriate, Cryst., ozs.	oz.	3.50	— 3.85
⅛ oz. vials	oz.	3.65	— 3.90
Oleate (5 p. c. Alk.)	oz.	1.00	— 1.15
Coca Leaves	lb.	.35	— .50
Cocculus Ind. (Fish Berries)	lb.	.10	— .12
Powdered	lb.	.22	— .27
Cochineal, Honduras	lb.	.67½	— .75
Powdered	lb.	.75	— .85
Codeine	oz.	4.25	— 4.40
Phosphate	oz.	3.85	— 4.00
Sulphate	oz.	4.25	— 4.30
Colchicum Root	lb.	.21	— .26
Powdered	lb.	.26	— .31
Seed	lb.	.70	— .80
Powdered	lb.		— .90
Collodion, U.S.P., 1900	lb.		— .49
Flexible	lb.		— .54
Colocynth, select	lb.	.40	— .50
Pulp	lb.	.15	— .20
Colombo Root	lb.	.18	— .22
Comfrey Root, Crushed	lb.	.65	— .75
Condurango Bark, true	lb.	.15	— .20
Conium Leaves	lb.	.18	— .22
Seed	lb.	.15	— .20
Copaiba, S. A.	lb.	.55	— .60
Para	lb.	.65	— .70
Copper, Acetate, distilled	lb.		— .50
Ammoniated	lb.		— .60
Carbonated	lb.	.24	— .32
Chloride, Pure, cryst.	lb.		— .65
Iodide	lb.	.36	— .40
Subacetate (Verdigris)	lb.	.42	— .43
Powdered	lb.	.40	— .45
Sulphate (Blue Vit.)	lb.	.10	— .12
Barrels	lb.		— .07
Powdered	lb.	.15	— .20
Copperas (see Iron Sulphate).			
Coriander	lb.	.10	— .12
Powdered	lb.	.16	— .20
Corrosive Sublimate (see Mercury Bichloride).			
Cotoin, true, ⅛ oz. v.	ea.		— 1.75
Cotton Root Bark	lb.	.15	— .20
Powdered	lb.	.30	— .35
Coumarin	oz.	.30	— .35
Cramp Bark	lb.	.32	— .35
Cranesbill	lb.	.24	— .29
Powdered	lb.	.20	— .25
Cream Tartar, pwd.	lb.	.24	— .28
Creosote, Beech Wood	lb.	.90	— 1.50
Carbonate	oz.		— .65
Croton-Chloral (Butylchlo.)	oz.		— .65
Cubeb Berries, sifted	lb.	.58	— .63
Powdered	lb.	.63	— .65
Cudbear	lb.	.20	— .25
Culver's Root	lb.	.15	— .20
Cumin Seed	lb.	.27	— .32
Damiana, leaves	lb.	.60	— .70
Dandelion Herb	lb.	.25	— .30
Root	lb.	.20	— .25
Cut	lb.	.22	— .27
Dextrine, Yellow	lb.	.08	— .10
White	lb.	.08	— .10
Digitalin, ⅛ths	oz.	6.25	— 6.50
15 gr. vials	ea.	.50	— .55

You Live Druggists — Write Us!

In each City or Town in the United States

and we will explain our special advertising feature, which will greatly increase your prestige and sales

OUR PLAN IS UNIQUE

and the live, wide-awake druggist should get his name on our "Special List"

WE MARKET

Comp. Essence Cardiol	50c.—$4.00 per Doz.
Comp. Fluid Balmwort	50c.— 4.00 per Doz.
Tincture Cadomene Compound	90c.— 7.20 per Doz.
Plain Yellow Minyol	90c.— 7.20 per Doz.
Sulpherb Tablets	50c.— 4.00 per Doz.

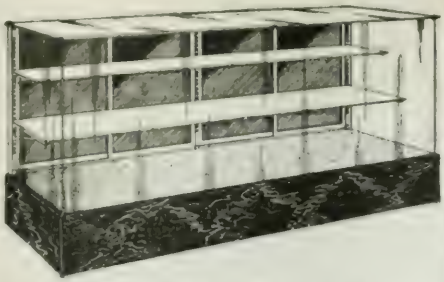
We create the demand and guarantee our Specialties to all. The demand is steadily growing and you should be able to supply it.

We're behind the live ones. A post card will do. Write us NOW!

The Prescription Products Co.

DAYTON, OHIO

Serial No. 14,941



Grand Rapids Show Cases

Cost no more, are just as strong as wood counters; they are attractive, wear well, possess individuality and are reasonable in price.

$4.50 per foot and up. Don't fail to get our catalogue "B" of display cases.

GRAND RAPIDS SHOW CASE CO.
GRAND RAPIDS, MICH.

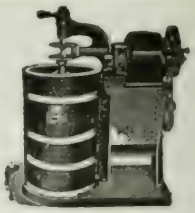
Branch Factory: Lutke Manufacturing Co., Portland, Ore.

Offices:
New York, 721 Broadway — St. Louis, 1329-1331 Wash. Ave.
Boston, 51 Bedford St. — San Francisco, 693 Mission St.

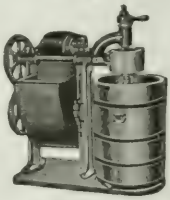
The Largest Manufacturers of Store Fixtures in the World

The BEST FREEZERS FOR DRUGGISTS

Druggists Special 20 qt.



20 qt. Monarch Freezer, Crusher and Motor



40 qt. Monarch Freezer, Crusher and Motor

Catalogue C B Free

J. W. Allen & Co.
110-118 N. Peoria St.
CHICAGO, ILLINOIS

CABOT'S Sulpho-Napthol TRADE MARK
CLEANLINESS. Reg. U.S. Pat. Off.

READ
FREE GOODS OFFER
WITH THIS
45% Net Profit Deal

Antiseptic
Detergent
Germicide
Insecticide
Disinfectant

FREE GOODS! FREE GOODS!

With this special assorted case we give you FREE 6 10c bottles Sulpho-Napthol, 12 trial size cakes Sulpho-Napthol Soap and 75 Booklets.

GIVE AWAY the 6 bottles and 12 cakes of Soap with the Booklets. IT WILL SELL ALL THE GOODS IN THE CASE.

Cut this out and paste it in your Order Book

SPECIAL ASSORTED CASE

12—1 oz. Bottles Sell for	$1.20
8—2 oz. Bottles Sell for	2.00
4—8 oz. Bottles Sell for	1.60
12 Cakes Sulpho-Napthol Toilet Soap Sells for	.75
Retails for	$5.45
Costs Retailer	3.75
Retailer's Profit Over 45%	$1.70

Order from your Jobber Sold ONLY in bottles with yellow labels and cartons

THE SULPHO-NAPTHOL CO.
14 MEDFORD STREET BOSTON, MASS.

Get Our Exclusive Newspaper Advertising QUICK

It Never Fails To Pay

ROOT JUICE can be bought, from any jobber, at $8.00 per doz., but we will do exclusive advertising, over the name of one druggist in every town, which has a weekly newspaper, if the druggist will deal with us, direct, thus enabling us to keep tab on results of the advertising. We will also allow deduction of freight, and liberal discounts, on quantity lots. Write us. Scores of druggists throughout the country are having a wonderful sale on Root Juice.

W. P. CABLER ROOT JUICE MEDICINE CO.

FORT WAYNE -:- INDIANA

Prices Current *of* Drugs *and* Chemicals—(*Continued*)

Digitalis Leaves, Eng.	lb.	—	.85
German	lb.	.28 —	.33
Powdered	lb.	.45 —	.55
Pressed, ozs.	lb.	.30 —	.35
Dog Grass, Cut	lb.	.16 —	.18
Dover's Powder	lb.	1.60 —	1.70
Dragon's Blood, powdered	lb.	.70 —	.80
Extra	lb.	.90 —	1.00
Powdered	lb.	1.10 —	1.25
Reeds	lb.	.75 —	.88
Duotol	oz.	—	1.50
Dwarf Elder	lb.	.35 —	.40
Elaterium	oz.	2.75 —	2.95
Elder Berries	lb.	.25 —	.30
Flowers, pressed	lb.	.35 —	.40
Juice, Sambuci	lb.	—	.30
Elecampane Root	lb.	.12 —	.16
Ground	lb.	.15 —	.20
Elm Bark, select	lb.	.25 —	.28
Ground, pure	lb.	.22 —	.25
Powdered, pure	lb.	.25 —	.30
Epsom Salt (see Magn. Sulp.)			
Ergot	lb.	.56 —	.60
Powdered	lb.	.60 —	.65
Ether, Acetic	lb.	—	.67
Chloric, U.S.P.	lb.	—	.37
Nitrous Conct.	lb.	.80 —	1.00
U.S.P.	lb.	—	.31
U.S.P., 1880	lb.	.35 —	.40
Washed	lb.	—	.36
Valerianic	oz.	—	.45
Eucaine Hydrochlor	oz.	—	3.50
Eucalyptol, U.S.P.	oz.	.10 —	.14
Eucalyptus Leaves	lb.	.10 —	.12
Euonymin (Eclectic powd).oz.		.80 —	.90
Euphorbium	lb.	—	.30
Powdered	lb.	—	.40
Euquinine	oz.	—	1.40
Exalgine	oz.	—	1.40
Fennel Seed	lb.	.30 —	.35
Flaxseed, cleaned	bbls.	—	11.25
Less	lb.	.07½ —	.10
Ground	lb.	.07½ —	.10
Fli-Stikon Fly Ribbon	gross	—	4.80
¼ gross cartons		—	1.20
Foenugreek Seed	lb.	.08 —	.10
Ground	lb.	.09 —	.12
Formaldehyde	lb.	.22 —	.35
Galangal Root, selected	lb.	.12 —	.15
Powdered	lb.	.16 —	.20
Galbanum	lb.	.60 —	.65
Gamboge, blocky	lb.	1.00 —	1.10
Powdered	lb.	1.00 —	1.10
Select, Pipe, bright	lb.	1.10 —	1.20
Garlic, on strings	string	.20 —	.25
Gaultheria (see Wintergreen)			
Gelanthum	lb.	—	.75
Gelatin, pink	lb.	.90 —	1.00
Gold	lb.	.45 —	.60
Silver	lb.	.33 —	.36
Gelsemin (Resinoid)	oz.	—	2.50
Gelseminine, C.P., crystals, German, 15 gr. vials	ea.	—	2.50
Sulphate, 15 gr. vials	ea.	—	2.50
Gelsemium Root	lb.	.25 —	.30
Powdered	lb.	.30 —	.35
Gentian Root	lb.	.12 —	.15
Powdered	lb.	.14 —	.18
Ginger Root, African	lb.	.15 —	.20
Powdered	lb.	.20 —	.22
Jamaica, bleached	lb.	.25 —	.30
Ground	lb.	.22 —	.24
Powdered	lb.	.27 —	.32
Ginseng	lb.	8.50 —	9.50
Glycerin	lb.	.26 —	.30
Gold and Sodium Chloride, U. S.P., 15 gr. vials	doz.	—	2.70
Gold Thread(Coptis trifol.)	lb.	1.10 —	1.20
Golden Seal Root	lb.	2.40 —	2.55
Powdered	lb.	2.50 —	2.65
Grains of Paradise	lb.	.35 —	.40
Powdered	lb.	.40 —	.45
Grindelia Robusta Herb.	lb.	.15 —	.20
Powdered	lb.	.23 —	.28
Guaiac, Resin	lb.	.28 —	.38
Powdered	lb.	.42 —	.50
Wood rasped	lb.	.03 —	.06
Guaiacol, liquid	lb.	2.40 —	2.50
Carbonate, lbs. 3.10	oz.	.23 —	.27
Salicylate(Guaiacol-Salol)	oz.	—	1.00
Valerianate (Geosote)	oz.	—	1.34
Guarana (Paullinia)	lb.	2.80 —	3.00
Powdered	lb.	3.20 —	3.30
Gun Cotton (Pyroxylin)	oz.	.20 —	.25
Gutta Percha, crude chips.	lb.	1.50 —	1.75
Sheet	lb.	1.50 —	1.75
Heliotropin	oz.	—	.60
Hemlock Bark, crushed	lb.	.12 —	.15
Powdered	lb.	.16 —	.18
Hemol	oz.	—	.80
Hemp Seed	lb.	.04 —	.06
Henbane Leaves, English.	lb.	—	1.00
German	lb.	.28 —	.32
Powdered	lb.	—	.38
Seed	lb.	—	.35
Henna Leaves	lb.	.35 —	.40
Heroin Hydrochl., 15 gr. v.ea.		—	.32
Hexamethylenamine	lb.	—	1.00
Holocain, 1 gm. vials	ea.	—	.35
Homatropin Alk.	gr.	.35 —	.40
Hydrobromide	gr.	.20 —	.21
Hydrochloride	gr.	—	.45
Salicylate and Sulphate	gr.	—	.45
Honey, strained	lb.	.12 —	.16
Hops, select (1910)	lb.	.35 —	.40
Pressed, ¼ & ½ lb. pkgs.	lb.	.40 —	.45
Hydrastine, Alk., C.P. cryst.	oz.	—	10.00
Hydrochloride	oz.	—	15.00
Sulphate	oz.	—	10.00
Hydrohlinon	oz.	.11 —	.13
Hydrogen Peroxide, Sol. Medicinal	lb.	.16 —	.23
Sol. Technical	lb.	.15 —	.20
Hyoscine Hydrobrom 1 gr.v.gr.		.20 —	.30
Hyoscyamine, Amorph., 15 gr. vials	ea.	—	3.00
Crystal, white	gr.	.32 —	.40
Hydrobromide	gr.	.20 —	.25
Iceland Moss	lb.	.12 —	.16
Ichthyol	lb.	4.00 —	4.25
Indigo, Bengal, true	lb.	1.35 —	1.50
Manila	lb.	.60 —	.70
Insect Powder	lb.	.30 —	.55
Pure Uncol'd Dalmatian.	lb.	.50 —	.60
Iodine Bromide	oz.	—	.42
Resublimed	lb.	2.95 —	3.10
Iodoform, cryst. & powd.	lb.	3.40 —	3.60
Deodorized	oz.	.50 —	.55
Ipecac Root, Carthagena.	lb.	1.55 —	1.65
Powdered	lb.	1.65 —	1.85
Rio	lb.	3.00 —	3.25
Powdered	lb.	3.20 —	3.50
Irish Moss, bleached	lb.	.15 —	.20
Irisin (Eclectic Powder)	oz.	—	.60
Iron, Acetate, dry	oz.	—	.26
Bromide	oz.	—	.10
Benzoate	oz.	—	.22
Chloride, cryst., U.S.P.	lb.	—	.25
Citrate, U.S.P.	lb.	.58 —	.62
and Ammonia, Sol.	lb.	.54 —	.58

Paraform Throat Lozenges S. & D.

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Antiseptic—Demulcent—Healing

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In lbs. ..... 1.00 per lb.

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Paraformaldehyde	1-4 gr.
Boric Acid	1 gr.
Menthol	1-40 gr.
Demulcent Base	q. s.

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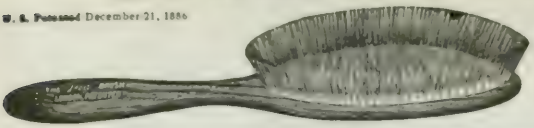

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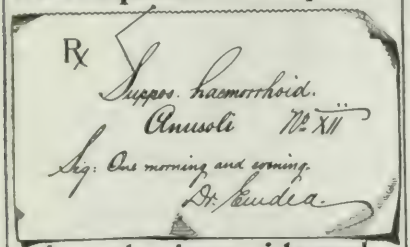

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Iron and Quin. Cit. U.S.P. (12 per cent Q.) Scales	lb.	1.60	— 1.75
Quinine and Strychnine	lb.	2.25	— 2.50
Hypophosphite	lb.	1.50	— 1.60
Iodide	oz.	.27	— .30
Syrup	lb.	.33	— .35
Nitrate, Solution, U.S.P.	lb.	.25	— .30
Oxalate (Ferrous)	oz.		— .14
Phosphate, gran. 1 lb bots.	lb.	.55	— .57
U.S.P. Scales	lb.	.58	— .62
Precipitated, 1 lb. bots.	lb.	.35	— .40
Protocarb. (Vallet's Mass)	lb.		— .30
Pyrophosphate Scales, Sol.	lb.	.52	— .57
Quevenne's (by hydrogen)	lb.	.50	— .55
Salicyiate	oz.		— .15
Sesquichloride	lb.	.35	— .40
Solution	lb.	.13	— .18
Subsulphate	lb.	.25	— .35
Solution (Monsel's)	lb.	.12	— .18
Sulphate (Copperas), 100 lbs.		1.00	— 1.12
Cryst., pure	lb.	.08	— .10
Dried	lb.	.15	— .20
Tartarte and Ammonium	lb.		— .62
and Potassium, Scales	lb.	.48	— .52
Tersulph, Solution, U.S.P.	lb.		— .20
Valerianate	oz.	.15	— .90
Isinglass, Russian	lb.	3.50	— 3.75
Jaborandi Leaves	lb.	.25	— .30
Powdered	lb.	.30	— .35
Jalap Root, selected	lb.	.60	— .65
Powdered	lb.	.65	— .70
Juniper Berries	lb.	.09	— .11
Kamala	lb.	.35	— .40
Powdered	lb.	.45	— .50
Purified	lb.	1.50	— 1.75
Kaolin	lb.	.05	— .08
Kino	lb.	.45	— .50
Powdered	lb.	.50	— .55
Kola Nuts, small and large	lb.	.15	— .25
Powdered	lb.	.30	— .35
Kousso, powdered	lb.	.55	— .60
Lactucarium	lb.	5.00	— 5.50
Ladies' Slipper Root	lb.	.55	— .65
Lanolin	lb.	.30	— .75
Anhydrous	lb.	.40	— 1.25
Lavender Flowers	lb.	.28	— .40
Lead Acetate (Sugar)	lb.	.15	— .18
Chloride	lb.	.50	— .55
Iodide, powdered	oz.	.20	— .22
Nitrate	lb.	.16	— .18
Lead Oxide, Medicinal	lb.	.80	— .90
Red	lb.	.07	— .12
Subacetate, Solution	lb.	.15	— .18
Leeches, best Swedish	ea.	.04	— .06
Lemon Peel, Ribbons	lb.	.10	— .15
Ground	lb.	.15	— .20
Licorice, Corig.	lb.	.28	— .32
Mass	lb.	.25	— .30
Powdered	lb.	.38	— .42
Root, Russian, cut	lb.	.15	— .20
Powdered	lb.	.15	— .20
Spanish, bundles	lb.	.16	— .20
Powdered	lb.	.12	— .15
Lime, Chlorinated, bulk	lb.	.04	— .06
Assorted, 1, ½ and ¼ lb.	lb.	.10	— .12
Lithium Acetate	oz.		— .19
Bitartrate	oz.		— .19
Bromide	lb.		— 1.70
Carbonate	lb.	.92	— 1.00
Citrate	lb.	1.32	— 1.40
Glycerophosphate	oz.		— .65
Salicylate	lb.	1.10	— 1.20
Lobelia Herb	lb.	.20	— .25
Powdered	lb.	.25	— .30
Seed, clean	lb.	.50	— .60
Powdered	lb.	.60	— .70
Lovage Root, select, white	lb.	.90	— 1.10
Seed	lb.		— .65
Lupulin	lb.	.90	— 1.00
Lycopodium	lb.	.52	— .58
Mace, whole	lb.	.55	— .60
Powdered	lb.	.60	— .65
Magnesium, Benzoate	oz.	.26	— .29
Calcined	lb.	.55	— .60
Carbonate, ¼ ozs.	lb.	.15	— .20
2 ozs.	lb.	.16	— .20
Powdereed	lb.	.08	— .15
Ponderous	lb.	.80	— .85
Glycerophosphate	oz.	.40	— .44
Hypophosphite, pure	lb.	1.25	— 1.35
Metal, Powdered	oz.		— .20
Ribbon	oz.		— .60
Phosphate, pure	oz.	.08	— .10
Sulphate (Sal Epsom)	lb.	.03	— .05
C. P. Crystals	lb.	.17	— .20
Dried	lb.		— .15
Malva Flowers, large	lb.	.30	— .35
Blue, small	lb.	.50	— .55
Mandrake Root	lb.	.12	— .16
Powdered	lb.	.16	— .20
Manganese, Bromide	oz.		— .36
Carbonate, cryst., medic.	oz.		— .14
Chloride, cryst.	lb.		— .50
Hypophosphite	lb.	1.35	— 1.50
Lactate	oz.		— .50
Oxide, black, powdered	lb.	.08	— .10
Manna, flake, large	lb.	1.00	— 1.10
Small	lb.	.65	— .75
Matico Leaves	lb.	.25	— .30
Menthol, cryst.	lb.	3.56	— 3.65
	oz.	.30	— .35
Mercury	lb.	.80	— .95
Ammon. (white precip.)	lb.	1.34	— 1.41
Bichloride (c. sublime)	lb.	.92	— .96
Powdered	lb.	.95	— 1.00
Bisulphate	lb.	.73	— .76
Chloride, mild (Calomel)	lb.	.96	— 1.06
Iodide, green, Proto	lb.	2.50	— 2.75
Red (Pre.) Binlodide	lb.	2.75	— 3.00
Nitrate Solution	oz.		— .18
Oxide, red (Red Precip.)	lb.	1.11	— 1.31
Yellow	oz.	.15	— .18
Salicylate	oz.	.23	— .27
Sulphate (Turp. Mineral)	lb.		— 1.05
Mercury with Chalk (by succussion)		.51	— .54
Millet, sweet, American	lb.	.04	— .05
German	lb.	.02½	— .06
Morphine, Acetate, 1-8 oz. v.	oz.	3.55	— 3.70
Alkaloid, pure, 1-8 oz. v.	oz.	4.90	— 5.05
Hydrobromide, 1-8 oz. v.	oz.	3.80	— 3.90
Hydrochloride, 1-8 oz. v.	oz.	3.55	— 3.70
Sulphate, 1 oz. v.	oz.	3.45	— 3.50
1-8 oz. v.	oz.	3.55	— 3.70
Valerianate, 1-8 oz v.	oz.	5.65	— 5.75
Morrhuol	oz.	.55	— .60
Mullein Flowers, 1 lb. cans.	lb.	.90	— 1.00
Musk Root	lb.	.18	— .28
Powdered	lb.	.25	— .30
Mustard Seed, black	lb.	.12	— .14
Ground	lb.	.13	— .15
White	lb.	.06	— .10
Ground	lb.	.13	— .15
Myrrh (Gum-Resin)	lb.	.28	— .33
Naphthalene, flake or balls.	lb.	.02¾	— .05
Nickel, Acetate	oz.		— .34
Bromide	oz.		— .37
Sulphate	lb.		— .35
Nickel and Ammo. Sulphate	lb.	.20	— .30
Nutgalls	lb.	.27	— .32

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THE BE-SS-T DISHER has exclusive features:

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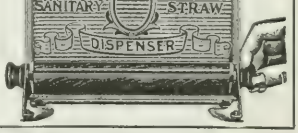
Saves time and money. Protects straws from flies and microbes and serves from either side. Positively dispenses One Straw at a time.



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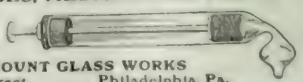

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MACHINE CUT CORKS

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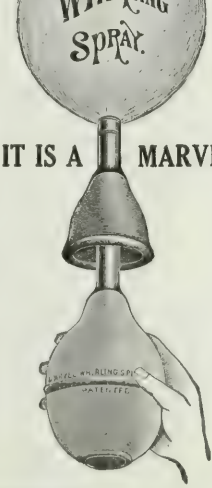
Prices Current *of* Drugs *and* Chemicals—(*Continued*)

Nutgalls, powdered	lb.	.32	— .37
Nutmegs	lb.	.33	— .45
Extra largee	80 to lb.	.55	— .65
Nux Vomica	lb.	.10	— .14
Powdered	lb.	.18	— .23
Oil, Almond, bitter	lb.	5.50	— 6.00
Without Acid	lb.	6.50	— 7.00
Sweet, pure	lb.	.55	— .65
Amber, crude, dark	lb.	.18	— .25
Rectified	lb.	.30	— .43
Aniseed, Star	lb.	1.45	— 1.55
Benne (Sesame), Imported, bbls. or less	gal.	.70	— 1.00
Bergamot	lb.	4.50	— 4.70
Birch, black (betula)	lb.	1.90	— 2.00
Cade	lb.	.30	— .35
Cajuput, bottles	lb.	.85	— .90
Camphor	lb.	.29	— .34
Capsicum, red	oz.	.45	— .50
Caraway	lb.	1.75	— 2.00
Cassia	lb.	1.20	— 1.30
Castor, American	lb.	.12	— .14
Cedar Leaves, pure	lb.	.75	— .85
Celery	oz.	.75	— .80
Chaulmoogra	lb.	2.00	— 2.50
Cinnamon, Ceylon	lb.	1.00	— 1.25
Citronella	lb.	.40	— .70
Cloves	lb.	1.10	— 1.25
Cod Liver, Norwegian	gal.	1.35	— 1.50
Bbls.	ea.	34.00	—36.00
½ bbls.	ea.	18.00	—19.00
Copaiba, pure	lb.	1.40	— 1.50
Coriander	oz.	.75	— .85
Cottonseed, yellow & white	gal.	.90	— 1.10
Croton	lb.	1.00	— 1.20
Cubeb	lb.	4.45	— 4.60
Cumin	lb.	5.75	— 6.00
Dill	oz.	.45	— .50
Erigeron, true	lb.	2.25	— 2.50
Eucalyptus	lb.	.85	— 1.10
Fennel Seed, pure	lb.	1.60	— 1.80
Gaultheria Leenf	lb.	5.50	— 6.00
Geranium, Rose, natural	lb.	3.50	— 3.60
Ginger	oz.	.50	— .60
Haarlem, Dutch	gross	3.60	— 3.75
Gold Medal Tilly, large,	gross		—18.00
Regular	gross		— 6.00
Capsules	gross		—24.00
Sylvester's	doz.		— 3.00
Oil Hemlock, cans, 20 lbs. or less	lb.	.75	— .90
Juniper Berries	lb.	1.40	— 1.50
Wood	lb.	.45	— .55
Lard	gal.	1.50	— 1.60
Lavender, Mitcham	oz.	1.40	— 1.60
Flowers	lb.	3.25	— 3.75
Garden, French	lb.	1.15	— 1.35
Lemon	lb.	1.25	— 1.35
Lemongrass	lb.	1.40	— 1.50
Linseed, boiled	gal.	1.12	— 1.18
Raw	gal.	1.10	— 1.16
Male Fern, Ethereal	lb.	2.10	— 2.25
Mustard, artificial	lb.	3.00	— 3.50
Essential	oz.	.55	— .60
Expressed	gal.	.60	— .70
Neatsfoot	gal.	.80	— .90
Neroli, Bigarade best	oz.	5.50	— 6.00
Petale, extra	oz.	6.00	— 6.25
Nutmeg	lb.	1.25	— 1.40
Olive Lucca, Cream, ½ gal. and 1 gal. cans	gal.	3.10	— 3.20
3 gal. and 6 gal. cans	gal.	2.75	— 2.85
Malaga	gal.	1.50	— 1.65
Orange, bitter	lb.	3.00	— 3.25
Sweet	lb.	2.85	— 3.00
Paraffin	gal.	.35	— .45
Peach Kernels	lb.	.40	— .45
Pennyroyal	lb.	1.90	— 2.40
Pepper, black	lb.	.80	— .90
Peppermint, N. Y.	lb.	2.40	— 2.70
Hotchkiss	lb.	2.75	— 2.85
Western	lb.	2.40	— 2.60
Pimenta	lb.	3.10	— 3.25
Poppy, true	lb.	.35	— .40
Rape Seed	gal.	.90	— 1.00
Rose, Kissanlik	oz.	8.50	— 9.00
Rosemary Flowers	lb.	1.40	— 1.50
Trieste	oz.	.80	— .90
Rue, pure	oz.	.40	— .50
Salad, Union Oil Co.	gal.	.90	— 1.00
Sandal Wood, English	lb.	4.75	— 5.00
Sassafras	lb.	.80	— .90
Spearmint, pure	lb.	3.65	— 3.75
Sperm, winter, bleached	gal.	.90	— 1.00
Tansy	lb.	2.35	— 2.45
Tar, U.S.P.	gal.	.60	— .75
Thyme, com'l	lb.	.45	— .55
Red, No. 1	lb.	1.25	— 1.35
White	lb.	1.90	— 2.00
Oil, Whale	gal.	.70	— .75
Wine, Ethereal, light	lb.	3.50	— 3.75
Heavy, true, f. grapes	lb.	5.00	— 5.25
Wintergreen	lb.	5.25	— 5.50
Synthetic	lb.	.50	— .53
Wormseed, Baltimore	lb.	2.75	— 2.85
Wormwood, Amer., good	lb.	8.00	— 8.50
Ointment, Mercurial, ½ mercury	lb.	.55	— .60
1-3 mercury	lb.	.45	— .50
Opium (Natural)	lb.	5.20	— 5.40
Granulated	lb.	7.10	— 7.35
U.S.P. Powdered	lb.	7.10	— 7.35
Orange Flowers	lb.	1.30	— 1.45
Peel, Curacoa	lb.	.15	— .20
Orris, Florentine	lb.	.18	— .22
Select Finger	lb.	.70	— .85
Verona	lb.	.12	— .14
Paraffin	lb.	.10	— .12
Paraform	oz.		— .35
Paraldehyde	lb.	.70	— .80
Pareira Brava Root	lb.	.50	— .60
Pelletierine Tan, 15 gr. v.	ea.		— .25
Paris Green	lb.	.23	— .28
Pepper, black, clean sifted	lb.	.12	— .15
White	lb.	.28	— .30
Peppermint, Herb, German	lb.	.55	— .60
Leaves, pressed, ozs.	lb.		— .24
Petrolatum, U.S.P., white	lb.		— .15
Phenacetin, Bayer	oz.		— .33
Phosphorous, Amorphous	lb.	1.30	— 1.40
Pilocarpine, Alk., pure	gr.	.08	— .09
Hydrobromide, gr. v.	gr.	.08	— .09
Hydrochloride	gr.	.04	— .05
Nitrate	gr.	.04	— .05
Pink Root, true	lb.	.50	— .60
Piperidine	oz.		— 1.00
Piperin	oz.	.55	— .50
Pitch, Burgundy, American	lb.	.04½	— .10
Plaster, Calcined	bbl.	2.00	— 3.00
True, dentists' sifted	bbl.		— 2.50
Pleurisy Root	lb.	.20	— .25
Powdered	lb.	.30	— .35
Podophyllin (Resin)	lb.	3.75	— 4.00
Poke Berries	lb.	.20	— .25
Root	lb.	.16	— .20
Powdered	lb.	.20	— .25
Poppy Heads	lb.	.25	— .30
Seed, blue (Maw)	lb.	.15	— .20
White	lb.	.18	— .20

THE MARVEL "WHIRLING SPRAY" SYRINGE



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as the latest and best improvement in Vaginal Syringes. Particular attention is called to the fact that by reason of its peculiar construction the Marvel Syringe dilates and flushes the vagina with a volume of whirling spray, which smooths out the folds and permits the injection to come into contact with the entire surface, instantly dissolving and washing out all secretions and discharges.

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DAGGETT & RAMSDELL'S PERFECT COLD CREAM

AND OTHER TOILET SPECIALTIES

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$75.00 or more, less 10% ; 5% cash 10 days, F.O.B. any point in the U. S. or Canada.

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Send for new catalogue illustrating our entire line of popular, high-class, quick-selling toilet preparations.

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D. & R. Building NEW YORK

Special Free Goods Offer

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Instead of Court Plaster

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FOR 200 YEARS
the standard remedy of the world for
Kidney Diseases, Bladder Trouble, Gravel and all Inward Inflammation

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FROM HAARLEM, HOLLAND

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M. COWARD Successor to C. SYLVESTER

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(Reg. U. S. Pat. Off.)

is *the one and only* absolutely uniform and unalterable solution of iron and manganese in the form of true organic peptonates. It is also *the one and only* preparation lawfully entitled to be known as "Pepto-Mangan," a valid trademark, which is our exclusive property. We respectfully request the trade to take due notice of these facts.

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has been used for over Sixty Years by Millions of Mothers and their Children while Teething, with Perfect Success. It Soothes the Child, Softens the Gums, Allays all Pain, Cures Wind Colic, and is the best remedy for Diarrhœa. Sold by Druggists in every part of the world.

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and take no other kind.

TWENTY-FIVE CENTS A BOTTLE

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411-417 Elm Street, Cincinnati, Ohio

Prices Current *of* Drugs *and* Chemicals—(*Continued*)

Potassa, Caustic, Com.	lb.	.08	—	.12	Quinine, Bisulphate	oz.	.15	—	.22	Saw Palmetto Berries	lb.	.30	—	.35
White, sticks	lb.	.28	—	.35	Carbolate	oz.	.79	—	.83	Scammony, Virgin	oz.	.65	—	.75
Potassium, Acetate	lb.	.35	—	.40	Hydrobromide	oz.	.45	—	.49	Scopolamine, Hydrobromide	15 gr. vial	ea.	—	1.95
Benzoate	oz.	.15	—	.19	Hydrochloride	oz.	.43	—	.47	Hydrochloride, 5 gr. v.	ea.	—	—	1.00
Bicarbonate	lb.	.13	—	.20	Lactate	oz.	.51	—	.55	Skullcap Herb	lb.	.60	—	.65
Bichromate	lb.	.13	—	.16	Salicylate	oz.	.46	—	.50	Senega Root	lb.	.60	—	.70
Bisulphate, cryst.	lb.		—	.50	Sulphate, 100 oz. tins	oz.	.14	—	.15	Powdered	lb.	.70	—	.80
C. P.	lb.		—	.65	5 oz. tins	oz.	.16	—	.17	Seidlitz Mixture	lb.	.15	—	.20
Bitartrate, Ref. (Cream Tartar) pure powder	lb.	.24	—	.28	1 oz. vials	oz.	.21	—	.28	Senna Leaves, Alexandria	lb.	.30	—	.35
Bromide	lb.	.27	—	.32	Tannate	oz.	.31	—	.35	Powdered	lb.	.25	—	.30
Carbonate (Pearl Ash)	lb.	.09	—	.11	Valerianate	oz.	.49	—	.53	Tinnevelly, select	lb.	.22	—	.25
C. P.	lb.	.50	—	.55	Quinoline Tartrate	oz.		—	.45	Serpentaria (Va. Sn'k r't.)	lb.	.60	—	.65
Refined (Sal Tartar)	lb.	.13	—	.15	Rape Seed, English	lb.	.06½	—	.08	Silver, Chloride	oz.	.70	—	.74
Chlorate	lb.	.13½	—	.20	German	lb.	.05½	—	.08	Cyanide	oz.	1.00	—	1.04
Powdered	lb.	.14½	—	.21	Red Saunders	lb.		—	.10	Nitrate, cryst.	oz.	.45	—	.47
Purified and gran.	lb.	.25	—	.30	Ground	lb.	.10	—	.12	Fused cones	oz.	.65	—	.70
Chloride, C. P.	lb.	.35	—	.40	Resin, common	lb.	.02	—	.04	Stick, (Lunar Caustic)	oz.	.50	—	.55
Citrate	lb.	.45	—	.50	Good, strained..per 280 lbs.		1.95	—	2.00	Oxide	oz.	1.10	—	1.14
Glycerophosphate	oz.	.16	—	.20	Powdered	lb.	.10	—	.12	Precipitated	oz.	1.40	—	1.44
Hypophosphite	lb.	.90	—	1.05	Resorcin, pure, white	lb.	1.15	—	1.30	Simaruba, Bark of Root	lb.	.25	—	.30
Iodide	lb.	2.15	—	2.25	Rhubarb, Canton	lb.	.47½	—	.53	Powdered	lb.	.35	—	.40
Lactophosphate	oz.	.20	—	.24	Clippings	lb.	.50	—	.76	Skunk Cabbage, Root	lb.	.20	—	.25
Nitrate	lb.	.07	—	.10	Powdered	lb.	.60	—	.75	Soap, Castile, green	box		—	5.00
Powdered	lb.	.07½	—	.12	Powdered, extra, tins	lb.	1.10	—	1.25	Mottled, genuine	box		—	5.25
C. P.	lb.	.35	—	.40	Rochelle Salt	lb.	.18½	—	.25	White, Conti's	box		—	5.70
Permanganate	lb.	.20	—	.24	Rose Leaves, pale	lb.	.40	—	.45	Powdered	oz.	.30	—	.35
Pure, powdered	lb.		—	.30	Red	lb.	1.15	—	1.25	Soap Tree Bark, whole	lb.	.12	—	.15
Prussiate, red	lb.	.50	—	.55	Rubidium Bromide	oz.		—	1.00	Cut	lb.	.15	—	.17
Yellow	lb.	.22	—	.27	Alum, 10 gm. v.	ea.		—	.50	Powdered	lb.	.20	—	.25
Salicylate	oz.		—	.15	Bitartrate, 15 gr. v.	ea.		—	.40	Soda Ash	lb.	.03	—	.05
Sulphate, powdered	lb.	.10	—	.12	Iodide, 1 oz. v.	ea.		—	1.50	Caustic, purified, fused	lb.	.25	—	.34
C. P.	lb.	.30	—	.35	Rue, Herb, pressed, ozs	lb.		—	.34	Sodium, Acetate	lb.	.15	—	.20
Sulphide	lb.	.14	—	.15	Saffron, Amer. (Safflower)	lb.	.40	—	.50	Arsenate	oz.	.20	—	.55
Tartrate, Pow. (Sol. Tartar)	lb.	.50	—	.56	Spanish, true, Valencia	lb.	11.00	—	11.50	Arsenite, pure	lb.		—	.60
Powder, Dover's, U.S.P.	lb.	1.60	—	1.70	Safrol	lb.	.60	—	.70	Benzoate	lb.	.40	—	.45
Prickly Ash Bark	lb.	.28	—	.33	Sage, leaves, Italian	lb.	.09	—	.12	From True Benzoic Acid	lb.		—	3.00
Powdered	lb.	.33	—	.38	Domestic	lb.	.25	—	.32	Bicarbonate	lb.	.02½	—	.05
Berries	lb.	.35	—	.40	Sal Acetosella	lb.	.20	—	.22	C. P., powdered	lb.	.10	—	.14
Pulsatilla Herb	lb.	.22	—	.27	Salicin	lb.	4.50	—	4.75	Bichromate	lb.	.21	—	.25
Pumpkin Seed	lb.	.15	—	.20	Salol	lb.	.96	—	1.00	Bitartrate	lb.	.90	—	1.00
Quassia, rasped	lb.	.09	—	.11	Sandalwood	lb.	.20	—	.25	Bromide	lb.	.30	—	.35
Powdered	lb.	.15	—	.20	Sandarac, Gum, clean	lb.	.30	—	.35	Carbonate (Sal Soda), 100 lbs.		1.00	—	2.50
Quebracho Bark	lb.	.25	—	.35	Santonine	lb.	13.00	—	14.00	C.P. cryst., U.S.P.	lb.	.20	—	.24
Quince Seed	lb.	1.00	—	1.15	Sarsaparilla, Root, Hon. cut	lb.	.55	—	.60	Dried, purified	lb.	.16	—	.18
Quinidine, Alk., cryst.	oz.		—	.75	Mexican, cut	lb.	.25	—	.30	Gran.	lb.	.02½	—	.04
Sulph.	oz.		—	.65	Powdered	lb.	.28	—	.33	Chloride, C. P.	lb.	.20	—	.22
Quinine Alkaloid	oz.	.50	—	.54	Sassafras, Pith	oz.	.18	—	.20	Dried	lb.		—	.40
Acetate	oz.	.53	—	.57	Bark	lb.	.20	—	.31	Cinnamate	oz.		—	.56
Bimuriate	oz.	.50	—	.54	Powdered	lb.	.31	—	.36	Citrate	lb.	.46	—	.51

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FORTY RICH DESIGNS

Printed in Eight Colors and Gold and Deeply Embossed

Price, 50 Cards for 35c, 100 for 60c, POSTPAID

A large stock of the Brightest and Best **Thanksgiving Cards** still on hand at prices ranging from 60c to $3.00 per hundred.

We carry large stocks, sell small quantities at large quantity prices, fill orders promptly and help our customers in every way to put the post card department on a paying basis. It will pay you to get acquainted with us.

Write for **FREE SAMPLES** and our illustrated **MONTHLY BULLETIN.**

Sanford Drake Card Co.,
3702 Harrison St., CHICAGO, ILL.

LISTEN, MR. DRUGGIST!

We have a **Cigar Box Lid Holder** that SERVES YOU RIGHT. Strong and durable, combined with the practical feature of holding boxes FIRMLY at any ANGLE. It not only holds the cover, but also your PRICE TAG, which we furnish in 31 DIFFERENT DESIGNS. Samples Free.

MILWAUKEE NOVELTY CO.
391 Hanover St., Milwaukee, Wis.

A practical office device for your and the salesmen.

A GOOD LINIMENT

Horn of Salvation, 25 cent size.....$2.00 per doz.
Horn of Salvation, 50 cent size.....4.00 per doz.

Shipped direct or through your Jobber. Write for quantity discount.

NEWNAN MEDICINE CO., Newnan, Georgia

FLI-STIK-ON The Fly Ribbon

THE GREATEST FLY CATCHER IN THE WORLD
Retails at 5c. $4.80 per Gross
The Fly Ribbon Mfg. Co.
NEW YORK
Order from your Jobber

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FOR BOILS AND SORES OF ALL KINDS.

Price, $1.75 per Doz.

Gray's Celebrated Pile Ointment.....$3.00 per doz.
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House's Liver and Rheumatic Pills.... 1.50 per doz.

W. F. GRAY & CO., Nashville, Tenn.

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Make Money for Druggists

Druggists have sold 10,000 Bath Cabinets the past year and the profits on same have exceeded $50,000. Did you get some of this money?

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People are now suffering from cold. La Grippe, Rheumatism, and Neuralgia, and quick sales can be made.

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100 per cent PROFIT by handling OXY Preparations

OXY Peroxide Cream, 2 oz. Jars	$1.75	per doz.
OXY Peroxide Tooth Powder	1.50	per doz.
OXY Peroxide Talcum Powder	1.50	per doz.
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Quick Sellers and Repeaters at 100 per cent Profit

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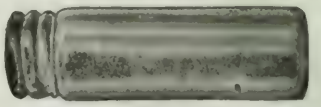

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Strictly PURE **LONDON HOSPITAL THROAT LOZENGES**

(Formulas of Sir Morrell Mackenzie

English Coltsfoot Rock, English Bath Pipe, English Peppermint LOZENGES. Exquisite and Delicious Fruit Tablets (per Jar), 90c. In lots of 10 Jars, $12.80 net.

SPECIALLY ADAPTED FOR DRUGGISTS

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ENGLISH PEPPERMINT LOZENGES
EX. STRONG WINTERGREEN LOZENGES
LICORICE GUM DROPS LEMON GUM DROPS
PINE TREE TAR GUM DROPS
ENGLISH MINT AND LICORICE JUJUBES

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GENUINE GOOD SAMARITAN REMEDY

REGISTERED U.S. PATENT OFFICE.

GOOD SAMARITAN CORN REMEDY

Remedy for Hard and Soft Corns, Calluses, Bunions, Ingrowing Nails and Warts

Guaranteed under the Food and Drugs Act, June 30, 1906. No. 5629

Wholesale Price, $1.75 per Dozen

Medicated Artificial Skin Co., Box 274 Denver, Colo.

Formerly La Crosse, Wis.

Prices Current *of* Drugs *and* Chemicals—(*Concluded*)

Sodium, Citrate, C. P.	lb.	—	1.10
Glycerophosphate, 75 p. c.	oz.	.16	— .20
Hypophosphite	lb.	.90	— 1.05
Hyposulphite, cryst., 1 lb. carton	lb.	.04	— .05
5 lb. boxes	lb.	.03½	— .05
Kegs, 112 lbs.	lb.	.02	— .03
Granular	lb.	.02¼	— .06
Iodide	lb.	3.15	— 3.25
Lactophosphate	oz.		— .22
Phosphate, cryst.	lb.	.07	— .10
Recrystallized	lb.	.11	— .13
Pure granulated	lb.	.09	— .15
Dried	lb.	.15	— .20
Phosphomolybdate	oz.	.45	— .50
Salicylate	lb.	.40	— .45
From Oil Wintergreen	oz.	.32	— .65
Silicate, dry	lb.	.12	— .20
Liquid	lb.	.04	— .06
Sulphate (Sal Glauber)	lb.	.01	— .04
Pure, cryst.	lb.	.08	— .10
Dry	lb.		— .25
Sulphocar. (Sulpho-Phen.) and Potassium Tartrate (Rochelle Salt)	lb.	.36	— .38
	lb.	.18½	— .25
Solomon's Seal Root	lb.	.28	— .30
Sorbilin	oz.		— .80
Snake Root, Canada	lb.	.50	— .55
Powdered	lb.	.55	— .60
Spearmint, leaves, ozs.	lb.	.30	— .34
Spearmacetl, cakes	lb.	.31	— .37
Spruce Gum	lb.	1.50	— 1.75
Extra	lb.	2.00	— 2.25
Spirit, Ammonia, U.S.P.	lb.	.54	— .69
Aromatic	lb.	.50	— .55
Nitre, U.S.P.	lb.	.45	— .50
Spirits Turpentine	gal.	.70	— .80
Squill Root, white	lb.	.10	— .12
Stillingia Root	lb.	.15	— .20
Powdered	lb.	.20	— .25
Storax, liquid	lb.	.31	— .36
Stramonium Leaves	lb.	.25	— .30
Powdered	lb.	.27	— .32
Pressed, ozs.	lb.	.20	— .24
Seed	lb.	.15	— .20
Powdered	lb.	.25	— .28
Strontium Acetate	lb.	.11	— .15
Bromide	lb.	.45	— .55
Iodide	lb.	2.90	— 3.00
Lactate	oz.	.12	— .16
Strontium, Nitrate, dry	lb.	.18	— 20.
Granular, C. P.	lb.		— .50
Salicylate	oz.		— .13
Strophanthus, Seed. brown	lb.	.66	— .70
Green	lb.	.65	— .75
Powdered	lb.	1.20	— 1.30
Strychnine, Acetate, ⅛oz.	v.oz.	1.45	— 1.65
Alk., powdered, ⅛ oz. v.	oz.	1.25	— 1.30
Nitrate, ⅛ oz. v.	oz.	1.55	— 1.65
Sulphate ⅛ oz. v.	oz.	1.25	— 1.35
Sugar of Milk, powdered	lb.	.10	— .13
1 lb. cartons	lb.	.14	— .18
Sulfonal, Bayer	oz.		— 1.35
L. & F.	oz.		— .60
Sulphonmethane, U.S.P.	lb.	3.75	— 3.85
	oz.		— .22
Sulphonethylmethane, U.S.P.	lb.	6.25	— 6.35
	oz.		— .45
Sulphur, Bromide	oz.		— .75
Flowers	lb.	.02¾	— .04
Lac., precipitated	lb.	.16	— .18
Roll	lb.	.03	— .04
Washed	lb.	.09	— .12
Sunflower Seeds	lb.	.07	— .09
Talcum, powdered	lb.	.04	— .06
Purified	lb.	.16	— .20
Tamarinds	kegs	2.75	— 3.00
Tar, Barbados	gal.	.60	— .75
No. Carolina, pt. cans	doz.		— .85
Tartar Emetic	lb.	.36	— .38
Terpin Hydrate, 1 lb. car.	lb.	.42	— .47
Thymol	lb.	2.35	— 2.45
Iodide, U.S.P.	lb.		— 4.00
	oz.		— .35
Tragacanth, Aleppo, extra	lb.	.90	— 1.00
Aleppo, No. 1	lb.	.85	— .90
Turkey, No. 1	lb.	.90	— .95
No. 2	lb.	.75	— .85
Powdered	lb.	1.00	— 1.10
Turpentine, Chian, genuine	oz.	.30	— .40
Venice	lb.	.38	— .42
Uva Ursi	lb.	.10	— .13
Powdered	lb.	.18	— .20
Valerian Root, English	lb.	.31	— .36
Powdeered	lb.	.41	— .46
German	lb.	.23	— .25
Powderd	lb.	.35	— .30
Vanillin	oz.	.40	— .50
Veratrum Viride, Root	lb.	.15	— .20
Powdered	lb.	.25	— .30
Verdigris, powdered, pure	lb.	.33	— .36
Wahoo, Bark of Root	lb.	.50	— .55
Bark of Tree	lb.		— .45
Wax, Bay	lb.	.30	— .36
Bees, yellow	lb.	.42	— .48
White	lb.	.35	— .55
Carnauba, No. 1	lb.	.56	— .60
Japan	lb.	.16	— .18
White Hellebore, Root	lb.	.09	— .14
Powdered	lb.	.10	— .15
Wild Cherry Bark	lb.	.14	— .16
Ground	lb.	.16	— .21
Powdered	lb.	.21	— .26
Wild Indigo Root	lb.	.18	— .20
Ground	lb.	.25	— .30
Willow Bark, black	lb.		— .18
White	lb.		— .25
Witch Hazel, Extract, double Dist.	gal.	.70	— .80
Barrels	gal.	.65	— .75
Bark	lb.	.20	— .22
Leaves, pressed, ozs.	lb.		— .24
Wormseed (Chenopodium)	lb.	.17	— .22
Powdered	lb.	.19	— .24
Levant (Santonica)	lb.	.12	— .15
Powdered	lb.	.15	— .18
Wormwood, bulk	lb.	.20	— .25
Pressed ozs.	lb.		— .30
Powdered	lb.	.20	— .25
Yerba Santa	lb.	.15	— .20
Zinc, Acetate, 1 lb. bots.	lb.	.30	— .32
Bromide	oz.	.10	— .17
Chloride, fused	lb.		— .30
Gran.	lb.	.20	— .25
Medicinal	lb.	.18	— .20
Iodide	oz.	.28	— .35
Hypophosphite	oz.	.25	— .30
Lactophosphate	oz.		— .60
Metallic, C. P.	lb.	.65	— .75
Gran. (free from arsenic)	lb.	.20	— .22
Oleate	oz.		— .17
Oxide, American	lb.	.10½	— .12
Eng. Hubbuck's	lb.	.38	— .42
Permanganate	oz.		— .52
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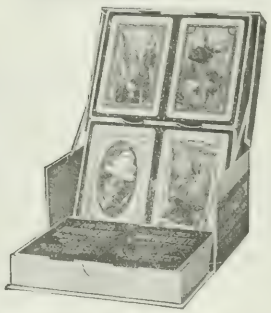

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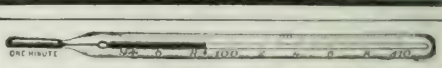

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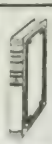

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THE PHARMACEUTICAL ERA

AN ILLUSTRATED MONTHLY PUBLICATION FOR THE DRUG TRADE

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VOL. XLIII. NEW YORK, DECEMBER, 1910 No. 12

THE PHARMACEUTICAL ERA

PUBLISHED MONTHLY

D. O. HAYNES & CO. - - - - *Publishers*

82 FULTON STREET, NEW YORK

Telephone, 2457 John Cable Address: "Era, New York"

SUBSCRIPTION RATES

United States, Cuba, Hawaii, Porto Rico, the Philippines, and Mexico	$1.00 a Year
To Canada, postpaid	1.25 a Year
To Foreign Countries in Postal Union	1.50 a Year
Single Copies . 10 Cents	

ALL SUBSCRIPTIONS ARE PAYABLE STRICTLY IN ADVANCE

Remit by P. O. or Express Order or New York Draft payable to order of D. O. Haynes & Co. Add 10 cents for collection if you send check.

Published at 82 Fulton street, Borough of Manhattan, New York, by D. O. Haynes & Co., a corporation: President and treasurer, David O. Haynes; vice-president, Ezra J. Kennedy; secretary, Edward W. Drew. The address of the officers is the office of publication, and the title is registered in the United States Patent Office.

Entered at the New York Post-Office as Second Class Matter

TABLE OF CONTENTS.

EDITORIAL: New York in 1911 for the N.W.D.A.; The World Large Enough For All; The Insecticide Act of 1910; Regulation vs. Legislation; Delegating Law-Making Powers; Substitution in France is Fraud; No Substitute for the U.S.P. 1165
BOOK REVIEWS 1168
SHORT LENGTHS FOR CHRISTMAS, Emma Gary Wallace 1169
THE PATRONIZING LADY 1170
ASSUMED SEVERITY; Joel Blanc 1171
ADVERTISING HINTS; For Retail Druggists 1172
SOME PHARMACY NOT TAUGHT IN SCHOOLS; P. Henry Utech, Ph.G., Meadville, Pa. 1173
CARL S. N. HALLBERG; An appreciation by his friend and classmate, Dr. F. E. Stewart 1174
ACTIVITIES OF THE A.PH.A.; Henry E. Kalusowski 1175
WEST VIRGINIA PH.A.; Picture 1175
THE WORLD'S CAMPHOR INDUSTRY 1177
WASHINGTON BRANCH; The New U.S.P.; Discussion by Dr. Wiley, Prof. Remington and others 1179
QUESTION BOX 1182
SELECTED FORMULAS 1184
NEW RULES OF NEW YORK BOARD 1185
PHARMACY BOARD EXAMINATIONS 1187
THE QUIZ MASTER 1189
INDEX TO ADVERTISEMENTS 1201
INDEX TO GOODS ADVERTISED 1203
MOSTLY PERSONAL; Thos. P. Taylor; Chas. A. Haupt 1209
N.W.D.A. CONVENTION AT DALLAS 1211
UNITED DRUG CO. TO OPEN STORES IN NEW YORK AND BOSTON; To Try $250,000 Suit in February, Summary of Answer Filed by U.D.Co. 1217
OBITUARIES 1219
IMPROVEMENTS IN DRUG STORES 1222
FEDERAL DRUG LAW DECISIONS 1223
NEW CORPORATIONS 1224
PATENTS AND TRADE MARKS 1225
NEW YORK DRUG MARKET 1226
WISCONSIN PURE DRUG SHOW 1227
BUSINESS NOTICES 1228
PRICES CURRENT 1230

NEW YORK IN 1911 FOR THE N.W.D.A.

Selection of New York City for the 1911 convention of the National Wholesale Druggists Association was not altogether expected, for in three previous years the association met here, but it was a gratifying recognition of the pre-eminence of this city in its relation to the importing and wholesale drug industry. It was in line also with the recognition given to Dr. William Jay Schieffelin, as the present head of one of the city's oldest and most important houses, by making him president of the association. Aside from any local or other considerations, Dr. Schieffelin's services as chairman of the committee on proprietary goods have been of such an exceptionally high order of merit that his preferment undoubtedly was based chiefly, if not entirely, upon that fact alone, although he has long been an earnest, intelligent and assiduous worker in less conspicuous branches of the work of the association.

New York has been doubly honored and the incentive is great to make the 1911 convention of the N.W.D.A. the most memorable thus far in its more than a third of a century of life. There can be no question of the realization of this expectation, for there are the men and means to do and the stage will be ready for the entertainment.

THE WORLD LARGE ENOUGH FOR ALL.

Nothing more noteworthy in the drug trade at the present moment can be found that will appeal to all interests than the confirmation by President Martin, of the National Wholesale Druggists' Association, of the theory that the world is large enough for all of us. Mr. Martin, at the Dallas convention, which is reported elsewhere in this ERA, takes occasion to say, in a thoughtful and well-considered annual address:

> The outlook for the future is also full of encouragement to renewed effort and I confidently predict continued satisfactory results by those who are fully organized to meet the more and more exacting requirements of our business. This condition of affairs should be very gratifying, *considering the unprecedented competition of co-operative enterprises among the retail druggists and the extension of large combinations in that branch of the trade, as it indicates that the wholesale druggists have been able to more than hold their own, where dire disaster had been threatened*, and are strong and permanent factors in the distribution of their goods from the manufacturer to the retailer.

Looking at President Martin's picture, which is printed on page 1211, those who do not know him

personally will see that he is not a natural optimist, but simply a clean cut business man who has been successful because he is always abreast of the times and conditions, if not just a trifle ahead, which is desirable in every business. Mr. Martin in the amplification of his conclusions justifies the general proposition that the position of the jobber in the drug trade is permanent. While the big chain stores, like the Riker-Hegeman aggregation, the Liggett series, the Owl emporiums on the Pacific coast and many other chains are able to profit through combination, it is doubtful if they ever can get along entirely without the jobber. The A.D.S. has, according to *Voice*, abandoned its idea of operating a great chain of stores. This takes out of consideration an element of interest and of opposition to the 35,000 druggists who are not in the 10,000 army of members of the A.D.S. There still remains, therefore, the opposition of only the present big store chains to be combatted by the unchained drug stores of the country—probably 45,000 in number.

While numbers do not always count, the retail druggists may as well take these figures into mind and if the wholesalers have found results so satisfactory as President Martin reports—and there is absolutely no reason to doubt either his information or conclusions—there is ample basis for a prosperous future for retail druggists who decline to become worried and who use their best efforts to improve their stores, amplify their attractions and satisfy their patrons. The jobbers were doomed by some people more than three years ago, but their convention has shown that they are now on a more secure footing, on a better foundation, than ever before, that is, of course, for the progressive ones; but even the unprogressives do not seem to have suffered much, for there was only one failure of a member of the N.W.D.A. during the year, with a couple of mergers of small concerns, leaving a net membership of 276. There is a great big illuminating object lesson for retail druggists in the convention of the wholesalers.

THE INSECTICIDE ACT OF 1910.

Rules and Regulations for the enforcement of the Insecticide Act of 1910, which becomes operative on Jan. 1, 1911, had not been made public when this issue of the ERA went to press. This duty rests with the three secretaries who are charged with similar duties in connection with the Federal Pure Food and Drugs Act. The Insecticide Act greatly resembles the law just mentioned and so far as applicable the provisions of the same are applied to the manufacture, sale or transportation of adulterated or misbranded paris greens, lead arsenates, other insecticides, also fungicides, and for regulating traffic in these products.

Until the rules and regulations are ready the merchants affected can do little or nothing in the way of preparation for the observance of the law, for the sort of labels to be required, etc., is purely problematical. In view of the delay it would be only reasonable to provide in the rules for an extension of time for the enforcement of the same. The secretaries could not well extend the time fixed by Congress to make the act effective, but it would be quite within their moral rights to give the manufacturers and others concerned sufficient opportunity to comply with the requirements of this legislation.

REGULATION VS. LEGISLATION.

Chief Justice Clabaugh's decision in the celebrated antikamnia suit in the Supreme Court of the District of Columbia is of much more than passing consequence, for it takes up the subject of the delegation of legislative powers by law-making bodies. The court holds that Congress while it had power to give authority to the three cabinet officers to make regulations for the administration of the Pure Food and Drugs Act could not delegate to them the right to take legislative action. When this board undertook to compel the litigating corporation to name on its labels the parent substance of a derivative, as provided in Food Inspection Decision 112, the board was going into the realm of legislation, as distinguished from regulation, according to the court. This is a very nice point and emphasizes the danger of administrative officers exceeding the authority given to them to enforce laws.

Unless the Government appeals the case to the United States Supreme Court and obtains a reversal, the acetanilid provision in Decision 112 is void. In this connection much favorable comment has been made regarding the fight for a principle which was made by Frank A. Ruf, president of the Antikamnia Chemical Co., who, while willing to label his product in conformity with law was not willing to submit to what he considered an illegal law. In general the test is of importance as drawing a line between regulation and legislation and forms an important precedent.

DELEGATING LAW-MAKING POWERS.

In connection with the antikamnia decision at Washington there can be found some parallels in this State. One of the chief objections urged in some quarters against the old Board of Pharmacy was that it was a private body, to which the Legislature could not delegate police power. This point was never finally adjudicated, as it probably would have been had not the old board been superseded.

The morphine ordinance enacted by the New York City Board of Health has some similar characteristics and following precedent in the antikamnia suit the courts would hold that the board had no right or power to pass it. In this case the Sanitary Code corresponds with the Pure Food and Drugs Regulations. The New York Legislature at its last session considered the morphine question and took legislative action. It would be sounding a far cry to imagine that the Legislature would delegate power to a city board that would enable the latter within the year to upset its own enactment of law. That the morphine ordinance is legislation, not regulation, is perfectly obvious from the fact that the Legislature at its last session made it the subject of legislation. If this view should prevail the courts could take no

other course than to throw out the morphine ordinance should it be carried to them for test purposes.

It is to be regretted that the board should take such ill-advised action, for the upsetting of any of its ordinances in court would reflect unfavorably upon its work generally, as the public would have less respect for its edicts and officers, thereby lessening its influence.

SUBSTITUTION IN FRANCE IS FRAUD.

According to advices from France substitution and misbranding by pharmacists are quite as much under the ban as in this country. At Amiens, in the Department of Somme, a pharmacist was recently condemned to pay penalties to an association of druggists for having sold as syrup of ipecac a quantity of that drug to which had been added tartar emetic. The court sustained the right of the pharmacists to maintain an organization for the preservation of a high professional standard and declared that they had an indisputable moral interest in prosecuting offenders against their ethics. As to the offending pharmacist he was quickly convicted of fraud and penalties were assessed accordingly.

They do some things in France differently than we do, but, after all, the instinct, purpose and standard of the good druggist are the same all the world over, regardless of habitat, language or other conditions.

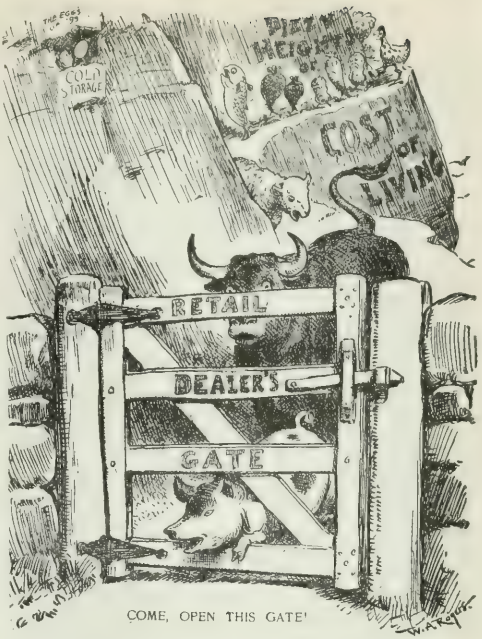
NO SUBSTITUTE FOR THE U.S.P.

Among other changes made in the new rules of the New York State Board of Pharmacy, recently approved by the Regents of the University and printed on page 1185 of this issue of the ERA, is one which provides that—

> Every pharmacy and drug store shall own and have on file at all times the eighth decennial revision of the Pharmacopœia and the latest edition of the National Formulary, and no registration certificate shall be issued a pharmacy or drug store till it complies with this rule.

The old rule omitted the National Formulary and in relation to the Pharmacopœia provided that a store might have on file the "Pharmacopœia, or some other publication embodying its text in full." It is evident that the new board intends to see to it that the drug stores of the State are fully equipped with these two standards of pharmacy. As a matter of ethics no rule ought to be needed to regulate a matter of this nature. As well might we have a law requiring all churches to possess a copy of the Bible.

Druggists as well as other people are interested in the problem of the high cost of living. At the November election this issue no doubt was paramount with many of the voters and the reversal of parties seems to have been popularly attributed more to that cause than to any other. Even the meat barons apparently recognized the fact, for, following the election they made reductions in the wholesale price of that commodity. The retail butchers, however, in many cities would not reduce their prices, which was the occasion for the cartoon reproduced on this page from the New York *Herald*, thus justifying the claim of the wholesalers that the high price of meat was due to exorbitant demands of the retailers. Druggists generally have not advanced their prices in consonance with the increases in meats and other food products



COME, OPEN THIS GATE!

a fact which is overlooked by the public, but which ought to go to the credit of the druggists.

That the efforts and energy put forth in behalf of the profession of Pharmacy by the late Prof. Hallberg are fully appreciated is made obviously evident by the recognition shown in the form of resolutions of sympathy and regret which are being passed by pharmaceutical bodies in all parts of the country. Dr. Stewart's tribute to the late educator and editor, printed on page 1174, will be read with interest as reflecting some views of Prof. Hallberg not treated by others who have lamented his untimely departure from this life. Summed up it is said of him: "His policy was favorable to professional pharmacy, practiced in co-operation with the medical profession, as opposed to commercial pharmacy carried on as a separate vocation in competition with physicians." Truly a position most ideal in its nature!

Efficiency in service to its members is disclosed in marvelous degree in the report of the proceedings of the National Wholesale Druggists' Association. A syllabus, if we may use the term, is printed beginning on page 1211, but as a matter of fact every one of the papers offered, much of the extemporaneous discussion, as well as other incidents would be worth while for retail druggists to read, but it is a physical impossibility to print all of the proceedings in one issue of the ERA, without neglecting many other things. What we do print is the clarified cream and there is in it all a justification for President Martin's strong plea for even better organization. It affects retailers more than wholesalers, for the latter have little opportunity to improve upon their present effective machinery.

Henri Durant, founder of the International Red Cross Society, had a checkered career. It seems impossible that a philanthropist of his great usefulness should have had to spend part of his life in a poorhouse, but to the credit of his fellow-citizens this neglect was remedied before it was too late. Recognition of his worth to the world also was belated, but was made prior to his death.

BOOK REVIEWS

A TREATISE ON PHARMACY for Students and Pharmacists. By Charles Caspari, Jr., Ph. G., Professor of the Theory and Practice of Pharmacy in the Maryland College of Pharmacy, Baltimore. New (fifth) edition, thoroughly revised. Octavo, 827 pages, with 230 engravings. Cloth, $4.25 net. Philadelphia and New York: Lea & Febiger.

Professor Caspari has seized the opportunity presented by the passage and enforcement of the National Pure Food and Drugs Act, the adoption of the National Formulary as a standard under this Act, and the revision of the Pharmacopœia at the recent U. S. P. Convention, to revise for the third time his Treatise on Pharmacy. This standard text book is divided, as previously, into three parts, the subjects of general pharmacy, practical pharmacy and pharmaceutical chemistry, each being treated in turn. Part I includes the study of weights and measures, specific gravity, the application and control of heat, mechanical subdivision of drugs, methods of solution and separation, etc.; part II is devoted to the official galenical preparations and the many operations of the dispensing counter, and part III is confined to official compounds or those of special interest to pharmacists.

The author has given more attention in this edition to N. F. preparations, their character and composition, and considerable space has been devoted to changes authorized by the recent Pharmacopœial Convention. The great value of Professor Caspari's work has long ago been proven by its adoption in many of the pharmaceutical institutions throughout the country. It is undoubted that its revision in accordance with recent momentous departures in the profession will greatly facilitate the student in coping with pharmacy as the law requires that it shall now be practiced.

ANNUAL REPORT OF THE RECENT ADVANCES IN PHARMACEUTICAL CHEMISTRY AND THERAPEUTICS. Volume xxiii, 1902. E. Merck, Chemical Works, Darmstadt, 1910. 281 pages, paper.

E. Merck's Annual Report, 1909, contains an exceedingly instructive chapter on Serum Therapy and bacteriotherapeutic preparations in which the desirability of human immunity to diseases and poisons is interestingly enlarged upon, and the most important curative sera are described and their therapeutic applications explained. A short chronological reference is made in this chapter to tuberculin preparations. The remaining portion of the report is devoted to the usual comprehensive review of methods, observations and literature pertaining to preparations and drugs, and to an extensive bibliographical index and index of authors.

MEDICAL CHAOS AND CRIME. By Norman Barnesby, M. D. 12 mo. 284 pages. Cloth, $2 net. London and New York: Mitchell Kennerley.

The followers of osteopathy, Christian Science, mental suggestion, drugless therapy and kindred beliefs and fads will delight in the perusal of "Medical Chaos and Crime," for they can see their ranks swollen by the astounded and horrified laymen, or rather, laywomen, who will assimilate with avidity the grewsome recounting of the many alleged inhuman practices of the medical profession. If of a sufficiently credulous train of mind, he or she will doubt the average practitioner after reading Chapter I, "The Reign of Greed." After Chapter II, "'Ethics' Real and Criminal," and succeeding chapters, that old friend, the family physician, will be indicted of any manner of horrible crimes. The book, bristled and an able candidate and be read for any patience find. Nevertheless, there is much that is good in this book. Chapters V and VI constitute an excellent defense of and deride many of the foolish arguments advanced against vivisection. Malpractice in cases of appendicitis, and other more serious disorders, for which it has succeeded success upon the article to operate, whether or not necessity demands or the law and humanity forbid, is touched upon in several chapters. Some of the subjects De Barnesby discusses are vivisection at the cost of human life, the unwarrantable cruel, universal outrages and the surgical toilet, the needless anæsthetic, crimes against posterity, hospital abuses, etc. If the author had quoted the *Journal of the A.M.A.* and other medical authorities less, the impression left by this book on the reader not impelled by mere morbid curiosity could be regarded as negligible by the profession attacked and the accusations dismissed as the extreme opinions of an unsuccessful practitioner.

Dr. Barnesby favors the establishment of a National bureau of health, having under its supervision each of the state health authorities. State health boards should have under their guidance, supervision and jurisdiction the numerous city health boards of their respective states. The National bureau would exercise jurisdiction over all medical education, regulate medical requirements, examine all graduates, have the right to issue and revoke licenses, etc, etc. Pharmacists accustomed to criticize the medical profession from their own point of view will be interested to learn from "Medical Chaos and Crime" how it is looked upon by one of its own number

Economy or "The Joy Riders."

We are very much interested in an essay by L. G. Blakeslee, of the Mallinckrodt Chemical Works, St. Louis, and a well-known member of the American Pharmaceutical Association, on "Economy or 'The Joy Riders,'" a subject pertinent to the day. In this essay, which has been published in pamphlet form, Mr. Blakeslee explains that articles on economy and national and individual extravagance appearing in our great commercial and financial journals, do not, as a rule, reach the so-called middle class, and to this class he addresses his argument. Mr. Blakeslee says:

"'Joy-riding' is an expression that usually conveys to the mind a party of young people in a large car riding swiftly, and recklessly, through our parks and streets without a thought of their own safety or that of others. Sometimes these expeditions are halted by a sudden collision with a post or street car with more or less serious results, and the fragments are then simply gathered up * * * to make room for another party following swiftly in their wake."

The great middle class of this nation, the author seems to think, is on an economical joy ride and sooner or later there is surely coming "a day of settlement." Particularly, does he point to the greatest extravagance of the present age, the automobile, for which this year, according to a leading financial journal, was spent $700,000,000, and because of this deflection of capital several of our railway companies have been recently obliged to sell their bonds in foreign countries. Aside from this tremendous item of expense, the desire for ostentation and display is largely responsible for much of the discontent prevailing in our society.

"Everybody seems to have a desire to get into the other fellow's band wagon," and Mr. Blakeslee pictures a "procession of band wagons arranged in succession, according to the wealth of the occupants of each; the multimillionaire, of course, being in the lead. Those in the second and succeeding band wagons seem to be discontented with their surroundings and associates and are determined, at all hazards, to get a seat on the wagon next in front of them."

It is thus that Mr. Blakeslee preaches not only the doctrine of economy in the sense in which it is generally understood, but also the doctrine of economy in the form of bodily health, the essential of success and source of human happiness. Pharmacists will find good wholesome advice in this essay which represents much clear-headed thinking. Copies are obtainable through the Lambert-Deacon-Hull Printing Co., St. Louis, Mo.

New Books.

ELSTEN, JAY VINCENT. Principles of chemistry; a review of the principles of the science, theory of solving problems. N. Y., Macmillan Co. $2.25 net.

FISCHER, EMIL. Introduction to the preparation of organic compounds; tr. with author's permission from the new 3rd German ed. by R. V. Stanford. N. Y., Van Nostrand. 231 p. D. $1.25 net.

MOODY, C. STUART M. D. Practical surgery and minor tactics. N. Y., Outing Pub. Co. 200 p. 16 mo. 75c. net.

SEAMON, W. H. A manual for assayers and chemists. N. Y., Wiley & S. 225 p. 8 vo. $2.50 net.

SMILES, S. The relations between chemical constitution and some physical properties with diagrams. N. Y., Longmans, Green. 14+383 p. D. cl. $3 net.

STILLMAN, T. BLISS. Engineering chemistry; a manual of quantitative chemical analysis for the use of students, chemists and engineers. 9th ed., with 124 illustrations. Easton, Pa., Chemical Pub. Co. 9+418 p. 8 vo. $5.

WILLIAMS, RUFUS PHILLIPS. Essentials of chemistry, experimental, descriptive, theoretical. Rest. edit. 10+421 p. Ill. pors. D. cl., $1.25.

Short Lengths for Christmas.

By Emma Gary Wallace.

ONE Merchant Prince who began life as a small retailer and rose steadily from rung to rung of the commercial ladder, adopted as a business motto, "You make money by your turn-overs—you lose money by your left-overs." Perhaps this is truer of holiday goods than of any others because people are very likely to desire something for a gift with a distinctly Christmasy appearance—and the left-overs become hopelessly unseasonable the twenty-sixth of December and are quickly spotted as old stock if brought forward another year.

For this reason it is economy to have the decorations suggest the festive season rather than the goods themselves. In the very unusualness and lavishness of the holiday trims there is a suggestion to buy and to give that would be difficult to convey by means of the goods alone. The decorations need not be expensive if they but show good taste and careful arrangement.

Feathery evergreens strung loosely, or crepe paper cut into narrow strips the length of the roll, with ruffled edges and the strand twisted, give the mass of green coloring the eye expects. As an effective novelty dozens and dozens of gold stars may be used in place of the customary combination of red and green.

The making of these stars would be no more than an evening's pleasure for a merry crowd of friends at "the house." The stars should be of three sizes, three, four and five inches across respectively. The foundations may be cut from bristol board or thin pasteboard boxes and the foundation covered with gold paper or gold paint. It is wise to have a number finished on both sides. The stars may be artistically placed among the greenery, here and there above the fixtures and in the window.

Few Good Holiday Windows.

Speaking of the windows, calls to mind the notable Christmas windows of the past. There were some that were the acme of the window trimmer's art and they attracted attention; some that fascinated by ingenious mechanical devices, but few that appealed to the shopper and sold goods as they should have done. The elaborate arrangements come hazily back to mind but their selling connection with the goods or what the goods were has faded entirely. Simplicity is preferable to over-elaboration and the skillful showing of salable goods to contrivances of a vaudeville nature which collect crowds but do not succeed in selling goods.

A simple and beautiful display-base for a window may be prepared by fitting some light boards together sufficient to cover the surface. Coat the boards with a thick paste and arrange crumpled white paper over this so that the edges adhere to the paste but form an irregular and "mountainous" surface elsewhere. When dry paint the whole over with any desirable shade of water-color paints—possibly green to represent grass or blue to suggest water and waves. Touch up the little hillocks or wave crests with dashes of gold or diamond dust.

Before beginning this decorative work, however, it is necessary to decide what goods are to be displayed and to outline with a pencil the places they will occupy. These places can then be left flat or nearly so, that the goods may have a firm foundation. If a background is required an appropriate stencilling design is easily prepared. It may be conventionalized forms, green trees, bare brown trees, or a rocky bluff. This too, makes interesting work for the women in the home who are anxious to help.

A display of stationery supplies, with the terse card—

On land or sea,
Please write to me!

points to the future use of the articles. Or a display of perfumes bearing the sentiment—

All the way from old Cathay
Fragrance rare for Christmas day!

Or a camera assortment saying—

Upon my films the sunshine stays
Of happy, care-free, joyous days.

* * * * * * * *

The Expense Account.

The amount of money spent for useless Christmas presents is appalling. Lots of it is mere trash that the recipients would have been as well without and the givers a deal better off with the money in their pockets. Too often presents are made out of a sense of obligation and with a frantic desire to discharge it in the least troublesome way. Every year sees less and less of this sort of thing fortunately. People are coming to regard the cluttery purposeless gift with suspicion and to favor practical ones both in giving and receiving.

This is the natural swing of the pendulum. In years not long past, when many of the readers and the writers were in the hey-day of childish anticipation a few beautiful cards setting forth carefully read and cherished mottoes, some simple gifts and another one on the Sunday School Christmas tree gave as much pleasure as the child of a later day felt in a surfeit of everything that could be procured. It was then that people awoke to the knowledge that "The gift without the giver is bare," to the realization that a genuine outpouring of love in the form of a Christmas gift should entail no obligation except that of sincere appreciation.

The Practical Expression.

What percentage of the holiday trade of his neighborhood can the druggist reasonably hope to gain? That all depends on how hard he goes after it. Yes, the locality may have something to do with it, but not all—not all. Some one has said that heredity should not handicap us, as that is only the beginning. Education and our own aim and ideals are the continuation and the end. The same way with business. The heritage of a given locality is but the beginning, the development and general business campaign are the continuation and the end.

Every person in the community uses soap. It may not have occurred to the confused shopper that a box of pure soap daintily wrapped is infinitely preferable to a lace gew-gaw that will fall apart in the first washing. A bottle of liquid soap and a small roll of absorbent gauze for face cloths—to be discarded after use—in a dainty case, is a joy and a sanitary safeguard to the traveler as long as they last.

Suggestive lists used in store posters or newspaper advertising will help many to decide on something that has a real value because it is useful.

Lists for Father, Mother, Brother, Sister, Sweetheart, Traveler, Student, etc., can be made out. Do not restrict father to a safety razor alone, or mother to a bottle of smelling salts. Make the list so comprehensive that it will hold something every mother will want from the wife of the Congressman to the washerwoman.

Some of the women folk of the druggist's household would like no better fun than to canvass the stock and make out lists that would appeal to everybody from the tired dressmaker who only has evenings in which to look about to the wondering man who frenziedly asks himself, "What on earth can I get for Sue and Bess and Jack. Let me see, they have hosts of things for everybody down at Wide Awake's, I'll go there and I'll be sure to get quality stuff that will fit every case without the fuss of chasing around and being elbowed and crowded on every side."

A Nice Custom.

A pleasing practice is to enclose in each Christmas package a neat card folded once. Of course it must be on fine stock and the work executed in a creditable manner. A deckle edge is desirable. The card for this purpose is usually about six inches long with two of these inches used as a left-hand fold. The width may be as desired but from two to two-and-a-half inches makes a symmetrical proportion. On the lap so that it shows when folded is a dainty spray of holly and the words "Christmas Greeting."

On the main body of the card appears these words:

Dear Friend:—

You have been so kind as to favor us with your custom today. Thank you.

We hope to keep it all through the year by meriting it and your confidence.

If what you have purchased today is not perfectly satisfactory, do not hesitate to tell us. We are here to stay and we wish to please you. Very truly,

THE WIDE AWAKE DRUG CO.

People will read these cards, be pleased with the thoughtful courtesy shown and be sure to come back.

A Means of Demonstration.

At this season of the year the bazar of all kinds is in its glory. Church Aid Societies, Clubs, etc., have fairs to raise

money because they know that people are in a buying mood.

No better means need be asked for to demonstrate one's own make of toilet goods, than by donating a reasonable quantity to each sale that has a worthy object in view—provided such sale is within your purchasing territory.

A card of presentation, accompanying such goods, bearing the firm name will usually be given a prominent place without any especial request to have this done, and later steady customers are sure to be gained if the articles donated were meritorious.

The Christmas Spirit.

There is a peculiar kind of glass called "platinized glass" which if backed with an opaque substance has the appearance of being a powerful mirror but when the light shines through it, is perfectly transparent.

It is prepared by coating a piece of glass with a platinum-charged liquid and then raising it to red heat. The union forms this odd kind of mirror.

If it were within the power of any one person to give all the rest of the world a Christmas present of lasting value, the gift of a mirror so constructed that each could see himself exactly portrayed would or ought to make this world a better place—for it would bring each face to face with the truth concerning himself.

Some would gain immensely in self-respect—for what had been credited to timidity and failure to make good would be revealed to be an exercise of right principles, while others who had regarded themselves in a complacent light would be shocked to discover a reflection which showed a pandering to self-esteem and self-seeking.

The power of keen self-analysis is a wonderful gift but analysis of any kind must have a standard up to which to measure and what better standard can we find than the One whose birthday we celebrate on the 25th of December.

As the years go past more and more swiftly, we appreciate our opportunities—our shortcomings. In work and in play, in business and in pleasure let us give the best of ourselves.

Better a handicap and a smile of genuine welcome than a grudgingly given necklace of pearls. Better a letter of kindly greeting and helpful appreciation than a bridge of silence.

This December will never come again. For some, another one may not dawn. Then let us sound the message from hill-top to hill-top so that all may hear—Peace—Peace—on this grand old earth. Good will. G-o-o-d W-i-l-l to all men.

May the closing weeks of the kind old year—the patient, just, old year be fraught with quiet joy—with a retrospect tinged with no remorse and may it be imbued with the strong courage for a new record—the record of an untried new year.

The Patronizing Lady.

The door opened and the Patronizing Lady advanced slowly into the store. Her countenance was luminous with an expression of pleasant anticipation. The clerk looked at her inquiringly.

"Is the proprietor of this Apothecary shop in?" she asked blandly.

"He is," the clerk replied, "but he is very busy this morning."

"I am glad to hear it," she remarked agreeably, "when a man is busy he is prosperous. I shall detain him but a short time. Ask him if I may see him privately on a matter of business."

The clerk disappeared.

"Step this way," he said a moment later.

The Patronizing Lady walked into the office-laboratory.

"Good morning," she chirruped, "I suppose you will be surprised, but I am selling stocks, and I thought I'd give you one of the first chances to get some gilt-edged stock for almost nothing. I have been a good customer of yours now for several months and everybody knows there are big profits in the drug business, so it sort of looked to me, as if it was almost a duty of yours to patronize me. Of course I wouldn't ask it, if it wasn't an exceptional opportunity to get rich immediately, if not sooner. No sort of need waiting two or three years before you begin to roll in wealth, just buy a few hundred shares of Blue Jay Mining stock and you'll fly high in no time.

"No, the stock is not listed. It isn't necessary to list as good stock as this with me and Jim a-sellin' it. Jim, he's my partner, you know, and he is right on the board of directorates. All you have to do is to pay me the money, say five hundred dollars that will buy a lot, as it is only ten cents a share at present, but it is liable to go soarin' skyward any minute—and I'll write you a sistificate. Jim says they are the prettiest sistificates he ever saw. I've got some right here. They are handsome enough to frame. It's touchin' to think of you toilin' away here, perhaps three or four years to get rich, and such wealth being dug right out of the bowels of the earth."

The Patronizing Lady mopped her ample brow, and unrolled a large chromo-like affair. A dark brown hole represented the mouth of the gold mine, beside which lay an immense pile of nuggets as big as oranges, labelled "virgin gold." Upon the pile of nuggets perched a villainous looking bird of brilliant plumage.

The morning was dark. Back of the proprietor's chair the sliding door that led into the poison closet stood open. In the wall of the poison closet was a window, and the man of drugs leaned back in his chair to get a better light on the promise of wealth that he held in his hand. A wintery smile flickered across his countenance. The Patronizing Lady saw it, and considered him as good as landed. It *was* easy to sell stock.

"It is the chance of a life-time," she urged enthusiastically, "and you are a rich man if you buy Blue Jay; just look at that gold! Somethin' says to me, 'go right over to the Apothecary Man,' may be it was the whisperin's of your destiny. I tell you, you are a rich man if you take your chance," and in her zeal she hit him an emphatic blow on one knee.

The center of gravity of the chair suddenly changed, and it careened wildly on its hind legs, and then lunged viciously backwards. One of the projecting upright chair-posts caught in the groove of the sliding door, and fenced in by the chair arms, the man was helpless. Possibly in the sudden journey he had been called upon to take so unexpectedly, he struck his funny bone, but the Patronizing Lady did not stop to analyze the situation. She saw him in an unnatural position, his entire frame shaking convulsively and his face apoplectic in appearance.

"Quick, quick," she screamed, "he's a-havin' an awful fit," and seizing a soda siphon that stood near she promptly opened fire with one hand while she fanned him vigorously with the "sistificate" which she had seized with the other.

The clerk rushed in and lent a hand to rescue his employer, and the latter, weak and dripping, was restored to a vertical position.

"All right, are you? Well, I guess you are not. No man is all right who is subject to such awful spells until he has a good block of this stock stored away to keep the wolf from the door in case he becomes helpless permanently. What would you do in such an emergency? Don't want any! I am astonished, sir; astonished! Can't see your way clear to buy any now? That, my dear sir, is the effect of the medicine I was forced to apply externally to restore you. Blue Jay's a-goin' up. No doubt about it. Very well, sir, I wouldn't urge you for the world, but I wish to assure you I shall not continue to bestow my patronage on a man who has fits, and who does not know a good thing when he sees it! Good-day."

Pure Food Work and Songs for Chapter 1.

BOSTON, Nov. 21.—The November meeting of Boston Chapter, No. 1, W.O.N.A.R.D., was held at the Vendome last Thursday afternoon, with a large attendance of members. Dr. Charlotte Farrington told of the pure food work of the Massachusetts Federation of Woman's Clubs. Mrs Stokely Morgan read a paper on China and Japan, and Mrs. Sidney V. Rintels sang delightfully a group of songs. Tea was poured by Mrs. C. C. Hearn, Mrs. I. P. Gammon, Mrs. C. H. Davis and Mrs. G. A. Edmands. Mrs. Roxa K. Stover presided at the meeting.

Clergyman Invents a Stamp-Affixing Machine.

Daily Consular and Trade Notes says that a Trinidad clergyman has designed a postage stamp machine that, by automatic action when a proper coin is placed in the slot and the handle pulled, will separate a penny stamp from a roll inside and securely fix it upon the envelope held in an aperture. The machine is about the size of an ordinary typewriter and stamps envelopes, newspapers or circulars at the rate of 4,000 an hour with seemingly absolute accuracy. The machine will hold 50,000 stamps, and as used each stamp is automatically registered.

Assumed Severity.

By Joel Blanc.

AMONG my intimate friends there is a retail druggist who, in his personal and social relations, is a good-natured, whole-souled fellow. Wherever druggists most do congregate, wherever his social pleasures lead him, in his own happy home, his kind words and hearty laughter brighten and vivify all the atmosphere around him. And yet, I know of no retailer who has more clerk trouble or store discord.

Sometime, sometime so far back that he has forgotten when, or, sometime when he was unconscious of it, this man got a kink in his crown in the form of a wrong hypothesis, and that kink has tied knots in all his business life. In spite of his grave error my friend is a very successful druggist; but I know of other druggists who, with less force of character, have made the same mistake and in making it, more than one of them has brought business misfortune upon himself. I have in mind one man who, by making this great mistake of judgment at the time of opportunity in his business career, left a youth of sunshine to spend all the balance of his life beneath the dripping clouds.

And what is this not uncommon error that changes laughter to tears, the sweetness of hope to the gall of despair? It is simply the erroneous belief that responsibility and severity are hand-maidens in business. And no greater mistake did any druggist ever make than to imagine that business demands a severity that is not natural to man.

Not infrequently one may enter a drug store to find the owner cheerfully chatting with a patron, but should a clerk or the boy address the owner upon some ordinary, routine matter, his face assumes a basilisk-like glare and he answers the perhaps trifling question in a manner and bearing that one would expect of a judge sentencing a vile criminal to death.

I have investigated men who labor under this dark delusion and found that they were themselves unconscious of their assumed severity. I have found that all they saw was a reflection of their own manner in others. I have heard such men accuse every employee of being ill-natured, when the fact was that the frigid severity of the employer forced his subordinates to be coldly, fearfully reserved. I have not only found this unfortunate assumption of severity among wholesalers and manufacturers, but I have found victims of it among every class of men with whom I have come in contact.

Now, you, old man, may be an unconscious victim of this self-created injustice to yourself. With you, up to the present time, it may be but a germinating seed growing so deep within the subconscious self as to be but vaguely felt and as yet not clearly seen by those with whom you come in contact. Being aware of the existence of this false growth within the character of any man, you should realize the unfortunate results that follow living such a double life. Your intelligence must surely enable you to understand that none will so severely condemn you for your assumed severity as those upon whom you bestow the smiles of your better, natural self. Surely you must know that it places the brand of hypocrite upon you, because the vast majority of people will say that your dark and seamed side is the natural side and that your bright and smooth side is the assumed, the hypocritical, the contemptible, the cowardly side.

It is not difficult to trace the cause, or rather the excuse for this assumption of severity. The prime cause may be found in the not uncommon fact that the sufferer from this mental malady has himself been the victim of some employer who suffered from it. It is a striking example of those cases which go to prove the saying that the greater the curse the more contagious it is. Then, it not infrequently happens that the young proprietor is unfortunate enough to hire a boy or man with whom severity is absolutely necessary to preserve discipline, and the immature judgment of the young employer leads him to decide that because he has to break one colt with the curb bit he must use it on all.

However, I am going to say something very plain to the younger ones among you fellows who own stores. This self-placed burden of assumed severity is a burden that grows with time as did the burden of Bunyan's Christian in his progress, and it is most often the fruit of the seed of conceit. The first step which many a young man takes within his own drug store is a step from modesty to egotism, from the perhaps cringing humility of a servitor, to that of an employer, and his success has given him an exaggerated idea of his own importance. Blinded by the rays generated by his ego, he assumes that the easiest way to impress an appreciation of his new gilt grandeur upon the world is by sternly lording it over those to whom he pays a weekly pittance. Fortunate indeed is the young employer who carries his assumed severity to the extreme of the ridiculous, for he is laughed out of it. Ridicule will oftentimes awaken where logic only strengthens mental opacity.

It matters but little what shackles commercial practices of the time may place upon the tongue and purse, the mind of man is free. Mental freedom grows so rapidly as to amaze the intelligent observer. This growing freedom, this development of universal intelligence is making clear translations of the one-time enigmatic pages of the book of human nature. We know men as they are, not as they would have us believe they are. The multi-millionaire who a few years ago sat growling in his den and by his gruffness terrorized the financial world, has seen a light. And in that light he has seen a world laughing at him, instead of the world, as it once was, prostrate before him. Some of these powerful personages whose names you can easily call to mind, men who, until within a few years ago, led the lives of recluse kings, have suddenly realized that the world's fear of their scowls has passed and they have come into the open as their natural, kindly, human selves. Whether fear or a newly won common sense has prompted their actions, matters not. Those actions have proved that even for the greatest employers and richest men in the world, assumed severity has been found to be a mighty poor business asset. If it made these powerful men ridiculous, what a buffoon it must make of you.

Do you realize that the word "grouch" has spread like a prairie fire through all lands where the English language is spoken? Have you noticed that while it was first spoken with anger and resentment, it is rapidly coming into use as a descriptive appellation of the man who is to be pitied or laughed at rather than to be cursed? Why is this so? Because the world is learning that a large portion of the ill-nature, gruffness, crankiness, imperiousness and surliness of humanity is but assumed. Scratch a grouch or change his environment and beneath the corrugated exterior you will find the emotional lover, the gentle father, the jolly companion or the physical coward who cries like a baby when the doctor lances a boil upon his neck. Humanity, with its clearer vision sees this other, this natural side. Seeing that in the majority of cases severity is only assumed; having found that the previously supposed thick hide is but a transparent membrane, the world looks through it and laughs. And as the world laughs, it asks "What's the use of it? Why is the fellow making a self-sacrificing, merry-andrew of himself?" Why? Who knows? Even those who temporarily cover the light of their faces with this witch's veil, do not themselves seem to know why they do it!

Wake up pard! Clerks and boys who are worth having, worth training, will move much quicker along the sunlit path of laughter than they can grope along the dark passages of ill-nature. The echo of naturally cheery words is repeated much more often than the echo of verbal thunder. Cut it out; There is nothing in it. In the old Puritanical, fire and brimstone time, when fear ruled, there may have been something in it; but, thank God, that time has passed. Fear no longer rules our religious or social life. Why pretend, for it is only a pretense that assumed severity will scare your store people into doing right. Look at the situation as a man among men. Your business demands the very best that you have to give it. Then you should impress upon it your natural, best self. Assumed severity! Ha, ha! Once it made the world tremble, but now we laugh at it. Drop it out of your life! Help the world laugh at it—laugh the last of it out of existence!

Not Able to Follow in Father's Footsteps.

"When you are grown up," queried the visitor, "will you be a doctor, like your father,"

"Oh, dear me, no! Why, I couldn't even kill a rabbit," replied the boy with great frankness.—*Ladies' Home Journal.*

Bub Gives it Away.

Big Sister—Come, Stanley, do as the doctor wishes. Take your powder as I do.

Little Brother—Then I'll daub it on my face.

ADVERTISING HINTS

FOR RETAIL DRUGGISTS.

Tongue and Elbow Advertising.

THE funny men are still making capital out of the druggist's postage stamp, directory and other free-service advertising. The druggists continue to put in more time kicking about the stamps they sell than they do in selling the stamps. One might kick about this free service work if he had a prominent corner in a great city; but, strangely enough, most of the kicking comes from those who seem to have time to put up a ten-minute howl about each stamp they sell. Two striking instances of the way some retail druggists throw good advertising into the hands of more enterprising competitors have been recently noticed in one of our large cities, the circumstance being more noticeable by the fact that each of the druggists has a prominent city corner.

In the first case the druggist relinquished his branch post office because it was "too much trouble." He even went so far as to suggest that "the news depot" across the street might take the office. The "news depot," which is a first-class news, cigar, stationery and novelty store did take it and since the change, that druggist and his clerks have sent hundreds, possibly thousands of people to the store across the street, to buy stamps—and cigars, stationery, post cards and dozens of other things that the druggist advertises and wants to sell.

Within a mile of the News depot there is another pharmacy even larger. Directly across the street from it is located a large department store. The druggist repeatedly and vehemently declares that the department stores and not the other druggists, are his competitors. When there was a demand for a sub-station in that neighborhood, the authorities asked the druggist to take it. He refused. He said it was "too small a proposition to fool with." But the department store took the office and *advertised* it!

Few people look in a glass without first looking at its frame. Take the illustrations we have cited as extremely vivid frames and then look within them and see if your own minor inconsistencies are not reflected before your mental eyes. If the sale of postage stamps, or providing a directory and similar things are not profitable advertising, it is because of an ill-natured, systemless way of handling them. There is no part of any business which demands such careful thought and system as that which pertains to its advertising. Consider and systematize your free-service features as part of your advertising and you will cut the labor of that free-service in half and double its value. When people have to ask for the directory, it is labor to tell or show them where it is; but when you keep it so that they cannot help but see it, you reduce your own labor to nothing and, by saving the user the labor of asking or looking, you double the advertising value.

In a small railroad town of five or six drug stores there are two druggists who aptly illustrate how to and how not to get advertising value out of cleanliness. As in the majority of small and smoky towns, the buildings soon become soot-soiled and usually remain so. In comparing the interiors of the two drug stores there is little choice—both are scrupulously kept. One of the druggists prides himself upon, and advertises the fact that the exterior of his store is painted once each year. The other fellow, his competitor advertises: "We scrub our store-front once a month." Thirty-six monthly washings save two paintings and cost much less, and all the town knows the washed place as "the clean front store." That's elbow advertising.

Novel Free-Service Advertising.

An Ohio druggist has a motor tricycle for delivery purposes. To any purchaser who may be bearing bundles of [illegible] purchased elsewhere, the druggist or one of his clerks invariably offers to deliver the merchandise, providing it is on the [illegible], at the same time the drug store purchases are delivered.

Work of this character may seem like doing free delivering for rivals. Not at all! It leads the public to demand that the other dealers improve their delivery service, and as many dealers are usually too deaf to hear demands for progress, their very negligence in this direction advertises the man who is obligingly progressive, and that without a demand that he be so.

The News Bulletin.

Another enterprising druggist in a town of about 20,000 has arrangements by which the publishers of the leading paper 'phone him the pith of any important news event as soon as it is received. This news item he at once posts on a permanent bulletin board outside of his store, and between or below the news items he places short, crisp advertisements for his "drives" or "leaders." The publisher secures an advertisement which increases the demand for his papers as soon as they come from press, and for a trifling cost the druggist secures advertising space that is just as valuable as if it was "between reading leaders" in the paper.

The Watering Trough.

In a small town which had previously depended for its water upon wells, a water works system was installed. Some one started a demand for a free watering place for horses. Shortage of money led the aldermen into a seemingly endless squabble over the matter. A druggist stepped into the breach and offered to install a good trough in the "square" before his store, if the town would lay the pipes and furnish the water. His offer was accepted, and every horse-owner in the county became his verbal advertising agent. The iron tablet which is part of that trough stands as the druggist's permanent advertisement. When he paid for the trough his investment was made. The town still furnishes the water, and the druggist is still getting the advertising.

Advertising Containers.

A druggist in a distinctively farming town purchased a few thousand collapsible boxes or "shells," such as proprietary medicine people use for window display. He bought three stock sizes of the shells without printing. From time to time he has printed advertising circulars adapted to the sides of these shells. He has his boy paste these circulars on the shells, which are then given to all who ask for them, as containers for packing small parcels compactly. "Go over to Hustleman's and get a box" is the advice given to many a bundle laden farmer or farmer's wife, and those who "go to Hustleman's to get a box," go to him to get their drugs.

The Rest Room Annex.

One more about the man of the watering trough. The "big store" of his town copied the city fad and fitted up a "rest room" for women. It was a good idea, and the "big" man deserved thanks and praise. However, the druggist noted one thing that had been left out. He fitted up a rest room. It was smaller and less luxurious than that of his "big" brother; *but* he took advantage of the newly installed water system and added a ladies' lavatory and toilet that the other fellow had forgotten. Ask your wife what that meant to every woman who drove into town and you will appreciate the advertising value of that free-service.

Suggestions of Environment.

The watering trough and rest room illustrate how environment and local changes may suggest valuable mediums for free-service advertising. Study up local conditions and home people. Find what is lacking in public conveniences, personal comforts and commercial courtesy in your town as well as within your own store, and then supply as many of these things as your circumstances will permit. A hitching post and carriage step may land many people in front of your store and many dollars within it.

Two of the biggest kicks druggists make are about free service at home and money going to the big stores or entirely out of town. There are many who would do well to take some of the time spent in complaining and look into the free service given by the big stores of which they complain, even though they must take a railroad trip to make the inspection. The free service which the average retailer treats as an unavoidable curse is considered by the great and progressive rivals as a welcome blessing—and it is mighty good advertising!

Had to Live up to It.

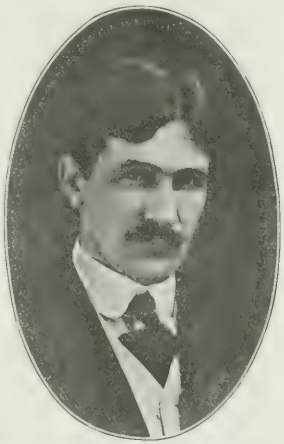
"Your novel is evidently the result of inspiration."

"Yes; I didn't start it until after reading the advertising notices my publishers got up."—*St. Louis Star.*

Some Pharmacy Not Taught in Schools.*

By P. Henry Utech, Ph.G., Meadville, Pa.

THE practice of pharmacy has been variously defined as an art having to deal with the identification, general characteristics and preparation of drugs, together with a knowledge of materia medica, pharmacognosy, pharmacology, chemistry, etc. Having mastered these, many persons engaged in our profession believe themselves perfectly capable and amply qualified to successfully conduct a retail pharmacy without any further application, investigation or personal effort. Neglecting the principle that pharmacy is no less a science than an art, they mistake the means for the end itself. Neglecting to apply the knowledge at their command toward the solution of the many problems which arise from day to day they devote their leisure time bewailing the shortcomings of present day pharmacy and enlarge upon the fact that the good old days of profit and plenty are gone never to return. Laboring under this delusion and investing a minimum of effort in their work, they receive scant pay in return. Fortunately, however, such pessimism is not over prevalent among our clientele and therefore need give us no serious cause for alarm. To the wide awake conscientious pharmacist in love with his vocation and who is giving to it the best that is possible—who is utilizing to the best of his advantage the tools at his command in the form of intellectual equipment and opportunity—to such a one the world pays large dividends in sterling coin named, material prosperity, a measure of security and an abiding satisfaction in having done well whichever one's hands find to do. The sage of East Aurora, Elbert Hubbard, aptly says "the business man who can't get an education out of his work while engaged in it is immune from the microbe of success." To those of us who are still attending the great school of experience there is a constant eagerness to penetrate the more intricate problems that arise in the daily routine of work, which is exceedingly fascinating. To the interested worker each operation whether it be the manufacture of a preparation, the determination of an analysis, or the compounding of a prescription, presents new conditions calling into play all the latent knowledge and faculties at our command. Indeed, few other professions call for such an extensive knowledge of miscellaneous information as does our noble profession of pharmacy. Physicians and laity alike have somehow come to regard the pharmacist as a *vade mecum*—a court of last resort, as it were.



P. HENRY UTECH, Meadville, vice-president Pennsylvania Pharmaceutical Association.

No matter what his aims may be, the pharmacist cannot reasonably expect to retain all the information he digests from time to time and it is the purpose of this paper to present to you at this time some of the notes and observations which were gathered en route and which have been of practical utility in daily store experience. It is not claimed that these notes are all original, but were merely collected from authentic sources, tested, tried and not found wanting.

I first call your attention to a few hints regarding suppositories. Our Pharmacopœia suggests several methods and several different bases to be used in making suppositories. Of the bases glycerinated gelatin is seldom employed in retail practice, and hence will not be commented upon. Another, insoluble soap—forms the base of one suppository only, viz., that of glycerin. Both of these are directed to be made by the hot or molded process. The other base, cacao butter, appears to be the only one that is universally employed, approaching more nearly an ideal vehicle for the purpose. The physical constants given for the oil state that it should be brittle at 59° F. and completely liquefied at 86° to 95° F., and it is because of this peculiar characteristic, *i, e.*, the temperature of liquefaction and solidification being within such narrow limits, that this substance is so admirably adapted for the purpose; in fact no other single substance or combination of substances has yet been dicovered which supplies so many desirable requirements.

With reference to suppositories made of this substance, two methods are suggested, first: that of mixing intimately the medicinal ingredients with grated cacao butter and adding sufficient expressed oil of almond to make a plastic, pliable mass. In our experience, we have had excellent results from the use of lanolin as well as petrolatum as an excipient. The second method, known as the hot or molded process, has many decided advantages. Suppositories made in this manner dissolve at a much lower temperature and are therefore much more quickly effective than when made either by hand or by cold compression in the regular way. Another point is this: the repeated heating of cacao butter causes rancidity within a very short time.

Papers enough to fill a large volume have already appeared on the syrups of the United States Pharmacopœia. One writer criticizes a formula, another finds it faultless; another has difficulty in preserving properly, and still another finds some unlooked for chemical interaction, as in the case of the compound syrup of phosphates, which results in an unsatisfactory product; and then to counteract all these different complaints the chairman of the present Revision Committee comes out boldly and declares the syrups of the Pharmacopœia to be the most permanent and elegant preparations in the book. "If made according to official directions and kept in proper condition," he says, "they are perfect products." So now you may have your choice of opinions. Following are some of the precautions to be observed if superior results are expected. Much of the difficulty is in having sugar of inferior quality. The brands known as "Crystal A," or "Confectioners A" give most excellent results. Though costing a trifle more, the economy is considerable. The sugar must be free from moisture, made with distilled—not sterilized—water, and the container previously sterilized, that's the whole secret. Syrups not thoroughly saturated are also much more liable to fermentation. With regard to preserving medicated syrups, considerable precaution is necessary. The ordinary light of the store will render syrup of wild cherry entirely devoid of taste and odor within a very few months.

Syrup of hypophosphites occasionally gives trouble, due to insolubility of the calcium salt. The present formula is an improvement over the one formerly official which made a product of greater density. By omitting a part of the sugar, the difficulty was partially overcome, but a basic calcium salt appears to be deposited on long standing. The addition of a few drops of dilute hypophosphorous acid prevents this trouble.

In preparing emulsions of castor or any other fixed oils by incorporating powdered castile soap in the proportion of 1 gram to each 30 cc. of oil it is possible to make an emulsion holding in suspension as much as 50 per cent of oil. In the case of castor oil emulsion it is also said that the aperient action of the soap increases the efficacy of the finished product.

You have doubtless all observed the coloration which occurs somewhat quickly in solutions of eserine salts. This has been attributed to the action of light and oxygen, together with the alkali found in the glass container. By coating the inner surface with paraffin, including a thin layer or film of the same over the surface, and by keeping the solution in a dark closet this difficulty is obviated in large part. When wanted for use, an eye pipette is used to penetrate the paraffin layer and to draw out as much of the solution as is wanted.

In compounding prescriptions for eye ointments, we generally use the variety of vaseline which is supplied in collapsible tubes because of its greater purity and sterility. In order to distinguish eye solutions from other solutions and as a precaution against possible error through carelessness on

*Paper read before the Pittsburg Branch of the American Pharmaceutical Association.

the part of the patient, a special sticker marked "for the eye" is attached in a conspicuous place on the front of the bottle.

Chloroform water when freshly prepared is a very excellent preparation, but unfortunately it is exceedingly unstable, being affected by both heat and light. The addition of about 4 per cent of alcohol insures a product which will keep indefinitely.

We have all experienced considerable trouble in keeping satisfactory solutions of potassium iodide, the objection coming from the liberation of free iodine which, in turn, forms the iodate, even under normal keeping conditions. The use of a copper still in preparing distilled water is also given as a contributory cause. This difficulty may be overcome in large part by the addition of .2 per cent of sodium thiosulphate.

The operation of benzoinating lard, in my experience, has always been more or less unsatisfactory, due to the heat agglutinating the benzoin into a plastic mass. This difficulty may be overcome and a much more satisfactory product obtained if the benzoin be first coarsely comminuted and mixed with an equal quantity of anhydrous sodium sulphate, which prevents the formation of the gummy mass on heating. The finished product can be strained in the regular way.

An ointment base capable of absorbing large quantities of light oils such as olive, gaultheria, etc., can be made of equal parts of beeswax and lanolin. The proportion may be modified to meet different requirements. Used in the proportion suggested, as much as 50 per cent of methyl salicylate may be incorporated without liquefying the base.

An ammonia liniment possessing superior advantages to the one now official is made by mixing sesame oil, 75 parts; ammonia water, 25 parts. This preparation can be made instantaneously, is snow white, perfectly homogeneous, does not separate on long standing, and is less irritating than the U.S.P. preparation, because less alkalai is employed.

Having considerable sale for Fowler's solution for veterinary practice, we were for a long time under the impression that the official formula was faulty, because our finished product was always more or less turbid and never of a clear reddish color. On following the official directions we found that the formula was right and we were in error. The coloring principle in the compound tincture of lavender is santalin, which is resinous in character. By adding the tincture to the hot solution the resin is precipitated, causing the trouble referred to.

The commercial manufacture of artificial camphor of U.S.P. quality seems a possibility of the near future, in fact, two foreign firms—one in London, another in Germany—are marketing an article of excellent quality at the present time.

The exorbitant price which this commodity attained a few years ago furnished the required incentive for perfecting the process. I take pleasure in exhibiting a specimen of this artificial camphor which has almost every physical and chemical property of the natural product, but which like all organic synthetics, is optically inactive. This specimen was made from turpentine indirectly, by what is known as the borneol process after the method of Prof. A. Behal, the famous synthetic chemist.

Lloyd Library Receives Large Tract of Land.

According to the November *Eclectic Medical Gleaner*, Curtis G. Lloyd and Prof. John Uri Lloyd and his wife, Emma Rouse Lloyd, have deeded to the Lloyd Library a tract of 93 acres of land, located at Crittenden, Grant County, Ky., for a botanical and ornithological preserve. Upon it, says the *Gleaner*, still grows one of the primitive forests, never cut by an axe, and in it is to be found an unusually wide and varied distribution of native shrubs and plants. The gift will be maintained as a natural park, for the benefit of the public. Provisions are being made for increased acreage, in which an arboretum of shrubs and botanical plants will be established.

Arizona Now Has a Pharmaceutical Association.

PHOENIX, Nov. 20.—At a recent meeting here of druggists from various parts of the territory, the organization of the Arizona Pharmaceutical Association was effected and the following officers were elected:

President, Harry Jelinek, Prescott; first vice president, E. J. Mathews, Tempe; second vice president, H. M. Cate, Florence; third vice president, M. V. Hunter, Flagstaff; secretary-treasurer, R. F. Evans, Phoenix.

Carl Svante Nicanor Hallberg.*

An Appreciation.

By his friend and classmate, F. E. Stewart, Ph.G., M.D.

OUR meeting this evening has two objects. We are here to honor the memory of Professor Hallberg, and to discuss the future of the new *Journal of the American Pharmaceutical Association*, of which he was to have been the editor. It is therefore permissible to consider these two objects together.

I have been requested to present a memorial paper in honor of Professor Hallberg, as a classmate and lifelong friend. At the last annual meeting of the American Pharmaceutical Association, the subject of earnest consideration by us both in long conference was the new journal. Professor Hallberg and I were in harmony, and I believe what I now have to say would be approved by him if he were here to listen.

Professor Carl Svanté Nicanor Hallberg, whose life record was an inspiration to many a young man entering pharmacy, has closed his earthly career, and we are here to honor his memory, and consider some of his achievements, that we may profit from his example.

Dr. Hallberg was born in Sweden, Oct. 13, 1856. He joined the A.Ph.A. in 1879, and the Illinois Pharmaceutical Association in 1881, and served both associations faithfully as an officer and a private. He became a member of the A.M.A. and served as secretary of the Section on Pharmacology. He was also a member of the Council on Pharmacy and Chemistry of the American Medical Association.

For years Hallberg fought the pharmaceutical manufacturing houses, believing that every pharmacist ought to make his own galenical preparations. Yet, he became a manufacturer himself and conducted a business at wholesale, therefore apparently violating the principle for which he had so strenuously fought. If you had asked him to explain his seeming inconsistency, he would probably have told you that he was not opposed to the supplying of manufactured products by licensed pharmacists to other licensed pharmacists, but he was opposed to the invasion of the pharmaceutical field by unlicensed practitioners. His ideal of a manufacturing house was exemplified by Dr. E. R. Squibb—an expert who practiced pharmacy at wholesale as a professional vocation, not solely as a commercial business.

A member of the Committee on the National Formulary since its formation in 1886, Professor Hallberg contributed largely to its first edition, and doubtless did his share of work on subsequent editions. A delegate to the Pharmacopœial Convention of 1890, he went to the meeting and fought on what he believed was the side of the retail druggist against the manufacturers in opposing the extension of galenical standardization.

He was elected a member of the Committee on Revision, and chosen a member of the sub-committee on pharmaceutical preparations, and served his constituency well. But before the next convention was called, ten years later, he had learned that standardization is the foundation stone of professional pharmacy, and that opposition to standardization on the ground that it raises manufacturing above the reach of the retail druggist means sacrificing humanity to commercialism.

Professor Hallberg had learned the important fact that public welfare demands that the true value of every therapeutic agent, including its untoward effects, limitations and comparative worth in relation to other agents recommended for the cure of the sick, should become matters of scientific record. In regard to medicines, he had learned to recognize that the only way for its accomplishment is by complete study of each medicine on the market, as to its origin or genesis, physical, chemical and pharmacodynamic properties, and methods of application as a therapeutic agent. He also recognized that the function of the pharmaceutical profession, aided by its press, is to do this work except in so far as therapeutics is concerned and that only by doing it can pharmacy become a profession in fact as well as in name.

It was his desire that the *Journal of the A.Ph.A.* should be permanently the organ of the pharmaceutical profession in its work of standardization. He discovered that standardi-

*Read at the November meeting of the Philadelphia Branch of the American Ph.A. An obituary sketch of Dr. Hallberg appeared in the ERA for November, page 1101.

Attendants at Fourth Annual Convention West Virginia Pharmaceutical Assc.

zation in its broader meaning includes the proper grouping, naming and classifying of medicines, and when he commenced to apply that principle in a practical manner, he soon found that when thus standardized, many of the alleged therapeutic discoveries so extensively advertised and sold, proved to be only mixtures of old and well known drugs under fanciful names. These mixtures when properly classified fall into the several classes adopted by pharmacopœial nomenclature and appear as elixirs, syrups, etc., which when placed in the various price-lists of the manufacturers, brought out in marked contrast the fanciful prices hitherto demanded for them, and made it impossible for the advertisers to obtain the fanciful prices at which these products had hitherto been sold.

Thus he was placed in position to successfully defend the National Formulary from the charge of being a mere substitution text book, intended to aid the retail druggists in depriving the manufacturers of nostrums of their so-called "vested rights." He found that the proprietary rights claimed in many instances by the manufacturers and advertisers of these nostrums were for the most part unwarranted.

When the American Pharmaceutical Association decided to issue a monthly bulletin, Professor Hallberg was chosen as editor, a position for which he was eminently qualified by past experience and pronounced views regarding policy. His editorial policy was favorable to professional pharmacy, practiced in co-operation with the medical profession, as opposed to commercial pharmacy carried on as a separate vocation in competition with physicians. He clearly recognized the advantages of manufacturing galenical as well as chemical products on a large scale and acknowledged that there is a field for large manufacturing pharmaceutical as well as chemical houses, but he was opposed to the commercializing of that field by either.

The American Pharmaceutical Association is now about to embark on a larger enterprise by converting its bulletin into a monthly journal. Professor Hallberg was expected to have been its editor. With his views and strong personality he would have shaped its editorial policy in harmony with the professional ideal. One of the first problems he would have been forced to solve is the question of what kind of advertising is permissible for the journal to accept.

The true function of such a journal being to impartially discuss medicinal drugs and chemicals and preparations of the same, the question that the editor has to consider is, "Can the *Journal of the A.Ph.A.* perform its function as the organ of an association of professional pharmacists, while drawing upon the manufacturers of monopolized products for a large proportion of its income?" This is the problem now before the association and this is the problem that Professor Hallberg was in position to consider with more than usual ability. Let us hope we can find a man of equal ability and equal devotion to professional pharmacy, as Professor Hallberg's successor.

Never before in the history of pharmacy has it been so important as now, to clearly define the boundary line between pharmacy as a profession and the commercial drug business. Much of the drug business now existing will sooner or later be wiped out by legislation and the enforcement of pure food and drug laws, medical and pharmacy laws, and other laws intended for the protection of the public. Then true pharmacy will come into its own, and the apostles of true pharmacy will receive that honor which is their due. When that time shall come, the name of Hallberg will stand high in the lists of the immortals.

The Activities of the American Pharmaceutical Association.*

By Henry E. Kalusowski.

THE American Pharmaceutical Association after its organization in 1852, declared its purpose to promote the diffusion of the scientific knowledge of Pharmacy, to encourage Pharmaceutical Education and to effectively establish high ethical standards for the guidance of its members in their relations to physicians and the public. This declaration may seem to exclude consideration by the association of purely commercial interests, that it did not is shown in the first paragraph of Section 1 of the constitution which reads: "To improve and regulate the drug market by preventing the importation of inferior, adulterated or deteriorated drugs and by detecting and exposing home adulterations." Any enforcement of a part or the whole of this section would necessarily draw the association into due consideration of trade interests.

To promote the scientific knowledge of Pharmacy, was one of the prime objects of the association. The methods adopted, briefly summarized, were: preparation and reading of papers covering a wide range of subjects that directly and indirectly had a bearing upon Pharmacy. The papers were not compilations; they conveyed the conclusions following original investigation and experimentation upon selected subjects, the beginnings of many valuable scientific discoveries are found in these papers.

The constantly increasing numbers, the erudition, technical and scientific character and breadth of scope of the yearly presentation of papers, whether volunteered or requested by the Association and bearing as they did upon Pharmacy, Materia Medica, Chemistry, Pharmacognosy and other sciences, must be taken as a measure of the success that has attended the efforts of the association. By way of contrast and indication of progress, a comparison of the report of the earlier proceedings with those of recent date will show that in the earlier annual meetings discussions of any subject was by the assembled convention. In these days, besides the general meetings, there are some six sections, each of which devote several meetings to the special consideration and discussion of scientific, technical, educational and commercial group of subjects.

In the matter of Pharmaceutical Education, it is to be remembered that when the association was organized there was

(*Read at a meeting of the City of Washington Branch of the American Pharmaceutical Association.)

but one school in the United States in which Pharmacy as an art apart from others, was taught. In our day, eighty-two schools of Pharmacy testify to the success of the association's half a century of labor in encouraging pharmaceutical education.

During the gloomy depression that fell upon Pharmacy in the last two decades of the 19th century, which were due to the development of new trade conditions, the discouraging results following the efforts of Pharmacy to adjust itself to an order of things growing out of a commercialism that had run mad, schools of Pharmacy came into existence and were deficient in methods and equipment to carry on educational work in the way desired by the association. The American Conference of Pharmaceutical Faculties was organized for the purpose of establishing educational standard for admission to schools of Pharmacy; kind and extent of instruction that schools of Pharmacy shall give and the time in which it shall be given. The work of the conference in pointing out deficiences has met with response. A number of schools of Pharmacy have increased their equipments, broadened their courses of instruction and increased their hours for instruction.

Not the least in educational value is the compilation and annual publication of the report on the Progress of Pharmacy. The title suggests a restricted application. The report on the contrary covers the latest ascertained facts gleaned from all the natural sciences. How valuable and in what estimation it is, by many, felt, can be briefly summarized by quoting an expression made to the writer: "The report on the Progress of Pharmacy placed before its readers the results of the labors of the great scientific thinkers throughout the world and that in reading it was like taking a post-graduate course in Pharmacy."

In ethical matters, the position of the association has never for a moment changed from that set forth in its constitution, it has maintained and stood for the highest and best ideals. The association has been criticised because in a late day it saw fit to create a section on Commercial Interests; that it neglected important questions bearing upon these interests and confined itself exclusively to scientific and ethical questions. The earlier reports of the proceedings of the association do not show that commercial questions or interests were neglected; the reports on the drug market received attention and consideration. Papers on methods for conducting the drug business so as to lead to greater pecuniary gain are in evidence. It should also be remembered that the urgency for a commercial section was not felt prior to 1880. The trade conditions, rather demoralization, that developed after this date had not then arisen.

A distinctly commercial question was the adoption in 1875 of the report of the Committee on Formulas for Elixirs. This was the response of the association to the general and urgent demand from pharmacists for relief from a condition which at this period was qualified as the elixir nuisance. The publication of a series of standard formulas and their use by pharmacists soon caused elixirs to find their level and for not a few, their exit. In 1884 the effect of "cut prices" and inroads of department stores began to be seriously felt. The association took up the matter of relief. It is contemporary history how one plan after another was put into operation, first by the association, then in co-operation with the Wholesalers' Association, then with manufacturers, and failure attended them all, not so much through any defects in the plans, perhaps more to inherent defects in human nature, and without any doubt due to the fact, that the most promising and satisfactory of all the plans was by judgment of the United States Court declared to be contrary to the Anti-Trust Law.

The association is clearly on record as using all of its efforts for the betterment of the financial remuneration of Pharmacy from 1852 to 1899, when the National Association of Retail Druggists was organized for the purpose of taking up commercial interests and finding a solution for trade conditions which were depriving them of their just emoluments.

The American Pharmaceutical Association has not abandoned its desire and willingness to bring about or to co-operate with others in any plan which may bring about such a desirable and laudable end. At the same time the discussions in the annual meetings show some tendency on the part of some members to avoid any action which in its effects would seem to magnify the importance of the nostrum traffic to Pharmacy. The efforts of the association seem directed towards the advancement of the interests of Pharmacy by arousing a sentiment among pharmacists and physicians to the end that a higher regard and appreciation of the United States Pharmacopœia will follow. In this way the interests of the two allied professions and the welfare of the public will be best served.

Drug Clerks Will Profit by Reading The Pharmaceutical Journals.*

By Chas. H. Bowersox, First Vice-President of The National Association of Pharmacologists.

I HAVE frequently heard it said that many of my brother drug clerks do not read the pharmaceutical journals. Since my affiliation with the National Association of Pharmacologists (an association for the drug clerks), I have been thrown in contact with a large number of clerks and to my surprise, I find the number of non-readers to be far greater than one would imagine.

The following are some of the reasons given: "I cannot afford to subscribe to a drug journal just now;" "I thought the drug journals were intended only for the proprietors;" "The boss does not permit me to read pharmaceutical literature in the store;" "We do not take drug journals at our Pharmacy."

To the first one, I would say: Why not read your employer's journal? The second case looks like the result of a neglected employer. I believe it should be the duty of the employer to call attention to, and recommend the faithful reading of the pharmaceutical journals. In the third instance, the boss is standing in his own light, and someone ought to apprise him of the fact.

According to the statement of the fourth party, the situation might be looked upon as a deplorable state of affairs. Just imagine a drug store without a drug journal: It would be quite as reasonable for a hotel to attempt to do business without subscribing to a newspaper. I am a firm believer in drug journals. I have been a subscriber to as high as five at different times. I discontinued some of them recently owing to the fact that the store in which I am employed at present is taking four different ones. I shall, however, continue to take at least two different journals, while serving as a clerk. I consider them a great aid and guide, and I find much in every issue, that is of account to me.

Most of what the journals contain should prove profitable and interesting to any drug clerk who is desirous of becoming thoroughly posted and up-to-date. I preserve all of my journals and at the end of each year, after receiving the index, I have them neatly bound, in which form they serve as a work of reference. In conclusion I would say to my brother drug clerks, study the journals carefully. If your time is limited and you cannot devote sufficient time to peruse them from cover to cover prescribe for yourself that portion which you may think will prove of greatest value to you for the particular position you are holding.

*Read at a meeting of the executive board and members of the National Association of Pharmacologists.

Mother a Pharmacy Co-Ed—Son a Student.

SEATTLE, Nov. 20.—The manager of the *University of Washington Daily*, Walter Stoll, prominent in athletics and a well known fraternity man, has the distinction of attending the university with his mother, Mrs. Samuel Gloor of 4727 Twelfth avenue northeast. Mrs. Gloor is a freshman in the department of pharmacy. The course Mrs. Gloor is taking is the realization of a long felt desire to complete her education.

Together with her regular work Mrs. Gloor is taking the prescribed gymnasium training. She takes great pride in saying that she excels all of her class in the running and jumping contests. When asked the other day by some friends how she liked her work, and whether or not she was kept busy, Mrs. Gloor laughingly said:

"Busy? Why, I never knew before what it was to be busy. Last night I 'boned' until 2 o'clock. You may notice I have learned the co-ed slang."

It is Mrs. Gloor's great pride to have her lessons prepared perfectly for every recitation, until she can readily grasp and interpret every position of the assignment.

World's Camphor Industry and Prospects of Formosan Monopoly.

Decline of High Prices Which Prevailed Formerly Under Government Control and Interesting Features of the Methods of Gathering and Marketing Product.

As the United States has abundant supplies of turpentine oil, it is suggested that artificial camphor might be produced therefrom, as is done in Germany, thus saving the million dollars yearly sent to Asia for natural camphor. In a small illustrated monograph on the camphor industry in foreign countries, just issued by the Bureau of Manufactures, Department of Commerce and Labor, are given reports from American consular officers on the production of natural camphor in Japan, Formosa, Borneo, and Ceylon, and the competitive manufacture of synthetic camphor in Germany. The pamphlet describes the preparation of camphor from the wood of camphor trees, the principal sources of supply, and the various methods of producing synthetic camphor. Reference is also made to the extent of the camphor trade and the influence of the synthetic product on the price of natural camphor.

Consul Samuel C. Real, of Tamsui, contributes the following review of the camphor industry of the island of Formosa:

Camphor trees are found only in the mountainous districts, in the heart of the island, that have been and are in the possession of the head-hunting tribes of Formosa. By an apparent perversity of nature the camphor trees seem to flourish best in the regions inhabited by the fiercest tribes. It is into the mountain fastnesses, to the very habitations of the hostile aborigines, that the camphor workers must penetrate. Truces with the savages, effected by gifts, have at times brought temporary tranquility, but these periods have been short and of uncertain duration.

Since the Japanese occupation fatalities in this work have decreased. This, in part due to a conciliatory policy adopted by the Japanese officials, is the result of civilizing influences, difficult to define, yet unmistakably at work. In spite of the improved conditions, 451 people connected with the camphor industry were slain by savages during the last three years, the number in 1909 being 96.

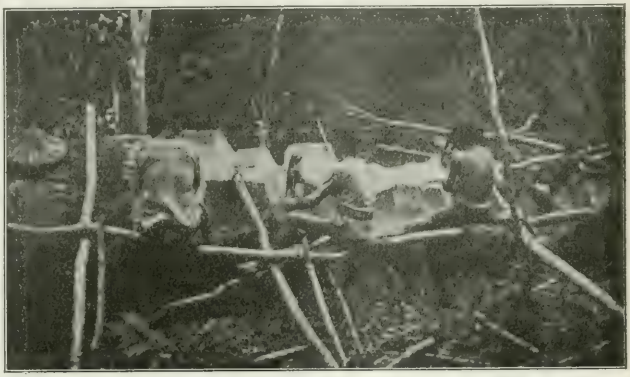


Figure 1.—Natives chiseling chips from a camphor tree.

The camphor monopoly, directed by the Formosan Government, has been operating ten fiscal years. The first eight years were remarkably successful, and in 1906-7, a phenomenal year, the profits of the Formosan Government are said, upon the most trustworthy authority, to have reached $1,500,000 gold. This may be partially verified by comparing the price that camphor brought that year (as high as $80 per picul of 133 pounds) with the estimated price paid by the Government to the camphor producer, which is said to have been about $15 per picul.

Decline of High Prices—The Monopoly.

These high prices could not be maintained. A reaction followed in 1907, caused in part by the appearance in the market of German synthetic camphor, and in part by business conditions depressing the world's markets generally. At the close of the fiscal year in 1908 there developed no indication of a satisfactory profit for the camphor monopoly.

The year 1909 shows a recovery of the business, with a foreign trade of 10,525,400 pounds at prices ranging from $38.50 to $45 per picul. The minimum price of 1907 was higher than the maximum price of 1909.

Under the Formosan Government monopoly regulations all camphor and camphor oil that have been produced in Formosa must be sold to the Monopoly Bureau. Under this system the amount of camphor to be placed on the market, the price to be paid to the producer, and the price to be paid to the vendee are fixed by the Government.

The privilege of engaging in the camphor industry is granted by the Government to individuals and companies upon application. The applicant is required to furnish some evidence of his financial standing. A certain territory is allotted to each operator, and he must confine his operations within the particular district designated in his license.

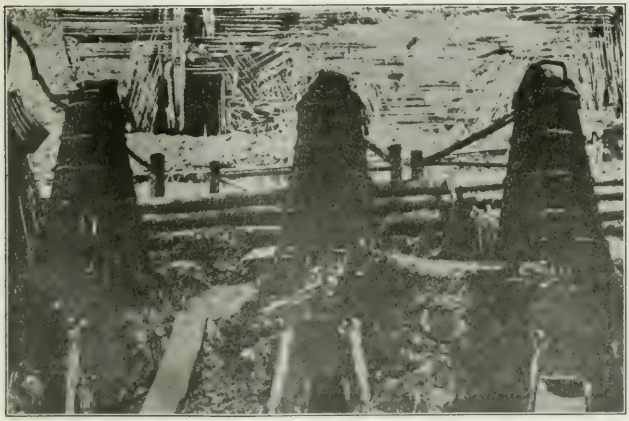


Figure 2.—A typical Formosan camphor stove or still.

Distillation Methods.

As soon as an operator is allotted his district he has a stove, or still, erected in some suitable place near the largest supply of camphor trees. While this stove is being constructed a tree is selected and the workers begin to cut the chips with a chisel-like knife; the finer the chips the more readily is the process of

distillation carried on. Figure 1 shows the workers chiseling or cutting chips from the body of a large camphor tree, while to the right is a rifle—an ever-needed protection in his hazardous undertaking.

The camphor still is crude, but it is more satisfactory for the extraction of camphor than a mechanical device imported from a European country some time ago. Figure 2 gives a correct outline of a camphor still. Over the fireplace is a pan filled with water. Above the pan is constructed a very tight wooden receptacle, about 3 feet in diameter at the bottom, 1 foot at the top, and 5 feet high. This receptacle, or circular retort, is filled through an opening at the top with chips of camphor wood. This opening is closed by a double lid, and earth banked around the lower section of the retort prevents escape of the camphor fumes. Just above the water pan are thin slats of perforated bamboo through which apertures the steam passes into the chips above, extracting the camphor. Near the top of the retort are two bamboo pipes through which the vapors are conducted into a cooling box, some 10 feet distant. This cooling box is divided into two compartments; the lower is filled with cool water and the upper is equipped with a wooden screen, upon which the camphor vapors crystallize. Connected by a bamboo pipe with the cooling box is the crystallization box, its construction being the same as the cooling box. Both boxes are immersed in water, which hastens the process of crystallization. The distillation requires about twenty-four hours. The chips are then removed by an opening in the lower section of the retort.

Disposition of the Products.

The two products of the distillation are crude camphor and camphor oil. The camphor is crystallized on the screens of the boxes, and has much the appearance of coarse salt; the oil is caught in leads and also skimmed from the water in the cooling box.

Both products are sent direct to the Monopoly Bureau, to be weighed and graded, and occasionally treated to mechanical pressure to remove the oil. There is no further industrial treatment of the crude camphor. It is now ready to be put into tubs for shipment to America and into boxes for shipment to European countries. In America the "B" grade only is required by the trade. European countries take both "B" and "BB" grades. The latter is in the crude state and contains a higher percentage of camphor than "B."

There are no camphor refineries in Formosa, and four refineries at Kobe, Japan, receive all of the camphor and camphor oil that the Government wishes to have refined. The refineries at Kobe and four refineries in Osaka are owned by private companies. The Government owns a refinery at Kobe, but found it unprofitable and discontinued its operation. The Formosan Government has as its sole selling agency the firm of the Mitsui Bussan Kaisha.

The total number of camphor stoves in the island is 7,834, with 909 out of commission. The number of stoves is limited by the Government. The average daily wage of a camphor worker is 90 cents gold for a native (Formosan) and $2 for a Japanese. The workers, as a rule, are paid by piecework. The official explanation for the high price paid to the laborers is not the cost of living or the scarcity of labor, but the danger of attacks from wild tribes.

The total number of companies engaged in the camphor business is 14, the number of camphor workers employed being 24,803 native (Formosan) and 4,776 Japanese. The production of camphor during the past three years was as follows (kin=1.33 pounds):

	1907. Kin.	1908. Kin.	1909 Kin.
Crude Camphor	3,914,598	3,534,970	3,365,000
Camphor oil	4,180,894	4,446,823	3,527,674

The exports and price of camphor were as follows:

	Kobe. Kin.	Foreign countries. Kin.	Price per 100 kin.
1907	806,161	5,347,157	$47.00-$80.00
1908	1,178,700	5,178,595	38.50-57.00
1909	1,261,804	7,894,172	38.50-45.00

Camphor Forest Area and Afforestation.

It is frequently stated that the camphor forests are inexhaustible. Again, the statement is made that the camphor forests of Formosa will be exhausted within perhaps twenty years. Both statements are relatively incorrect. The Government has not yet been able to make the calculation of area, except with respect to a comparatively small portion of the forests which is accessible; but, roughly speaking, camphor trees are scattered over the eastern half of the island, extending from Shinko in the north and Bansboryo in the south. The yearly production averages about 5,000,000 kin, and it is estimated that with this annual consumption the forests will doubtless last for forty-five years or more. The young trees which have been planted yearly since 1901 are not included in this estimate.

The wise measures taken by the Government to check the depletion of its camphor forests by passing laws relating to the conservation of this important resource and by afforesting large tracts of land will long keep Formosa the chief source of the world's supply of camphor. Since afforestation began 10,231,335 trees have been planted by individuals, companies, and societies, and 5,885,880 by the Government. The Government imports most of the seed from Japan. At the experimental stations there are large nurseries of young trees for free distribution.

Without doubt commercial conditions have been improving during the last year, and the temptation to fix a higher price under such circumstances is very strong. Thus the question of price, as well as the amount of camphor to be placed upon the market, is an ever-recurring and perplexing matter to be decided by the Monopoly Bureau.

The recent budget of the Government estimates the income of the camphor monopoly for the next fiscal year at $1,982,000 and the expenditures at $584,000.

LAW ELUCIDATED FOR OHIO VALLEY DRUGGISTS

Joint Meeting of Retailers With the Hamilton County Branch of the Ohio Pharmaceutical Ass'n.

CINCINNATI, Nov. 20.—An elucidation of the pure drug laws by Renick W. Dunlap, Ohio State Food and Drug Commissioner, was a feature of a recent meeting of the Ohio Valley Druggists' Association and the Hamilton County branch of the Ohio State Pharmaceutical Association which proved to be one of the most interesting and instructive sessions held here for some time.

Commissioner Dunlap cautioned druggists that it is necessary to label habit-forming drugs, and that they must be very careful not to lay themselves liable for selling rock-rye and-glycerine, malt extracts and other remedies containing alcohol for any but medicinal use. If these articles are sold as beverages, druggists are liable for the $1,000 Aiken tax. He told them they must use their own judgment as to whether the purchaser intends to use the remedy for medicinal purposes or as a beverage.

Asked how they are to decide this, Commissioner Dunlap explained that if somebody made two or three purchases of a quantity of rock-rye-and-glycerine in one or two days claiming he was using it for a cold, the druggist's suspicion should be aroused and he should and probably would come to the conclusion that the purchaser was using it too freely for the inspectors to class such purchases as having been made for purely medicinal use, were the case brought to the inspector's attention.

He added, too, that druggists who are doing business in a "dry" district must be more careful about the number of purchases of such remedies than would a druggist in a district where there are saloons, as the suspicion of inspectors is naturally sooner aroused in such cases in "dry" than in "wet" districts.

Commissioner Dunlap thanked the druggists for their cooperation in the past, and assured them he believes he will have their good-will and support in such matters in the future. The applause which followed his remarks showed he had not misplaced his confidence.

Prof. Theodore D. Wetterstroem, chemist for Commissioner Dunlap in drug law work, read an interesting paper on the drug business of today as compared with that of 15 years ago as to prices, prosecutions for violations of the laws, etc.

The druggists adopted resolutions on the death of Prof. Hallberg, of Chicago. The Professor spoke at the Lloyd Library here several months ago on the U.S.P. and N.F. work.

A banquet for the near future, at which it is hoped to have present a large number of druggists and physicians in order to promote an even better feeling between them, was discussed, and a committee consisting of Otto E. Kistner, Charles Ehlers and H. E. Igler was appointed to look into the matter.

Dr. Wiley Outlines Opinions and Methods in the U.S.P. Revision.

Prominent Pharmacists and Physicians Discuss Various Phases of the Work of the Committee at November Meeting of Washington Branch of the A.Ph.A.

WASHINGTON, Nov. 20.—The November meeting of the City of Washington Branch of the American Pharmaceutical Association was held at the Hotel Raleigh, with the members of the Association of Official Agricultural Chemists, as guests. The subject under discussion was the Pharmacopœial Convention of 1910 and the prospective Pharmacopœia of the United States.

Dr. H. W. Wiley, the president of the U.S.P. Convention, presented a communication in the course of which he outlined his opinions regarding the Pharmacopœia and the methods to be followed in revising it. He referred to the use of the Pharmacopœia as a standard under the provisions of the Food and Drugs Act of June 30, 1906, and expressed the belief that the interests of the public would have been more effectually safeguarded if no variation from the recognized standard were permitted.

In commenting on the changes in the nature and size of the committee of revision he quoted from the report of the former board of trustees of the U.S.P. Convention the several reasons for suggesting the change and the duties of the general and the executive committees of revision.

In discussing the scope of the Pharmacopœia he pointed out that although this book is not strictly speaking a text book on therapy it must be admitted that a drug only finds a place in the Pharmacopœia because of its alleged therapeutic effects. He believes that the medical members of the committee of revision have a right to object to the introduction into the Pharmacopœia of drugs the therapeutic effect of which is unknown or nil.

Publicity and Economy of Management Promised.

Discussing the business of the Pharmacopœial Convention he expressed the hope that the present board of trustees would be able to turn over to the next convention a sum of money sufficiently large to be used as an endowment for the continuance of the work. To do this it will be necessary to avoid all essential expenditure of money beyond sums that are absolutely necessary to make the coming book the best of its kind.

He expressed the opinion that the work of revision would be greatly aided by a frank practice of publicity and can see no reason why all of the acts of the executive committee of revision and of the board of trustees should not be given wide publicity through medical and pharmaceutical journals and by means of public addresses and discussions.

This would be in harmony with one of the general principles to be followed in revising the Pharmacopœia adopted by the convention and would, no doubt, be instrumental in securing the cordial co-operation of all who are in any way interested in the Pharmacopœia.

In concluding he expressed the belief that the work of revising the Pharmacopœia is one in which conscience should figure and in which all considerations other than those relating to the purity of the drug and the efficiency of its description should be laid aside.

Neither a Skeleton Nor a Padded Pharmacopoeia.

Prof. Joseph P. Remington, chairman of the committee of revision, expressed the opinion that the convention was indeed fortunate in having Dr. Harvey W. Wiley as its president, and presented a short communication in the course of which he commented on some of the more important points referred to by Dr. Wiley and outlined the nature and amount of work that had been accomplished during the summer months.

Commenting further on the scope of the Pharmacopœia he expressed the belief that the real sentiment of both physicians and pharmacists was neither in favor of a skeleton Pharmacopœia nor of a padded Pharmacopœia but of what he was pleased to designate as a sane Pharmacopœia.

He then called attention to a prospective communication by Prof. Rusby, for the Association of Official Agricultural Chemists, in which he points out the need for having a book of standards for all drugs that are widely used, so as to facilitate and simplify the work of the United States Custom House Officials in connection with the importation of drugs.

Prof. Remington also pointed out that for many years the Pharmacopœia was a closed book to the medical profession because its members had been led away from it by the detail man of the manufacturer and proprietary medicine maker. The resulting decay of therapeutics has brought about a state of confusion and a tendency to therapeutic nihilism that he considers to be most unfortunate.

Physicians do not know a sufficient number of U.S.P. preparations and do not appreciate the fact that their fellow practitioners in different parts of the country, and in different cities, use totally different medicines, for which the Pharmacopœia of the United States should furnish standards.

Prof. I. V. S. Stanislaus, of Philadelphia, asserted that the paper by Dr. Wiley had been a revelation and a treat true and rare. He had been particularly impressed by the reference to needless duplication of drugs having similar properties and willingly endorsed the proposition to delete useless duplications from the Pharmacopœia.

He pointed out that the content of previous Pharmacopœias represented the selection and dictates of the few and not of the many and expressed the hope that in the forthcoming Pharmacopœia greater care be exercised regarding admissions and deletions.

In Line With Purpose and Intent of Trustees.

Dr. Murray Galt Motter, secretary of the Pharmacopœial Convention, discussed a number of the more important points embodied in Dr. Wiley's paper and pointed out more particularly that the work and the function of the executive committee, as outlined by Dr. Wiley, was in accordance with the intent and purpose of the board of trustees of the former convention.

He also pointed out that the professional representation on the general committee of revision was not alone interesting but rather significant. Of the total number 34 (indeed 35 when a vacancy was filled), were nominees of the pharmaceutical caucus and but 16 were nominees of the medical caucus. Of the latter it is also interesting to note that only two reached the executive committee.

In connection with the scope of the Pharmacopœia he pointed out that the Pharmacopœial Convention by a vote of 95 to 47 emphatically recorded its conviction that substances "whose value and use have not been established" should not be included. And then, on the plea that it was unnecessary to hamper the committee elected for the purpose of carefully selecting the list of substances, the convention was induced to strike out, by a vote of 123 to 40, this "ambiguous and dangerous provision," thus leaving the final decision regarding scope with the members of the general committee of revision.

The Business Side of Pharmacopoeia Making.

With reference to the business of the Pharmacopœial Convention he asserted that it had been pointed out by several observers that "the financial statement made to the convention was in no wise satisfactory, explicit, or in justice to the intelligence of the body to which it was delivered." In commenting on the enormous sales of the book amounting to nearly 40,000 copies the first year, he pointed out that as a matter of fact the sales of the Pharmacopœia did not reach 40,000 until the middle of 1908.

In concluding, Dr. Motter expressed the belief that if those who are to effect the work of revision do not clearly realize their responsibility to the convention and to the several professions represented, and produce a book of standards indeed, but of standards for substances of established value and use, the next Pharmacopœia, instead of being a force, will be a farce.

Dr. Reid Hunt, chairman of the American Medical Association committee on the U.S.P., pointed out that regarding the scope of the book there are two diametrically opposed views, both of which deserve consideration. The manufacturer and the pharmacist desire to have a book of standards that will include all of the substances that are, have been or may be used as medicine, while the medical practitioner desires to have a book of standards for the approved therapeutic agents only so that the book may be used as a

basis for instruction in medical schools and as a guide to the physician who is willing to adopt and to use recognized standard remedies. It must be evident that these two objects are so totally different that it would be practically impossible to agree on a compromise and any attempt to do so would be considered a straddle that would be acceptable to but few.

He heartily endorsed the stand taken by Dr. Wiley regarding the scope of the book and expressed the belief that physicians and pharmacists should not be expected to furnish standards for Custom House Officials and patent medicine manufacturers. As chairman of the U.S.P. committee of the A.M.A. he had been able to get into communication with thousands of medical practitioners in various parts of the United States all of whom were willing to use the best medicines that were available and desirous of obtaining authentic information regarding the probable efficiency of drugs.

Dr. Hunt Says Physicians' Wishes Were Ignored.

Dr. Hunt outlined the methods that had been employed by his committee to secure the co-operation of the several sections of the A.M.A., and referred more especially to the correspondence that had been had with teachers of materia medica and therapeutics in medical schools and colleges, and asserted that despite the fact that the evidence thus secured represented the wishes of men in active practice and had been submitted in due form through the Pharmacopœial Convention to the committee of revision, an appreciable number of the members of the general committee appeared to be inclined to ignore the wishes of physicians and the indications now are that the scope of the forthcoming Pharmacopœia will again practically represent the views of but three or four individuals.

As an indication of the opinions held by the better informed medical men he quoted Dr. Abraham Jacobi, the Nestor of American physicians, who in discussing the content of the present Pharmacopœia deplored the fact that the makers of the Pharmacopœia were not willing to restrict the book to the best remedies only; and further pointed out that unless the scope of future editions of the Pharmacopœia could be restricted to medicinally active substances he and other clinicians would be impelled to withdraw their support.

Opposed Positions as to Scope of the U.S.P.

Dr. W. M. Barton seconded the remarks made by Dr. Hunt and asserted that he had also come to the conclusion that there are two diametrically opposed opinions regarding the scope of the Pharmacopœia and was satisfied that the book cannot, as it now stands, be accepted by medical men as a guide. He suggested the possibility of limiting the medical recognition of drugs by introducing a fair statement of the physiological action of the substance with each description.

Dr. Wiley in closing the discussion expressed himself satisfied with the feast of oratory that had been supplied to the members of the City of Washington Branch and their guests and felt sure that all were now ready to partake of the more material feast that had been provided by members of the branch.

DR. WILEY HITS AT SOME "SHOT-GUN" USERS.

A Growing Prejudice Against Drugs, Due to Methods of Cure-All Fakirs, Should be Checked.

WASHINGTON, Nov. 20.—At one of the recent meetings of the Association of Official Agricultural Chemists, Dr. Harvey W. Wiley, chief of the bureau of chemistry, made some picturesque remarks in his own half-serious, half-humorous way, about "shotgun pharmacy," and "shotgun therapeutics" that owing to the lateness of the hour at which he fired his shots were largely lost sight of by the public, but which were very interesting, and, in their way, important.

Dr. Wiley protested strongly against the use by physicians of elaborately prepared drugs consisting of a great many substances. He stated that these drugs seemed to be prepared with the idea that there might be something in the compounds that might possibly hit the mark. Drugs, as a rule, according to Dr. Wiley, do not cure. He said that there is a growing disposition to discredit their therapeutic power.

The reaction of disbelief should not be allowed to go too far, he thought, because it is a matter of general knowledge that drugs are beneficient and useful. The drugs that do good must be called to the attention of the public by good physicians. The prejudice against drugs, Dr. Wiley thinks, has been greatly augumented by the cure-all nostrums which have been so widely advertised and he added that in spite of all that has been said the cure-all fakers still have a hold on the American people. As for himself he has often been surprised by the unqualified confidence imposed in patent medicines by intelligent people.

Dr. Wiley advised a revision of the present Pure Food Act, so that drugs intended for consumption in the State in which they are produced, manufactured or sold, should not be permitted in inter-state or foreign commerce if they differ from the standards set by the Pharmacopœia. Under the present laws drugs do not have to conform to the provisions of the U. S. P.

"Until this action is taken by Congress," Dr. Wiley, said, "there is danger that dishonest druggists will swindle their customers by giving them drugs that are not efficient. I shall do my utmost to have the law amended.

ADVISES A.M.A. PLAN OF REPRESENTATION.

Physician Also Discusses Relations of Druggists and Doctors—What National Associations Have Done.

BALTIMORE, Nov. 20.—The Baltimore branch of the American Pharmaceutical Association held its first meeting of the season of 1910-11 early this month with Charles L. Meyer, vice-president, in the chair in place of President W. J. Lowry, Jr., who sent in his resignation, which was accepted with regret. The program provided for reviews of the work of three National associations. Dr. John B. Thomas was delegated to speak for the A.Ph.A., M. S. Kahn for the N.A.R.D., and Dr. H. G. Beck for the A.M.A.

Mr. Thomas went briefly over the work of the A.Ph.A. meeting at Richmond. Mr. Kahn, in discussing the last meeting of the N.A.R.D., said he felt much as did Mr. Thomas in reference to the annual meeting of the A.Ph.A., that the members had read reviews of the meeting. He would therefore, he said, confine himself to a few important points. One of these was the relations between physicians and pharmacists. He vigorously defended the N.A.R.D. against the accusation that it was controlled by a business organization, and maintained that it was wholly unfair to base such a conclusion upon the single fact that many of the N.A.R.D. members were also affiliated with the corporation.

Whatever action was taken by the association with reference to dispensing by physicians applied with equal force to counter-prescribing by pharmacists. The work of this meeting demonstrated conclusively the value such an organization could be to pharmacists, and constituted a striking argument in favor of co-operation.

Dr. Beck was prevented from attending by death in his family and Dr. S. T. Earle gave a brief talk. He took up the relations between druggists and doctors, and pointed out that the pharmacists must be so organized as to best co-operate with physicians and at the same time protect their own interests. Dr. Earle was president of the Medical and Chirurgical Faculty of Maryland at the time of the reorganization of the American Medical Association, and he said he could not do better than to advise pharmacists to shape their organization along lines as nearly similar to those of the A.M.A. as possible. The unit representation, as embodied in the organization of the A.M.A. had brought about even better results than were hoped for, securing as it did the opinion and help of every member, but in such a way as to be neither cumbersome nor ineffective. Such a perfected organization among pharmacists would make it possible for the physician and pharmacist to deal more effectively with the problems that confront both bodies. The number of pharmaceutical associations now in existence, he said, tended to complicate the situation.

In addition, Dr. Earle pointed out that there must be an encouragement of closer relations between individual physicians and pharmacists, and a recognition on the part of each of their respective rights and duties. He advocated more frequent joint meetings of pharmacists and physicians, but cautioned that such meetings should be well arranged and such speakers, both medical and pharmaceutical, engaged as

would command the attendance as well as attention of the rank and file of both professions. A poorly conducted and ineffective joint meeting, he said, was worse than none at all. He suggested that when a joint meeting is proposed, a committee representing both professions should meet and arrange for the gathering.

Dr. John F. Hancock took up the suggestion and moved that a meeting of the branch be held and that the physicians be invited. The motion was amended so as to provide for a branch meeting on Dec. 1, to discuss the joint meeting and make arrangements for it, in accordance with Dr. Earle's ideas, in which form it received approval.

Mr. Thomas brought the death of Dr. Hallberg officially to the attention of the branch, and spoke feelingly of his character as well as of his work in behalf of the A.Ph.A. Dr. Hancock followed with some remarks on Dr. Hallberg's character in a more personal vein. He moved that a committee of three be appointed to draft suitable resolutions, the secretary to be directed to send a copy to Mrs. Hallberg and another to the acting editor of the *Bulletin*.

Chairman Meyer seconded the motion, paying a glowing tribute to the deceased, whose work for the association he had learned to value most highly. Dr. Hancock, John B. Thomas and Dr. Daniel Base were named as members of the committee

DR. NEWCOMB MEETS MINN. PHARMACISTS.

Gives Entertaining Lecture—Mourn for Dr. Hallberg—Dean Wulling on Joint Legislative Committee.

MINNEAPOLIS, Minn., Nov. 20.—The fall meeting of the Northwestern Branch of the A.Ph.A. was held Nov. 3 in the large amphitheater of the College of Pharmacy, University of Minnesota, and attended by about 150 members. President W. A. Frost, of St. Paul, occupied the chair. The business meeting was preceded by a lecture by Dr. Edwin L. Newcomb, the new instructor in pharmacognosy.

In introducing Dr. Newcomb, Dean Wulling emphasized particularly the aim which the college has cherished for a long time to establish and maintain a botanical garden of medicinal plants. The experience that Dr. Newcomb has had in the cultivation of such plants was largely the cause of his selection to carry on the work here.

The lecture was on "The Adulteration of Crude and Powdered Vegetable Drugs." An exhibit of about 150 specimens of crude and powdered drugs and their adulterants was made. Fields showing sections of drugs and adulteration of about twenty powdered drugs were exhibited under microscopes. These and similar slides were later projected upon the screen and the microscopic fields explained.

Dr. Newcomb first considered the preparation of crude material for examination and the apparatus necessary to carry on the work and then took up the study of several drugs and spices and pointed out many of the common adulterants met with and methods for their detection. He emphasized the desirability and necessity on part of the pharmacists of purchasing their drugs in a crude or entire condition and comminuting them in their own establishments. It was demonstrated with what ease drugs can be reduced from the entire to the powdered form. Growing specimens of medicinal plants were exhibited and the possibility of the cultivation of such plants in this climate was considered. The lecture was concluded by a practical demonstration of structural characteristics of several vegetable drugs and adulterants.

Upon motion of Dr. Newcomb, seconded by Dean Wulling, a committee was appointed to formulate resolutions on the death of Professor Hallberg and a suitable tribute to his memory was adopted.

The State Medical Association through its president, Dr. W. A. Jones, had invited the pharmacists through Dean Wulling to appoint a representative on a committee created to take in hand the matter of legislation on public health. Stewart Gamble moved that the branch request the president of the Minnesota Ph.A. to appoint Dean Wulling. The latter declined, but upon further discussion, especially by Charles H. Huhn, the motion was finally passed despite the protest of Dean Wulling, who wanted some other pharmacist, preferably one engaged in active practice, to be the appointee.

President Frost was authorized to appoint a committee to nominate officers for the ensuing year.

Dean Wulling spoke on the proposed new *Journal of the American Pharmaceutical Association*. Considerable local interest in the *Journal* was evidenced, and it was decided to hold an adjourned meeting to discuss the matter further. The next meeting will be held Dec. 8.

ADVOCATES MEMORIAL FOR PROF. HALLBERG.

Illinois Pharmacy Law Changes and Joint Meeting at South Bend Also Discussed by Chicago Branch.

CHICAGO, Nov. 20.—The November meeting of the Chicago branch was devoted to a discussion of the proposed new pharmacy law for Illinois. The meeting was held at Northwestern University building. C. H. Avery, member of the Illinois Board of Pharmacy, presented the draft for discussion, setting forth the various points in which it differs from the law now in force—chief among these being the graduation pre-requisite feature which met with the unanimous approval of those present.

Messrs. Becker and Gray, hospital pharmacists, discussed the section which provides that the dispensaries of hospitals must be supervised by a registered pharmacist, saying that in their opinion several of the smaller hospitals were now getting along without registered men, in some cases the internes and in others the nurses doing the work which a pharmacist should do.

Mr. Eliel said that he was very much interested in the proposed law, especially as his State, Indiana, is now considering amendments to its pharmacy law. Professors Clark, Day and Patterson and President Larsen of the C.R.D.A. also took part in the discussion.

After the approval of the draft as revised by the executive committee of the Illinois Ph.A., Mr. Eliel discussed the proposed meeting of the branch in South Bend, and asked that it be held in January and consist of a joint meeting of the pharmacists and physicians of South Bend together with as many of the Chicago members as could arrange to attend.

Upon motion of Prof. Clark a committee was appointed to draft suitable resolutions regarding the death of Prof. Hallberg. President Storer appointed on the committee Messrs. Clark, Becker and Knoche. Mr. Sawyer discussed a suggestion made by Mr. Lorenz to the effect that some suitable memorial to the late Prof. Hallberg should be made. Mr. Eliel said that no doubt the parent association would do so at the meeting in Boston next August. All of the members of the Chicago Branch who can attend the Boston meeting, will constitute a committee for this purpose with Leo Eliel as chairman.

The program committee announced that the December meeting would be devoted to a discussion upon advertising by B. S. Cooban, and that the nomination of officers for the ensuing year would also be made at the same meeting.

B.A.R.D. MEETS WITH NEW ENGLAND BRANCH.

Propaganda Work Successful—Suggestions for Use of Pharmacopoeial Revision Committee—Election.

BOSTON, Nov. 20.—The October meeting of the B. A. R. D. emphasized the interest that the association's propaganda work is arousing in greater Boston, and the reports of progress were decidedly encouraging. E. C. Marshall, one of the best known men in the profession, who is now engaged in the propaganda work, reported that physicians generally were looking upon the movement with favor, and the druggists were correspondingly satisfied. Three new members were elected—A. H. Grimshaw and Henry W. Perry, of Somerville and William H. Glover, of Lawrence.

In the evening the members were invited to meet with the New England branch of the American Pharmaceutical Association at the Hotel Plaza, which was holding its first meeting of the fall. President James F. Finneran presided at the dinner and at the exercises following, when the topic was "Suggestions to the Pharmacopœial Committee." Prof. C. F. Nixon, of that committee, was present and personally took notes on the suggestions made by the members and guests. Preceding the dinner the New England branch re-elected the following officers.

President, James F. Finneran, Boston; vice-president, Prof. James O'Hare, Providence; secretary-treasurer, R. A. Newton, of the Massachusetts College of Pharmacy, Boston; chairman committee of professional relations, Frank B. Ernst, Jamaica Plain; chairman committee on membership, William H. Glover, Lawrence; member of the council, Prof. Elie H. LaPierre, Cambridge.

? QUESTION BOX ?

THE OBJECT of this department is to furnish our subscribers and their clerks with reliable and tried formulas, and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties etc. Requests for information are not answered by mail and ANONYMOUS COMMUNICATIONS WILL RECEIVE NO ATTENTION, neither do we answer questions in this department from non-subscribers.

In this department frequent reference is necessarily made to information published in previous issues of The Era, copies of which, if not out of print, may be obtained for 25 cents each.

Sodium Fluoride Roach Powder.

(S.K.)—The use of sodium fluoride as an ingredient of insect powders, especially those powders which are to be employed for the destruction of roaches, is not new and the salt is said to be employed in certain proprietary preparations on the market. A formula for a roach powder containing sodium fluoride, published in the ERA some years ago, is the following:

Silex	22 parts
Sodium fluoride	40 parts
Sodium chloride	10 parts
Sodium carbonate	15 parts
Sodium sulphate	10 parts

Another formula for a roach powder which is said to produce a reliable preparation, is this one from the Modern Formulary:

Borax	37 ounces
Starch	4 ounces
Sugar	3 ounces
Cocoa	4 ounces
Tartar emetic	5 ounces

Reduce all to fine powder and mix thoroughly. The cocoa gives a brownish tint which may be deepened by the use of a little ochre or Venetian red. Sprinkle freely wherever roaches are troublesome.

Insolubility of Menthol.

(C.C.)—"Please criticise the following prescription:

Menthol	½ dram
Listerine	2 drams
Glycothymoline, enough to make	2 ounces

Mix. One teaspoonful night and morning in hot water as spray.

I found it impossible to dissolve the menthol without alcohol."

The combined solvents of the proprietary preparations are too weakly alcoholic to dissolve the quantity of menthol prescribed hence most of the later is deposited on allowing the mixture to stand for a very few minutes. Upon the addition of alcohol the menthol is dissolved, but whether such addition or the prescribing together preparations of secret formula is wise is for the physician to determine and he should therefore be informed of the difficulty.

Deodorizing and Coloring Gasoline.

(W.I.G.)—The following formula has been recommended for "deodorizing" gasoline:

Gasoline	1 pint
Oil of lavender	1 dram
Potassium bichromate	1 ounce
Sulphuric acid	1 ounce
Water	1 pint

Dissolve the potassium bichromate in the water, add the sulphuric acid, and when the solution is cold shake up the gasoline with it. Shake every hour during the day, allow to stand all night, decant the gasoline, wash with a pint of water, and again decant. Lastly, add the oil of lavender.

In a somewhat similar process potassium permanganate is employed with sulphuric acid. The gasoline is then again washed with more permanganate and some caustic soda, and finally with water. The quantity of permanganate necessary is in direct proportion to the impurities existing in the gasoline. Another process consists in repeatedly shaking the gasoline with plumbate of soda, made by dissolving oxide of lead in caustic soda, and rectifying. Simply shaking with charcoal and filtering will partially remove the odor.

Any of the oil-soluble aniline reds may be use for coloring gasoline red. Only a very small quantity is necessary. Eosin and some other of the anilines greatly increase the fluorescent properties of gasoline. For use as a solvent or cleaning fluid gasoline carrying a dye in solution is not desirable.

Skin Bleach.

(D.Y.S.)—Various preparations are recommended for application to the skin, but frequently conditions which produce coloration can be removed only by a course of systematic treatment under the direction of a competent physician. However, here are two formulas for preparations to be applied directly to the skin:

(1)

Dilute nitric acid	2 drams
Rectified spirit	3 ounces
Essence of white rose	½ ounce
Oil of neroli	10 minims

Mix and add:

Solution of hydrogen peroxide	2 ounces
Glycerin	3 ounces
Tincture of cochineal	1 dram
Water, enough to make	40 ounces

Mix. Allow to stand for a few days and filter. Directions for use: Wet a corner of a serviette with the lotion and apply to the face, neck, arms and hands each time after washing; then dry.

(2)

Lactic acid, U.S.P.	2 fl. ounces
Glycerin	4 fl. ounces
Tincture of benzoin	2 fl. drams
Water, enough to make	32 fl. ounces

Mix, perfume as desired, and filter clear through Kaolin or talcum. The lotion may also be tinted with carmine.

Solution of hydrogen peroxide is probably the most used and least harmful skin bleach. It is usually applied somewhat diluted or in the form of the so-called "peroxide cold cream" or peroxide lotion, formulas for which have frequently appeared in previous volumes of the ERA.

Toothache Cement.

(J.A.S.)—See ERA of Sept. 16, 1909, page 298. Here are two other formulas:

(1)

Venice turpentine	½ ounce
Paraffin oil	4 fl. drams
Salol	¾ ounce
Yellow wax	3¼ ounces
Alkanet root	q.s. to color

Triturate together the salol, turpentine and oil, then add the wax, previously melted and colored with the alkanet root, allow the mixture to cool and roll into sticks or pencils.

(2)

Paraffin	3 ounces
Burgundy pitch	3 ounces
Oil of clove	1 ounce
Carbolic acid	1 ounce

Melt the paraffin and pitch together and add the other ingredients when nearly cold, mix with cotton and cut into short rods, wrap in thin waxed paper, and keep in small bottles.

Fire Extinguishing Powder.

(F.B.)—All dry-powder fire extinguishers contain bicarbonate of sodium and usually some substances intended to prevent caking of the bicarbonate. This salt is decomposed by heat, yielding carbon dioxide and sodium carbonate, the latter a quite stable substance. The carbon dioxide by displacing the atmospheric oxygen necessary to combustion is relied upon to extinguish the fire. This is the theory on which such powders are employed, but whether they afford much protection against fires is, in the minds of engineering experts, a matter to be determined. However, in the case of ignition of oil such powders are said to be fairly efficient. It should also be stated that any value that dry-powder extinguishers may have is doubtless much reduced by caking of

the powder in the tubes or containers, as proper spreading of the powder over the seat of the fire is then much less likely to take place. Here are some formulas which have been published for the preparation of these powders:

(1)

Common salt, 8 parts; sodium bicarbonate, 6 parts; Glauber's salt, 2 parts; calcium chloride, 2 parts; sodium silicate, 2 parts.

(2)

Common salt, 60 parts; sal ammoniac, 60 parts; sodium bicarbonate, 80 parts.

(3)

Ammonium chloride, 5 parts; sodium sulphate, 3 parts; sodium bicarbonate, 2 ounces.

(4)

Johnstone's (Sci. Am. Cyc. of Receipts).—Make a mixture of equal parts of pyrolusite (manganese dioxide), potassium chlorate and potassium nitrate. Moisten with waterglass and press into a block. Place the block into a pasteboard box. Several boxes, connected by fuses, are suspended from the ceiling of a room.

Home Made Splints.

(Dr. O.H.F.)—Dissolve one pound of gum shellac in 1½ pints of alcohol (95 per cent), and 1 dram of borax. Let the mixture stand until all of the shellac has been dissolved, when it is ready to be applied. Old cloth makes the best splints. Apply the solution to one side of the woolen cloth with a brush and dry thoroughly before a hot fire (it takes about an hour to dry properly). Then apply a second coat on the same side and dry as before. If a stronger piece is desired apply the mixture on one side of two pieces that have been previously prepared, dry, and place them together and press with a hot iron when they will unite and become as one piece. Always be sure to dry out all of the alcohol. To temper the cloth for use, hold before a hot fire until soft, then apply. It will adapt itself to the shape of the limb at once. To make it set quickly, hold in cold atmosphere or dip in cold water (Red Cross Notes).

A stiffening solution for splints with several qualities to recommend it is potassium silicate, although sodium silicate is almost as serviceable. Any desired degree of rigidity can be imparted to a splint by using this solution, the amount of rigidity depending upon the strength of the solution. Dextrine in the proportion of 8 ounces to pint of water adds some tenacity besides stiffness. A splint made with its aid, according to Dr. E. A. Tracy, of Boston, can be moistened with water and remolded—quite an advantage in many cases.

Japan Dryer.

(H.L.S.)—We have had no practical experience in manufacturing along this line, but a formula to serve as a type, or basis, for experiment directs to mix thoroughly and pass three or four times through a paint mill, 15 pounds dry sulphate of zinc, 4 pounds sugar of lead, 7 pounds litharge with sufficient linseed oil; keep in airtight containers.

Here are some others from various sources:

(1)

Into 1 gallon linseed oil put ¾ pound gum shellac; ¼ pound each litharge, burnt umber, and red lead; and 6 ounces sugar of lead. Boil together for four hours, or until all the ingredients are dissolved. Remove from the fire and add 1 gallon spirits turpentine.

(2)

Japan Dryer (cheap)—Mix together 4 gallons pure linseed oil; 4 pounds each litharge and red lead, and 2 pounds powdered raw umber. Boil slowly for two hours, add by degrees 7½ pounds of shellac, and boil ½ hour longer; when well mixed, add by degrees 1 pound powdered sulphate of zinc, and when nearly cold mix in thoroughly 7 gallons spirits turpentine.

Creme de Menthe.

(H.L.S.)—We have no information beyond that published in the October, 1910, ERA, page 964, relating to the preparation of creme de menthe for use in soda water beverages. With the suggestions in the reference cited at hand, you should have no trouble in making a satisfactory syrup.

The wise drug clerk recognizes his employer's virtues and his own faults.

CORRESPONDENCE

Dr. Taylor on Pharmaceutical Syllabus Progress.

Editor The Pharmaceutical Era:

At a recent meeting of the Minnesota State Board of Pharmacy the question of adopting the Pharmaceutical Syllabus was presented and after some discussion it was given a qualified approval. It was voted that the board should follow the lines of the syllabus in so far as the conditions in Minnesota at the present time warrant. While this is not as satisfactory as an unqualified indorsement, yet it is like the syllabus—it is a step in the right direction. The action of the board is commendable and wise.

There is no disposition to make the syllabus ironclad in its effects. It is a growth and not an imposition; hence boards of examiners, schools of pharmacy, and all interested students in education must recognize this fact, and adjust themselves to the suggestions made in the syllabus, only so far as they are applicable. The revised edition of the syllabus will be a much more complete and scientific work. The present edition, in force for the present syllabus period, is tentative only and must be ever so regarded; hence, the necessity of providing for discussion and revision.

At the last meeting of the Oklahoma State Board of Pharmacy, the board adopted a resolution approving the action of the syllabus committee and notice will be given from the office of the State board to all schools of pharmacy now recognized by the Oklahoma State Board that no school will be given recognition after the January, 1911, meeting of the board, except such schools as comply with the Pharmaceutical Syllabus. The board made no recommendations regarding changes, improvements or modifications of the edition.

H. L. TAYLOR,
Secretary National Committee, Pharmaceutical Syllabus.

Druggists in Politics—Work for State Associations.

Editor The Pharmaceutical Era:

It seems to me with all the drug journals advocating and advising druggists to go into politics, and after seeing the results from not attending to such matters that the State associations, could well take up this matter. And were they not able to nominate a druggist, to see that both candidates were pledged *before election*, and after as well. We would then have less cause for complaints of abuse and encroachments on our rights.

Kentucky druggists are not much interested in politics from a business standpoint. Hence there are no druggists' candidates for Congress in this state this year. They do not seem to realize how much it means to them, but permit their brother physicians to attend to all of their legislation for them and then complain about being encroached upon.

Milton, Trimble County, Ky. JOHN R. INGLIS.

Liquid Carbonic Company Retains Identity.

Editor The Pharmaceutical Era:

Kindly favor us by giving the widest possible publicity to this emphatic denial of rumors that have been published to the effect that this company was about to combine with competing firms.

Tell your readers that the Liquid Carbonic Co. has no intention of giving up its independent identity as the largest soda fountain and supply house in the world; now, or at any future time.

With the vastly increased producing capacity afforded by our new plants, we are in better shape than ever to serve the industries with whose remarkable growth we have been so prominently identified and every advantage that this new plant affords us will be made the advantage of our customers.

Chicago, Nov. 17, 1910. THE LIQUID CARBONIC CO.
JACOB BAUR, president and treasurer.

An Earthy Thought.

When grim dyspepsia haunts the land
Man's disposition, harsh or bland,
Doth not depend on what he thinks
So much as what he eats and drinks.
—*Washington Evening Star.*

SELECTED FORMULAS

Liquid Metal Polish.

(1)

Levigated silica	10 pounds.
Kerosene	5 gallons.
Oleic acid	2 gallons.
Stearic acid	2 pounds.

(2)

Kieselguhr	56 parts.
Paraffin oil	30 parts.
Methylated spirit	20 parts.
Oil of turpentine	5 parts.
Solution of ammonia	3.75 parts.

(sp. gr. 0.910)

(3)

Oxalic acid	½ ounce.
Rottenstone	10 ounces.
Kerosene	30 fl. ounces.
Hard paraffin	2 ounces.

Powder the oxalic acid and mix it with the rottenstone; melt the paraffin, add to it the kerosene, and incorporate the powder; when cool, add oil of mirbane or lavender to perfume.

(4)

Kieselguhr	1 pound.
Oleic acid	20 fl. ounces.
Benzole	40 fl. ounces.

Laxative Fruit Lozenges.

Senna, in powder	1 ounce.
Sugar, in powder	1 ounce.
Jalap, in powder	1 ounce.
Tamarind pulp	5 ounces.

Mix so as to form a stiff paste, then divide into lozenges weighing 45 grains each. The mass is best rolled out on a pasteboard with a rolling pin, and cut out with an oval mold. The lozenges are then dipped into melted chocolate and dried.

Floor Polish for Ballrooms.

(1)

Spermaceti	20 parts.
Hard paraffin	20 parts.
French chalk	40 parts.

Shave the spermaceti and paraffin very finely; mix with the French chalk, and pass through a sieve.

(2)

Powdered stearin	20 parts.
Powdered yellow wax	5 parts.
Powdered soap	2 parts.

Prepare as in the preceding. Perfume may be added if desired.

Paint for Black Eyes.

Bismuth subcarbonate	2 drams.
French chalk	1 dram.

Mix and color with carmine, Armenian bole, or calamine to skin tint. Apply after washing the parts with a mixture of

Glycerin	1 dram.
Water	5 drams.

Mange in Dogs.

(1)

Olive oil	1 pint.
Oil of turpentine	¼ pint.
Sulphur	2 ounces.

(2)

Olive oil	1 pint.
Creolin	1 ounce.
Sulphur	2 ounces.

The dog should be thoroughly washed with plenty of soft soap and warm water. After drying, either of the foregoing applications will eradicate the pest, the hair generally growing freely again. Two or three dressings at intervals of three days will usually suffice.

Ginger Ale.

Ginger ale is a beverage supposed to beguile the artless teetotaler into an idea that he is doing something naughty, or at all events, placing himself on the very verge of tampering with the accursed thing "beer." Hence its name. But what a difference in the two drinks! Here are two receipts for making it:

(1)

Plain syrup, 42° T.	1 gallon.
Compound tincture of ginger	4 fl. ounces.
Acetic acid	4 fl. ounces.
Sugar coloring	½ fl. ounce.

(2)

Plain syrup, 42° T.	1 gallon.
Tincture of ginger	4 fl. ounces.
Tincture of capsicum	1 fl. ounce.
Sugar coloring	½ fl. ounce.

Use 1 to 1½ ounces of flavored syrup to each bottle. If desired, the bouquet may be enriched by the use of one or more of the following ingredients:

Essence of vanilla (per gallon)	3 drams.
Butyric ether (per gallon)	4 minims.
Otto of rose (per gallon)	1-3 minim.

Half an ounce of Spanish licorice to the gallon will considerably improve the flavor *(Drinks of the World)*.

Old-Fashioned Shoe Blacking.

Boneblack	1 pound.
Lampblack	¼ pound.
Treacle	¾ pound.
Sperm oil	2½ fl. ounces.
Sulphuric acid	1¼ fl. ounces.
Vinegar	5½ fl. ounces.

This forms a paste. Mix in the order named.

Photographer's Photo-Mountant.

Wheat flour	½ pound.
Alum	1 dram.
Boric acid	1 dram.
Water	½ pint.

Make a smooth paste and add—

Acetic acid	1 fl. ounce.
Water	1 pint.

Mix and heat with constant stirring until nearly gelatinous. If too stiff, add more water. When nearly cool add—

Oil of cloves	20 drops.

Pine Tree Lozenges.

Powdered acacia	1 pound.
Extract of licorice	1 pound.
White sugar	14 pounds.
Arrowroot	7 pounds.
Tartaric acid	1 ounce.
Paregoric elixir	2 ounces.
Powdered ipecac	½ ounce.
Oil of pumilio pine	2 drams.

Mix into a paste with sufficient water, and divide into lozenges 25 to the ounce. In place of paregoric elixir a mixture of camphor, 1 dram; menthol, 1 dram, in spirit of chloroform, 2 ounces, may be used with advantage.

Johnson Legacy Nucleus of Inheritance Fund.

A very interesting trustees' meeting was held at the New York College of Pharmacy on Nov. 1. Prof. Chandler presided. The treasurer, C. O. Bigelow, reported the receipt of the legacy of $2,500 left to the college by Robert W. Johnson. It was decided to deposit this money in a savings bank where it will bear interest and form the nucleus of a fund to be known as the "Inheritance Fund of the College of Pharmacy of the City of New York." It was hoped that all members and friends of the College might in a like manner remember the institution. The board thanked M. J. Breitenbach for two valuable donations to the department of physics.

Frigid.

"She got cold comfort from him, I hear."

"Yes; he told me she ate seven plates of ice cream."

New Rules and Regulations of N. Y. Board of Pharmacy as Approved by Regents.

ALBANY, N. Y., Nov. 20.—The new rules prepared by the State Board of Pharmacy and approved by the Regents of the University, have been promulgated by the secretary, Warren L. Bradt. In the examinations for pharmacists' and druggists' licenses, there are five subdivisions each, as follows: (1) Materia medica and botany, (2) toxicology and posology, (3) pharmaceutical chemistry, (4) practical pharmacy, (5) theoretical pharmacy.

The division of subjects and the assignment of examiners are as follows:

LICENSED PHARMACISTS.

	Subject.	*Examiner.*
(1)	in Materia Medica and Botany	Dr. Huested
(2)	in Toxicology and posology	Dr. Diekman
(3)	in Pharmaceutical chemistry	Mr. Bigelow
(4)	in Theoretical Pharmacy	Mr. Raubenheimer

LICENSED DRUGGISTS.

(5)	in Materia Medica and Botany	Mr. Todd
(6)	in Toxicology and posology	Mr. Reimann
(7)	in Pharmaceutical chemistry	Mr. Hurley
(8)	in Theoretical Pharmacy	Mr. Hyde

BOTH PHARMACISTS AND DRUGGISTS.

(9)	in Practical pharmacy	Mr. Lascoff

Revised Rules New York Pharmacy Board.

The new rules are as follows:

1. OFFICERS, THEIR POWERS AND DUTIES.—The officers of the board shall be a president, a vice-president and the secretary.

a. *President and Vice-President.*—These officers shall be elected by ballot for the academic year. In case of the inability, neglect or refusal of the president to perform any duties of his office, the vice-president shall perform such duties. The president may call meetings at such time and place as in his judgment the work of the board may demand; he shall call special meetings on the request, in writing, of three members of the board; at the annual meeting he shall appoint the standing committees, and he shall appoint such other committees as may be necessary for the proper carrying out of the provisions of the law and of the rules.

b. *Secretary.*—The secretary shall discharge the duties imposed on him by law, by rules and by the board; shall file with the department a surety company bond in the sum of $3,000, the expense thereof becoming a proper expense pursuant to Article XI of the Public Health Law; shall prepare the annual report for transmission to the regents by the first of October; shall notify the members in writing of all meetings of the board; shall be ex-officio chairman of the question committee; shall conduct the official correspondence of the examiners.

2. QUORUM.—Five members shall constitute a quorum at the meetings of the board and two members shall constitute a quorum at the meetings of the violation committee.

3. PER DIEMS.—Each examiner shall receive $10 for each day's service in the performance of his duty, under the provisions of this article and shall be entitled to all necessary expenses.

4. COMMITTEES.—At the annual meeting the president shall appoint the following committees:

a. *Violations Committee.*—Three committees of three members each—for Albany, for Buffalo, and for New York—shall be appointed to investigate alleged violations of the provisions of this article; to conduct hearings in respect thereto, and when necessary, to bring the same to the attention of the Attorney-General. Meetings of such committees, when necessity exists, shall be held the first Wednesday of each month at the call of the secretary.

b. *Questions Committee.*—The questions committee shall consist of the secretary and one examiner, whose duty it will be to edit the examination questions submitted by the examiners.

Other committees shall be appointed by the president at such times and for any purpose that may be found necessary for the proper enforcement of the provisions of the law.

5. CORRESPONDENCE.—All official correspondence received by examiners shall be referred to the secretary for reply.

6. GRATUITIES.—No employee of the board shall be permitted to receive any money or other gratuities from pharmacists, druggists or certified storekeepers for any services rendered.

Requirements for a Pharmacy, Drug Store and Store.

7. PHARMACOPOEIA AND FORMULARY.—Every pharmacy and drug store shall own and have on file at all times the eighth decennial revision of the Pharmacoepia and the latest edition of the National Formulary, and no registration certificate shall be issued a pharmacy or drug store till it complies with this rule.

8. REMOVAL OF STORE.—When the proprietor of a pharmacy, drug store or store has taken out a store registration certificate and subsequently moves the store to another locality, he may have the change in location certified upon the face of the certificate without the payment of another fee.

9. SIGNS UPON STORES.—The surname only is not sufficient; either the full name of the proprietor or the initials of the proprietor's given name prefacing his surname shall be placed upon the exterior of the premises where the pharmacy, drug store or store is located.

10. RELIEF CLERKS.—A relief clerk must deposit his license with the secretary while using a card license.

11. TEMPORARY ABSENCE CONSTRUED.—"Temporary Absence," provided for by Section 234 of Article XI, of the Public Health Law, is construed as not permitting a licensed druggist to be in personal charge of a registered pharmacy for a period of more than eight hours in each twenty-four.

Licenses and Certificates.

12. SIGNATURES.—Licenses must be signed in india ink.

13. EXCHANGE OF LICENSE.—Any person that holds a license as a pharmacist granted by any legally constituted board of this state previous to the first day of January, 1901, may apply to the board; surrender his license; pay a fee of $5 and receive a license to practice as a pharmacist anywhere within this state.

14. SUBSTITUTE OR DUPLICATE LICENSES.—Substitute or duplicate licenses may be issued to persons in good standing, whose licenses have been lost or destroyed, whether they have been licensed by the present board or by one of the former boards, on the payment of the fee, $5, legal evidence of the loss or destruction of the license must accompany the application for the substitute or duplicate license.

15. STOREKEEPER'S CERTIFICATE.—All certificates granted certified storekeepers shall contain a list of such articles as may be sold under this form of registration.

a. *Fee.*—The fee for storekeeper's certificate of permit and registration of store shall be $5, $3 for the certificate of permit and $2 for registration of the store.

b. *Poisons.*—The following poisons sold by certified storekeepers must be sold in original packages only and must be put up by a licensed pharmacist whose name and business address must be displayed upon the package: Laudanum, carbolic acid, tincture of iodine, tincture of aconite, tincture of belladonna.

c. *Prohibitions.*—The sale of chloral, cocaine, morphine and opium by certified storekeepers is prohibited.

16. APPRENTICES.—a. *Registration.*—Every person that shall enter a pharmacy or drug store with the intention of becoming a pharmacist or druggist shall report to the secretary within three months thereof such facts as the board may require for registration.

b. *Experience.*—Half time experience may be credited to registered apprentices while employed in a pharmacy or drug store and in attendance on a school other than a school of pharmacy.

Examinations.

17. APPLICANTS.—a. *Admission of.*—Applications for examinations shall be accompanied by the fee and must be filed with the Examination Division of the department at least ten days prior to the examination.

b. *Failing in Subjects of the Pharmacists' Examination.*—An applicant that attains 75 per cent. or over, in four subjects and fails in the fifth subject may be examined in that subject within six months without payment of additional fee.

An applicant failing in any subject a second time must be re-examined in all subjects. The applicant that fails in more than one subject must be re-examined in all subjects and may take a subsequent examination within six months without payment of an additional fee.

c. *Failing in Subjects in Druggists' Examination.*—An ap-

plicant that fails in one or more subjects in the examination for assistant druggist, must be reexamined in all subjects and may take a subsequent examination within six months without payment of an additional fee.

18. EXAMINERS.—a. *Number Present; Assistants.*—At least two examiners shall be present at the practical examination of the candidates. Examiners may appoint one or more licensed pharmacists to act as assistants if it shall be necessary.

b. *Report Ratings.*—Examiners shall make their reports of ratings in duplicate and send one copy to the department and one to the secretary of the board.

c. *Minimum Rating.*—Papers should be rated by the examiners at the minimum rate of twenty a day, from the date of receipt.

19. TIME AND PLACE.—The examinations shall be held four times a year in accordance with the Regents' rules, at Albany, Buffalo, and New York.

20. PROGRAM.—The examination for pharmacist and druggists shall occur on the Wednesday and Thursday of the week in which the other professional examinations are held: Wednesday, 9:15 a. m. to 12:15 p. m., materia medica, botany, toxicology and posology; 1:15 p. m., pharmaceutical chemistry; Thursday, 9 a. m. to 12:15 p. m., practical pharmacy, including manufacturing, tests, prescription work and identification of substances; 1:15 p. m., theoretical pharmacy.

21. QUESTIONS.—a. *Purposes of the Pharmacists' Examination.*—The examination for licensed pharmacists shall include questions for determining the ability of the candidate to select and preserve the quality of drugs handled by him, as well as for testing the thoroughness of his knowledge of the business in all its branches. The candidate must attain a general average of 75 per cent. with no less than 60 per cent. in any one subject.

b. *Purpose of the Druggist Examination.*—The examination for licensed druggist shall have for its object to determine whether the candidate has a reasonable knowledge of pharmacy, dispensing, compounding of drugs and the detection of incompatibilities and overdoses. The candidate must attain a general average of 75 per cent. with no less than 60 per cent. in any one subject.

c. *Number of Questions in the Written.*—In the written examinations there shall be fifteen questions of ten credits, in each paper, ten of which must be answered as specified on the paper.

d. *Samples in the Practical.*—In the practical examination ten samples shall be submitted for identity, which shall be Pharmacopoeial or National Formulary origin, five of which shall be crude drugs and five shall be galenicals or chemicals.

2. PRACTICAL EXAMINATIONS.—a. *For Licensed Pharmacists.*—These shall consist of the manufacture of two galenicals; the dispensing of three prescriptions and two tests for identity or impurity. The values in this examination shall be: official title, per cent.; common name, 20 per cent.; prescriptions, 30 per cent.; manufacturing, 20 per cent.; tests, 20 per cent.; total, 100 per cent.

b. *For Licensed Druggist.*—These shall consist of the identification of four crude drugs; four galenicals or chemicals; the manufacturing of two galenicals, and the preparation of two prescriptions. The values in this examination shall be: official title, 16 per cent.; common name, 24 per cent.; manufacturing galenicals, 40 per cent.; prescriptions, 20 per cent.; total, 100 per cent.

23. CANDIDATES.—a. *Identity.*—The names of candidates shall not appear on answer papers. Candidates shall be identified by numbers on file in the department.

b. *Answer Papers.*—An answer paper bearing the candidate's name or any other designation which could or would reveal the candidate's identity to the examiner, must be forwarded to the secretary unrated. He shall thereupon send such answer paper to one of the other examiners for rating, making sure that no evidence of the candidate's identity remains on the paper.

24. [illegible] EXPERIENCE *In Lieu of Study.*—A full [illegible] in any school of pharmacy registered by the Regents shall be accepted as the equivalent of the same [illegible] of study.

Profession and Preliminary Educational Requirement.

25. [illegible] The license of another state board of pharmacy [illegible] to the Regents that was issued prior to January 1, 1910, may be accepted as meeting the professional requirements for admission to the examinations for licensed pharmacist when the applicant affords evidence of having had the general preliminary education, the experience and the other qualifications required under the present law and the rules.

26. PRELIMINARY EDUCATION.—The pharmacy student certificate issued by the Regents or its equivalent, must be filed with the executive officer of the pharmacy school not later than Dec. 31, of the year in which he enters on his first course, but students unable to meet the English essential for qualifying certificates prescribed by Section 365, of the Regents' Revised Rules, may pass the same before entering on the second year of the course. Students in course for a degree are not permitted to begin their attendance on any session later than Nov. 15. The department shall revise the list of matriculates submitted by the pharmacy schools of the state on or before Nov. 15, each year, and shall report the result of such revision to the dean on or before Jan. 1, following.

27. PROFESSIONAL EDUCATION.—The rules adopted by the Regents' and the board for the inspection and registration of schools of pharmacy under the amended law of 1905 remain in force unless specifically repealed by Article XI, of the Public Health Law or by these rules.

NEW YORK PH.A. SCHOLARSHIPS AWARDED.

Fine Class of Applicants and Every One Deserving of Preferment—All But One Matriculates.

Editor The Pharmaceutical Era:

A great deal of interest was aroused at last annual meeting of the New York State Pharmaceutical Association held in Saratoga last June, by the announcement of the gift of several scholarships in the different colleges of pharmacy throughout the State, these scholarships to be awarded by a committee appointed by the president of the State Association.

Although little time remained between the time these scholarships were announced and the opening of the colleges of pharmacy, nevertheless the committee made plans at once for the awarding of the Albany and Buffalo scholarships—those in the New York and Brooklyn colleges not being available this year. The committee decided that applicants should be at least seventeen years old; have fifteen Academic Regents counts; worked for at least two years in the drug business in New York State; and be of good moral character.

There were numerous applications for these scholarships. For the John L. Thompson & Sons Co. and the Samuel C. Bradt scholarships in the Albany College, five qualified. For the Buffalo College scholarship seven qualified. Members of the committee met these young men and gave them an examination covering work which the average clerk would have during his first two years in a drug store, and this gave the committee a good opportunity to note the personality of each applicant. In making its award the committee considered age, experience, scholarship, character and personality.

The John L. Thompson & Sons' Co. scholarship was awarded to John L. Hemstead, Waterford, N. Y., the Samuel C. Bradt scholarship to Nelson R. Frasier, Glens Falls, N. Y., and the Buffalo College scholarship to Lorne P. Cottrill, Buffalo, N. Y.

Many interesting facts were brought out by the committee. The writer came in contact with the applicants for the Albany College scholarships and among other facts were brought out that every applicant was supporting himself and had some money deposited in a bank, although some of the young men had started work for four or five dollars a week and paid some board out of this amount. This certainly speaks well for the class of young men who applied for these scholarships and showed that they certainly had grit, thrift and perseverance. Every one of them was worthy of a scholarship and how much the committee wished it had a scholarship for each applicant.

Of the unsuccessful candidates, all except one who applied for the Albany College scholarship, matriculated in that college and in the Buffalo College all applicants matriculated.

It is, of course, impossible to say how many of these young men were induced to enter college by the scholarship agitation but it cannot help but be productive of much good, and an increase in the number of young men entering the drug business.

The committee earnestly hopes that it may have many more scholarships at its disposal next year.

Hudson, N. Y., Nov., 1910 ARTHUR S. WARDLE.

KINGS CO. USES POSTAL PROPAGANDA MEDIUM.

Pharmaceutical Society, However, Will Continue Detail Work Upon Which It Has Spent $4,000.

CONSIDERABLE discussion was aroused at the November meeting of the Kings County Ph. S., held at the Brooklyn C. P., by the report of Charles Heimerzheim, chairman of the Trade Matters Committee, which was to the effect that the detail man, Dr. Van Horne, was better received by the physicians than ever before. Mr. Heimerzheim was of the opinion that the only solution for successful propaganda was continuous and energetic detail work and he thought that the use of any kind of literature, such as postal cards, pamphlets, etc., would not entirely take the place of the detail man.

Dr. Muir spoke of the $4,000 spent on propaganda by the society during the past four years, for which no contributions had been solicited, a record, he declared, which probably could not be beaten by any other pharmaceutical society. Philadelphia druggists, he said, had accomplished great results through their propaganda, but their organization taxed them $12 per year.

President Rehfuss favored sending literature to the physicians each month enlarging on one U. S. P. or N. F. preparation, the expense for this to be additional to the detail work. It was voted that the committee have printed 1,000 postal cards, expounding the qualities of one or two seasonal official preparations, the same to be sold to members at 60 cents per half hundred, and to be stamped by the druggist with his name and address. The committee was granted $60 to continue its work.

Relative to the 'phone question, Mr. Heimerzheim reported that Mr. Cox, of the New York Telephone Co., had assured him that the matter of better commissions for Kings County druggists had not been dropped. The Public Service Commission, Mr. Heimerzheim said, contemplated paying some attention to this question and that the society's committee would attend any hearings that might be granted.

Thomas J. Keenan presented an interesting address on foreign pharmaceutical journals, in the course of which he discussed the subscription rates, time of publication, professional standing, editorial ability, technical capacity, the surprising absence, in a few cases, and the great bulk of advertising, in at least one, of these publications. Mr. Keenan read a letter written by a misinformed physician and an editorial based on the letter, both of which touched on the local morphine ordinance situation and were published in a recent issue of a New York morning paper, and also a reply thereto, the latter meeting the hearty approval of the majority.

A subject pertinent to the local profession, discussed by the members was the advisability of the pharmaceutical associations being represented before the charter revision committee of New York City, in order to be protected from the ordinance-making power of the Board of Health. Dr. Joseph Kahn suggested that under the new charter, an advisory pharmaceutical committee be given power to confer with the Board of Health on all ordinances affecting pharmacists.

Otto Raubenheimer reported the untimely death of Professor Hallberg, and it was decided to send engrossed resolutions to his widow, and the Chicago C. P., deploring the great loss to pharmacy. Mr. Raubenheimer announced that at the December meeting, J. Leon Lascoff would read a paper on "Difficult Prescriptions."

Treasurer Adrian Paradis reported balances of $415 on hand in the society treasury, and $9,735 in the college treasury. Five new members, George Whitmough, Fred. V. Spamer, Alexander Kamenetsky, Alfred M. Gay and Arthur W. Florence, were voted in.

N.Y.R.D.A. Hot After Souvenir Givers

At the November meeting of the New York Retail Druggists' Association the custom of giving away souvenirs by which certain druggists on the East side of New York City seek to attract trade to their stores was the principal subject of discussion. The practice was considered obnoxious by the members and it was decided that a $10,000 fund be raised with which to put a stop to it, even if the same weapons had to be employed or legislation secured to obtain such result.

The association will hold as usual its annual New Year's Eve ball and banquet at Westminster Hall, 73 Lenox avenue, and a splendid time is anticipated. Officers will be elected at the monthly meeting, Dec. 23.

BOARD EXAMINATIONS

Ohio.

COLUMBUS, Nov. 20.—The following is a list of successful applicants at the October examination of the Ohio State Board of Pharmacy:

Pharmacists—J. B. Wilson, John S. Greenwood, Columbus; Aubrey Goldrick, Harry Conners, M. K. Larkworthy, Harry M. Ackermann, Cleveland; E. G. Hegeman, Robert A. Woestmann, E. W. Niederhofer, Mathias Kleiber, Jr., John G. Burkhardt, Edw. C. Matlock, Wm. P. Meissner, Ernest W. Wilfert, Daniel Hawkins, John P. Kuhn, Albert P. Krause, Cincinnati; Ralph Cutler, Frank M. Blank, Akron; F. S. Simmerman, Medina; Frank R. Smith, Fremont; Rudolph H. Raabe, Ada; Bart F. Blosser, Hicksville; Wm. H. Ostot, Springfield; Chas. S. Roberts, North Baltimore; Howard M. Bergert, Canton; John C. Holdgraf, Oak Harbor; Chloe E. Greiner, McComb; Clarence B. Jameson, Lebanon.

Made a grade high enough on their pharmacist examination to entitle them to an assistant pharmacist certificate—Frank R. Ripley, Edw. H. Helms, H. F. Hagedorn, A. C. Serra, Cleveland; Bert R. Mull, Bryan; M. N. Ford, Delphos; C. G. Ungericht, Greenville; John Pamfile, Hubbard; C. P. Sohn, Jr., Allegheny, Penn.; H. C. Zimmerman, Dayton; Howard McLees, Zanesville; A. H. Finley, Washington, C. H.

Satisfactory Assistant Pharmacists—J. Frederick Moser, Columbus; John R. White, Jr., Cleveland.

Illinois.

SPRINGFIELD, Nov. 10.—At the November examination of the Illinois State Board of Pharmacy in Springfield 9 of the 32 applicants for registered pharmacist and 14 of the 17 candidates for assistant pharmacist were successful. Their names follow:

Registered Pharmacists—J. Elmer Arkins, LaSalle; Walter A. Fish, Springfield; John W. Finley, Decatur; Walter T. Gerding, Collinsville; Jacob Kohn, Chicago; John Larsen, Chicago; Justus T. Millen, Springfield; Ralph S. Nichols, Peoria; John Regus, Jr., Melrose Park.

Assistant Pharmacists—Samuel B. Adler, Chicago; Grover B. Carter, Rushville; Samuel J. Denton, Beardstown; Albert Gerding, Collinsville; Louis A. Gorham, Jacksonville; Isadore E. Kitowski, Chicago; Edgar F. Riffey, Springfield; C. G. Robison, Carlinville; Raymond E. Roberts, Springfield; Wm. J. Schelble, Springfield; Frank W. Steimle, Kewanee; Orville C. Smith, Springfield; Clarence A. Withey, Chicago and Charles R. Withee, Jacksonville.

The next examination for registered pharmacists will be held in Chicago, Dec. 6, at 9 a.m., at 87 Lake street, and for assistant pharmacist will be held in Chicago on Dec. 8, at 9 a.m., at 87 Lake street. The next apprentice examinations throughout the State will be held Dec. 2.

Kentucky.

FRANKFORT, Nov. 10.—At the meeting of the Kentucky Board of Pharmacy held in Winchester in October of a class of 23 applicants Clifford J. Dill, Ashland, Ky., qualified as a registered pharmacist and the following passed the examination for assistant—A. T. Bassett, Mt. Sterling; William Dern, Maysville; C. E. H. Buschemeyer, Louisville; C. J. Kline, Louisville; H. M. Hubbard, Lexington; W. H. Mahood, Catlettsburg; T. K. Richards, Owingsville; B. A. Newhall, Louisville; Gilbert Satterwhite, Mt. Sterling; H. A. Oelrich, Covington; G. V. Theobald, Williamstown.

At the annual meeting of the board the following officers were elected for the ensuing year—president, James O. Cook, Hopkinsville; treasurer, Robin H. White, Mt. Sterling; secretary, J. W. Gayle, Frankfort; chairman executive committee, James H. Martin, Winchester. Addison Dimmitt, Louisville, qualified as the newly appointed member of the board, succeeding James E. Cooper, Lexington, whose term expired. The next examination will be held in Covington, Jan. 10-11. Applications must be filed at least ten days earlier.

North Dakota.

LISBON, Nov. 10.—At the October meeting of the North Dakota Board of Pharmacy, held at Fargo, Bert Finney, of Bismarck, qualified as a member. H. L. Haussman was elected president and W. S. Parker was re-elected secretary-treasurer. The next meeting will be held at Fargo on March 21. At the October examination the following qualified:

Registered Pharmacists—George R. Dougherty, Ross; Joseph Evander, Williston; A. J. Gunderson, Valley City; Herman E. Hansen, Willow City; Walter A. Knoop, Hebron; Leroy N. Larson, Atwater, Minn.; Luke O'Reilly, Bisbee; J. F. Schulte, St. Paul, Minn.; Roy C. Stinson, Grand Forks; Mark L. Varnholt, Leeds; Perry N. Walters, Minot, and O. E. Nerby, Thor, Iowa.

Assistant Pharmacists H. N. Counter, Rolette; Earl Davis, Lehr; E. A. Helleman, Minot; Arthur Anderson, Oberon and N. O. Wright, Kermit.

Massachusetts.

BOSTON, Nov. 10.—Less than one-fifth of those who took the examinations before the Massachusetts State Board of registration in Pharmacy during October succeeded in passing. The three classes examined contained 52 members, and certifi-

cates of registration were issued to 10 as follows: Adin F. Fred[illegible] of Peabody; Harry S. Jaskiel, Everett; Edwin J. Mars[illegible], East Boston; Edward I. Campbell, Hyde Park; Howard F. Gilchrist, Roxbury; Charles J. Shattuck, Pawtucket, R. I.; Arthur H. Jenness, Worcester; John Nesson, Gloucester; Robert C. Donelson, Boston; William H. Phelps, Fall River.

Assistants' certificates were granted to 18 as follows: John F. Barrett, Chestnut Hill; Ralph Gualdieri, Chelsea; Herbert J. Mc[illegible], New Bedford; Jos. Weiner, Boston; Adolph C[illegible], Chelsea; Cornelius D. Lynch, Hyde Park; James I. Moriarty, Pittsfield; Charles A. Papanti, Boston; Herbert R. Richardson, West Somerville; Walter S. Silsby, Springfield; Albert A. Stein, Boston; Wayne A. Gross, Salem; Max Mattuson, Boston.

Oklahoma.

STROUD, Nov. 10.—Secretary J. C. Burton, of the Oklahoma State Board of Pharmacy announces that the following were successful at the October examination in Oklahoma City:

Registered Pharmacists—Harry Courtney, Lamont; E. C. Herrington, Shawnee; S. A. Howell, Geary; H. S. Miller, Oklahoma City; J. D. Owens, Norman; I. T. Stockdell, Oklahoma City.

Granted certificates as registered pharmacists on diplomas from schools of pharmacy recognized by the board—Geo. S. Alcorn, Oklahoma City; Frank F. Ballman, Wall Lake, Iowa; C. F. Blankenship, Fairview; Benjamin H. Day, St. Paul, Minn.; S. E. Gilkeson, Claremore; Stuart L. Kleckner, Mifflinburg, Pa.; A. S. Lindemann, Chicago, Ill.; Frank A. Maselli, Pittsburg, Pa.; Chester A. Mace, Lockland, Ohio.; Harold W. Ott, Duncan; W. O. Poole, Williamson, W. Va.; Ned J. Peabody, Sapulpa; Chas. A. Vanzandt, Ida, Miss.; Chas. M. Walker, Britton.

After the January 1911 meeting no schools of pharmacy will be recognized by the Oklahoma board, for the registration of candidates on diploma, without examination, except such schools as comply with the requirements of the National Pharmaceutical Syllabus Committee. The next regular meeting will be held in Oklahoma City, Jan. 10-11. Applications should be filed at least ten days earlier.

Minnesota.

ST. PAUL, Nov. 10.—Charles T. Heller, secretary of the Minnesota State Board of Pharmacy, announces that the next examination will be held in Minneapolis, Jan. 15. At the October examiation the following qualified:

Pharmacists—Floyd H. Hubbard, Minneapolis; Emma Minder, Ortonville; M. J. Johnson, Fulda.

Assistant Pharmacists—B. A. Baldowsky, Milaca; W. J. Mueller, Duluth; W. A. Gokey, St. Paul; John A. Roth, Springfield; J. E. Morgenson, Minneapolis; H. H. Snyder, St. Paul; D. C. Alcott, Aitkin; A. G. Doty, Faribault; E. A. Eichinger, Rochester; C. J. Miller, Mankato.

Utah.

SALT LAKE, Nov. 10.—The following passed the examination held last month by the Utah State Board of Pharmacy and qualified to practice pharmacy: Walter Dupont, Murray; Roy E. Rudolph, Logan; L. A. Allen, Salt Lake; W. B. Sams, Franklin, Ida.; Carl A. Ibk, Ogden.

Rhode Island.

PROVIDENCE, Nov. 20.—At the October examination of the Rhode Island Board of Pharmacy the following applicants were successful: Earl O. Swindells, Frederick C. Gill, Henry J. Vaillancourt, all of the city of Providence.

N. Y. PHARMACISTS MAY FIGHT HEALTH BOARD.

Conference to Await Latter's Decision out of Courtesy —Ready to Take Case to Supreme Court.

Representatives of the various pharmaceutical organizations of New York City met in conference recently at the New York College of Pharmacy in order to discuss the status of the amended morphine ordinance. Dr. Wm. Muir, chairman, reported a likelihood of the Board of Health modifying the measure. A resolution, in effect to permit the sale of U. S. P. and N. F. preparations containing not more than two grains of opium to the ounce and of Sun cholera mixture without prescription, was presented but not adopted.

Several present advocated that the issue be brought immediately into the courts and pointed out that the various organizations throughout the city had sufficient finances at hand to carry their case before the Supreme Court. Dr. Muir objected to any such action at present in view of the courtesy shown by the Board of Health in hearing and considering objections. The meeting was adjourned subject to chairman's call.

National Pharmaceutical Society to Hold Annual Ball.

The National Pharmaceutical Society will hold its second annual ball at Liberty's Casino, St. Ann avenue and 156th street, New York City, Dec. 15. An elaborate program has been prepared for the occasion, a feature of which will be a number of attractive stunts by prominent pharmacists.

NEW FILTER PAPER, SALARIES, "AD" ADVICE.

New York Branch Listens to Pertinent Discussions— Clerks Can Do Much to Aid Their Employers.

AT the November meeting of the New York Branch of the A.Ph.A., held at the New York College of Pharmacy, Dr. George C. Diekman presented a very interesting report as chairman of the committee on pharmacy. A black filter paper now being manufactured excited considerable wonder that it hadn't been thought of before. A tabulation of German pharmacists, licensed and unlicensed, was remarkable in that practitioners in the empire were probably fewer in number than in the State of New York. Salaries vary from an average of $450 for assistants, $600 for pharmacists of five to nine years practice, $720 after 10 to 14 years, to $1,080 after 25 years of professional work. These figures, however, are all computed from the number of marks actually used in payment, and, as was pointed out, the buying power of the mark was higher in Germany than that of an equivalent amount of money in the United States.

M. P. Gould delivered an address on "Advertising for Pharmacists," in the course of which he discussed the commercial development of the drug store. He began by stating that he was not a pharmacist, and that he looked at the drug business as a customer, not as a druggist. In entering a drug store, a "professional pharmacy," he said, the outsider saw first the soda fountain, the candy department, cigar stand, and other departments, in fact, a small-sized department store. In the rear was the scientific part of the pharmacy, the prescription department.

Mr. Gould emphasized the fact that there was no use advertising a "junk-shop." Another principle he laid down was that 'the more people you get into your store, the more you are likely to sell something." A factor against which the department stores are fighting and which constitutes the main strength of the small store, particularly the drug store, is, he said, the "lightning sale," the ability to hand over instantly the goods purchased and the change.

Relative to using 1-cent or 2-cent stamps on circular letters, he thought that the 1-cent stamp would bring just as many replies and orders, providing a suitable announcement was printed on the envelope. Cards enclosed in envelopes brought twice as many replies, in his experience, as cards not so delivered. Blotters sent to physicians he considered a good "ad" if the druggist kept at it, but one batch could not be expected to bring any results. The profitless sale of stamps, Mr. Gould considered an unfortunate but necessary form of accommodation from which the druggist has no relief. Another form of advertising, quite direct in its action, was the treatment accorded the clerk by the proprietor. In this, Mr. Gould was supported by George J. Alexion, the latter a clerk. A clerk can advance his employer's business of his own accord to a greater extent than it can be done by any other means. On the other hand he can retard and harm the business more than can any other factor. Every proprietor "loves" his clerk, said the speaker, but upon the latter's good treatment depends much of the success of any store.

Resolutions were adopted expressing the loss that pharmacy had sustained by the death of Prof. Hallberg and a page to his memory was set aside in the minutes. A similar honor was accorded to the late Michael Rafter, of Manhattan.

Manhattan Ph.A. to Meet in Afternoon.

A radical change was instituted by the members of the Manhattan Pharmaceutical Association at their November meeting held at the New York College of Pharmacy, those present voting to absolve all delinquents of back dues, to reduce the annual dues to $2 and that hereafter meetings shall be held at 2.30 p.m. on the third Monday of each month.

A membership committee was appointed and it will make a strenuous effort to increase the association's membership under the new conditions. To induce enthusiasm in this direction, J. Leon Lascoff, member of the New York Board of Pharmacy, will present, at the annual meeting in April, a copy of the latest edition of the U.S.P. or a standard text book on pharmacy of corresponding value to the person responsible for the largest number of applications.

A pleasant and interesting evening was spent in discussing and acting upon the changes mentioned and it was the unanimous opinion that under new conditions interest in the organization should take a decided boost.

A MONTHLY SERIES OF PRACTICAL AND EDUCATIONAL QUESTIONS FOR DRUG CLERKS AND STUDENTS, WITH THREE CASH PRIZES EACH MONTH FOR THE MOST CORRECT ANSWERS.

THREE PRIZES of $5.00, $3.00 and $2.00 respectively, will be paid each month to the three persons submitting the largest number of correct answers to each monthly series of questions. In the event of a tie for any one of the prizes offered, such prize will be equally divided among the successful contestants. This competition is open to all who may desire to compete.

ANSWER BY NUMBERS and write your answers upon letter size paper (8x10 in.), one side only, with your Name and Address at the top of each sheet. Also number your sheets.

ALL ANSWERS for each month's series of questions must be sent at one time, and must be with us not later than the 15th of the following month.

CORRECT ANSWERS to each series of questions and the names of the three contestants who have been awarded the prizes will be published in the Era, after the close of the respective contests.

WE INVITE our readers to send us their questions for publication in this department, particularly questions related to the practical work of drug clerks.

ALL COMMUNICATIONS relating to this department should be kept separate from other correspondence, and addressed to

The Quiz Master
Care of Pharmaceutical Era 82 Fulton St., New York

First Prize Winner, October Quiz Series.

CARL H. FLANDERMEYER,
Cleveland, O.

Carl H. Flandermeyer, of Cleveland, Ohio, who wins first prize in the October Series of Questions propounded by the Quiz Master, comes of a family of pharmacists whose names have been familiar to the drug trade of the Lake City for more than a generation. In preparing for his life work it was therefore natural that he should study pharmacy. After leaving the public school he attended the Cleveland School of Pharmacy for three years, graduating with the degree of Ph.C. He later passed the Ohio Board of Pharmacy examination, was registered as a pharmacist and has been following the business ever since. He has been a frequent contestant in the Quiz Master's contests and his papers show that he is a student of more than average ability.

Questions, December Series, 1910.

1—What method is used in the nomenclature of the Pharmacopoeia for indicating the titles of the various official substances?

2—Why should the word "colchicum" without any qualification be insufficient as the official Latin name for colchicum corm?

3—Why are the words "mild" and "corrosive" respectively employed in the names of two official chlorides?

4—What number of persons constitute the Pharmacopoeial Committee of Revision of the Board of Trustees?

5—How many more grains in a troy than in an avoirdupois ounce?

6—How many apothecary ounces in 1½ pounds (avoirdupois) of potassium iodide? Show work.

7—How many grains will each of the following quantities of water weigh? Aqua, ℥xvi? Aqua, f. ℥xvi? Aqua, 16 oz.?

8—What is the official Latin name for magnesium sulphate? Bismuth subnitrate? Oil of wintergreen? Spirit of peppermint?

9—Which of the following are Pharmacopœial and which are National Formulary preparations? Garlic, aromatic, elixir, emulsion of castor oil, antiseptic solution?

10—What is the volume in cc. of two pints of alcohol? Show work.

11—Name at least three of the advantages claimed for the metric system of weights and measures.

12—What relation exists between the units of length, measure and weight of the metric system?

13—What poisonous substance is liable to be mistaken for Epsom salt and what is the antidote for that poison?

14—What drugs enumerated in the Federal Food and Drugs Act are required to be declared upon the label when present in any medicinal remedy?

15—How do you find the approximate percentage of alcohol in a mixture when the percentages of alcohol in the various substances forming the mixture are known?

16—What is the approximate percentage of alcohol in a mixture made by combining tincture of opium, 6 fl. drams; tincture of capsicum, 3 fl. drams; tincture of rhubarb, 3 fl. drams; spirit of camphor, 6 fl. drams; spirit of peppermint, 6 fl. drams, and alcohol, 6 fl. drams? Show work.

17—Why is diluted alcohol used in making belladonna and stramonium ointments?

18—What is meant by "valency"? Does any element possess different valencies? If so, give an example.

19—What three official fluidextracts are made with acetic acid as a menstruum and why?

20—What official fluidextracts are made with a hydro-alcoholic acid menstruum? What is the function of the acid constituent in each of these fluidextracts?

21—How many minims of a 5 per cent solution of morphine are equal in strength to one-fourth of a grain of morphine?

22—What is an ester and what are the official esters?

23—What is the official Latin name for coriander fruit? Into what Pharmacopoeial preparations does the drug or its principal constituent enter?

24—What is the object of (a) drying drugs? (b) of the sand bath in the processes involving heat?

25—What two official acids are obtained from nutgall?

26—What menstrua would you recommend in the extraction of aromatic drugs? State briefly your reasons.

27—What are the characteristic allotropic modifications of phosphorus? Which of these modifications is official and into what U.S.P. and N.F. preparations does it enter?

28—Give an example of a drug which the Pharmacopoeia describes as a rhizome, a tuber, petals, flower buds, bulb.

29—What are the official Pharmacopoeial oxalates?

30—What is phenol? Phenic acid? Phenylic alcohol? What unsaturated aromatic phenol is official?

31—What conditions are required for making large crystals?

32—What is a supersaturated solution?

33—What is the meaning of the term "awn" as used by botanists? In the description of what drug does the word appear in the Pharmacopoeia?

34—What is the difference in weight of a U. S. pint of distilled water and an Imperial pint of the same liquid at standard temperature?

35—What is the equivalent of 0.4873 avoirdupois pound in units of apothecaries weight?

36—How are oleoresins made?

37—What is a styptic? Name a U.S.P. preparation which conforms to your definition.

38—What are five official Pharmacopœial liquids which have a lower boiling point than water?

39—What are five official Pharmacopoeial liquids which have a higher boiling point than water?

40—What are two official digestive ferments? In what media is each most active?

41—What are three Pharmacopœial substances characterized as or derived from the milky juices of plants?

42—What quantity of strychnine acetate, expressed in the apothecaries system, is contained in each dose of the following prescription?

Strychnine acetate	0.21 gram
Diluted acetic acid	3.50 cc.
Alcohol	25.00 cc.
Compound tincture of cardamom	1.00 cc.
Water enough to make	100.00 cc.

Dose, ten minims 3 times a day.

43—What is the object of triturating the tar with sand in the preparation of syrup of tar?

44—What two salts of hydrocyanic acid are official and what are their respective average doses?

45—What is fusel oil and what products are named by the Pharmacopœia as likely to be contaminated with it?

46—What is the difference between emulsification and saponification?

47—What reaction occurs in compounding a mixture containing syrup of tolu and sodium bicarbonate?

48—What substances increase the solubility in water of (a) iodine? (b) saccharin? (c) corrosive sublimate?

49—What are four salts of mineral bases which possess astringent properties?

50—What acid is obtained from argols? What are two official double salts of this acid?

Competitors, Please Notice.

The above list of questions is the complete series for December, and all who desire to compete for the prizes should see that their answers are received by the Quiz Master, not later than January 15. Do not send your answers in parts, but mail them all at one time, and be sure to follow the instructions given at the head of this department.

The judges in the October contest of the Quiz Master's department have awarded the prizes as follows:

First prize, $5, to Carl H. Flandermeyer, Cleveland, Ohio.
Second prize, $3, to Chas. K. Stottlemeyer, Hancock, Md.
Third prize, $2, to C. M. Morse, Lawrence, Mass.

Contestants wishing to know the grade which they have made in the October contest may obtain this information on request by sending two cents for postage to the Quiz Master.

Questions and Answers, October Series, 1910.

1—What is the nature of the mixture which results from triturating myrrh with water?

When triturated with water, myrrh yields a brownish-yellow emulsion.

2—What changes does creosote water tend to undergo if allowed to stand for some time?

Creosote water on standing, becomes turbid, and deposits tarry-like bodies formed by the decomposition of the creosote.

3—What is meant by a saturated solution?

A saturated solution is one formed when a liquid has dissolved all of a solid it can take up at that temperature. Saturation of a liquid with one solid does not prevent it from dissolving other solids, and in some cases the solvent power of the liquid is thereby increased.

4—Does the sign "℥" apply to the same system of weights as the sign "oz."?

No, the sign "℥" represents the apothecary ounce of 480 grains, while the sign "oz." represents the avoirdupois ounce of 437.5 grains.

5—How would you mix a powder containing bismuth subnitrate and powdered gambir, if the product so formed were directed to be used by inhalation?

Mix the powders lightly with a spatula on a powder paper, but do not triturate in a mortar, as such trituration may cause the bismuth subnitrate and the gambir to aggregate and thereby render the finished product unsatisfactory.

6—What is the therapeutic action of Irish moss?

Demulcent, nutrient and dietetic, although some authorities state that the gum which enters largely into its composition does not digest very readily.

7—What is meant by calcination?

Calcination is the process of separating volatile substances from fixed inorganic matter by the application of heat without fusion.

8—How many liters in five gallons of alcohol? Show work.

18.927 liters. Since there are 16 fluid ounces in a pint and 8 pints in a gallon, then in one gallon there are 128 fluid ounces (16 × 8 = 128). In one fluid ounce there are 29.5737 cc. and in 128 fluid ounces there are 3785.43 + cc. (29.5737 × 128 = 3785.4336) which is equivalent to 3.7854 + liters [3785.4336 ÷ 1000 (cc. in a liter) = 3.7854+]. Then in five gallons there are 18.925 + liters (3.7854 × 5 = 18.927).

9—What occurs when calcium hydroxide test solution is added to an aqueous solution of tannic acid?

On adding to an aqueous solution of tannic acid a small quantity of calcium hydroxide T. S., a pale bluish-white flocculent precipitate is produced, which becomes more copious and of a deeper blue by the addition of a moderate excess of calcium hydroxide T. S., while a larger excess of the latter, imparts a pale pinkish tint to the solution.

10—What effect do salts which are alkaline to litmus paper have upon aqueous solutions of alkaloidal salts?

All salts having an alkaline reaction to litmus precipitate alkaloids from solutions of alkaloidal salts.

11—How should petroleum benzin be kept?

Petroleum benzin should be carefully kept in well-stoppered bottles or in tin cans, in a cool place, remote from lights or fire.

12—What precautions does the Pharmacopœia give for the storing and handling of silver oxide?

According to the Pharmacopœia, silver oxide should be kept in dark amber-colored vials and should not be triturated with readily oxidizable or combustible substances and should not be brought in contact with ammonia.

13—What two U.S.P. tinctures are solutions of inorganic substances in alcohol?

Tincture of iodine and tincture of ferric chloride.

14—What is a least one volatile oil which is frequently an important constituent of the perfume for dentifrices?

Oil of peppermint and oil of wintergreen are extensively employed in the manufacture of dentifrices on account of their agreeable odor and the refreshing and stimulating properties they impart to such preparations.

15—What is meant by antiseptics?

Antiseptics are substances which have the power of preventing putrefaction.

16—Is oil of cade soluble in water or alcohol?

Oil of cade is almost insoluble in water; it is only partially soluble in alcohol.

17—With one exception, what proportion of volatile oil to purified talc is used in preparing those U.S.P. waters in which purified talc is employed as a filtering medium.

Two cc. of volatile oil and 15 gm. of purified talc are used in preparing 1000 cc. of the finished product.

Oklahoma Druggist a Prize Winner.

W. R. WILES,
Braman, Okla.

W. R. Wiles, a prize winner in the June Contest of the Quiz Master's Department, is associated with his father as joint proprietor of the Braman Pharmacy, Braman, Okla., the firm name being Wiles & Son. Mr. Wiles is an Iowan by birth although he has resided in Oklahoma since he reached 17. He graduated from the Blackwell High School and later entered the University of Oklahoma School of Pharmacy. He did not remain long in the latter institution, however, but entered a drug store at Nardin, where he continued for some time, taking in the meantime instruction in the ERA COURSE IN PHARMACY from which he graduated in 1901. He then went before the Oklahoma Board of Pharmacy and successfully passed the examination as a registered pharmacist. Years of work as a drug clerk and as a proprietor have not caused him to lose interest in the sciences which go to make up pharmacy or to begrudge the time to test his knowledge concerning the profession.

18—What water is the exception referred to in the previous question?

There is really no exception as would appear from a reading of the previous question. In the formula for camphor water a larger proportion of medicament is employed than in the official waters made from volatile oils, but camphor is not classed as a volatile oil. In the preparation of bitter almond water no talcum is used, the oil being directly dissolved by agitation in the distilled water.

19—What is the nature of odor evolved, when saccharin is heated above 220° C.

When saccharin is heated above 220° C., the odor evolved is that of bitter almond.

20—In preparing oleates, which will dissolve more rapidly, freshly precipitated oxides of the metals, or metallic oxides which have been prepared for some time?

In the preparation of oleates freshly precipitated oxides of metals dissolve more rapidly than oxides which have been prepared for some time.

21—What is the appearance, odor and taste of oil of theobroma?

Oil of theobroma is a yellowish-white solid, having a faint, agreeable odor, and a bland, chocolate-like taste.

22—In physical appearance how does diluted hydrochloric acid differ from concentrated hydrochloric acid?

Diluted hydrochloric acid is a colorless, odorless watery liquid, while concentrated hydrochloric acid is a colorless, fuming liquid, of a pungent odor.

23—What is the chief constituent of the crystalline deposit which frequently separates from oleoresin of malefern on standing?

It consists chiefly of filicic acid, which should be reincorporated before the oleoresin is dispensed.

24—What N.F. preparation does the U.S.P. compound tincture of cardamom closely resemble, and what is the principal difference between these two preparations?

Compound tincture of cardamom closely resembles compound spirit of cardamom of the National Formulary, and differs from it mainly in that the latter preparation does not contain any coloring matter.

25—What are the ingredients used in preparing "Beef, Wine and Iron" N.F.?

Extract of beef, tincture of citro-chloride of iron, compound spirit of orange, water, alcohol, syrup and sherry wine.

26—How may oxalic acid be distinguished from all other common acids?

Oxalic acid is distinguished from all other common acids by the form of its crystals, and by its solution yielding a precipitate with lime water, insoluble in an excess of the acid or in acetic acid.

27—What effect do ammonium salts have upon the solubility of precipitated calcium carbonate in water?

Ammonium salts increase the solubility of precipitated calcium carbonate in water.

28—What should be the colchicine strength of colchicum corm; of colchicum seed?

Colchicum corm should yield not less than 0.35 per cent. of colchicine; colchicum seed, not less than 0.45 per cent of colchicine.

29—The names of substances belonging to what group of organic compounds have the ending "ose"?

The names of members of the carbohydrate group of organic compounds have the ending "ose", thus glucose, saccharose.

30—What is the average official dose of phenacetine; fluidextract of wild cherry; magnesium carbonate; pepsin?

Phenacetine, 7½ grains; fluid extract of wild cherry, 30 minims; magnesium carbonate, 45 grains; pepsin, 4 grains.

31—Considered as a class, what can be said about the odors of volatile alkaloids?

The odor of volatile alkaloids is generally characteristic of their origin. As a rule, they have a peculiar and disagreeable ammoniacal odor.

32—What is the reaction of blood to litmus?

Alkaline.

33—What is mace?

Mace is the testa and arillode of nutmeg.

34—What is known as "virgin" turpentine?

"Virgin" turpentine is the turpentine obtained from a pine tree the first year it is boxed or cut.

35—Why should rubber water bottles be protected from oils and grease?

One Winner or Two? Here's the Picture.

C. M. Morse, of Lawrence, Mass., has been a regular contestant in the Quiz Master's Department for some time and as a prize winner has acquitted himself in a highly creditable manner. With all of his intellectual attainments, however, Mr. Morse has not yet solved the problem of appearing in two places at one and the same time as the accompanying picture would indicate. By a double exposure on the same negative the photographer has succeeded in producing a very good representation of him as a hospital steward at the Soldiers' Home in the dual role of "off and on duty, yet always a pharmacist."

Oils and grease tend to dissolve rubber and therefore are destructive to goods made of this material.

36—What is the solubility of urethane in water; in alcohol; in ether; in chloroform?

Urethane is soluble in less than one part of water; 0.6 parts of alcohol; 1 part of ether and 1.3 parts of chloroform.

37—What is the objection to giving emetics in the treatment of poisoning due to strong acids?

Strong acids usually cause considerable destruction of tissues and thereby weaken the walls of the alimentary canal. If emetics are given in such cases, the walls of the alimentary canal may be ruptured by the spasmodic contractions produced by the action of emetics.

38—How may ferric oxide be detected as an impurity in copper sulphate?

If hydrogen sulphide gas be passed through 10 cc. of the aqueous solution of the salt (1 in 20) to which 1 cc. of diluted hydrochloric acid has been added, until all of the copper is precipitated as sulphide, one-half of the colorless filtrate should not be colored or rendered turbid upon the addition of ammonia water, nor should the remaining portion of the filtrate yield, upon evaporation and ignition, a weighable residue.

39—Is ethyl chloride soluble in water; in alcohol?

Ethyl chloride is slightly soluble in water, and readily soluble in alcohol.

40—If sodium phosphate loses five molecules of water of crystallization upon exposure to air, what will be the weight of seven pounds (avoir.) of sodium phosphate (considered as 100 per cent pure) after the salt has effloresced in air to the extent just stated? Show work.

5.2402 lbs. The molecular weight of the official sodium phosphate is 355.61 and the molecular weight of 5 molecules of water is 89.40 [17.88 (weight of one molecule of water) $\times 5 = 89.40$], then the molecular weight of the effloresced salt would be 266.21 ($355.61 - 89.4 = 266.21$). Since 7 lbs. is the weight of 355.61 parts of sodium phosphate then the weight of one part is .019684 lbs. ($7 \div 355.61 = .019684$) and that of 266.21 parts is 5.2402+lbs. ($.019684 \times 266.21 = 5.2402$), or the weight of the effloresced sodium phosphate.

41—Syrups are closely allied to what other class of U.S.P. preparations?

Syrups are closely allied to the honeys.

42—In what part of plants do volatile oils exist?

Volatile oils may exist in every part of the plant from the root to the seed, and sometimes several oils may be found in different parts of the same plant. They do not all pre-exist in the plant, however, some being the result of fermentative

action between certain constituents of the latter, and others being produced by destructive distillation.

43—What is the botanical name for India senna; for Alexandria senna?

The botanical name for India senna is Cassia angustifolia; for Alexandria is Cassia acutifolia.

44—Briefly state what is about the size and appearance of staveacre.

Staveacre is a seed about 1-5 in. long and ⅛ to ¼ in. broad; it is flattish and has the general outline of a tetrahedron with the broadest side convex.

45—The odor of menthol closely resembles that of what official volatile oil?

Oil of peppermint.

46—Upon exposure to air, what changes does a freshly prepared aqueous solution of pyrogallol undergo?

A freshly prepared aqueous solution of pyrogallol gradually acquires by exposure to air a brown color and an acid reaction, due to the absorption of oxygen. These changes take place very rapidly if the solution contains an alkali hydroxide.

47—What would you dispense upon an order calling for thyroid extract?

Dispense dessicated thyroid glands; thyroid extract is a synonym for this preparation.

48—For what is veronal chiefly used?

Veronal is chiefly used as a hypnotic in the various forms of insomnia, especially that accompanying hysteria, neurasthenia and mental disturbances.

49—What is vinegar?

Vinegar is diluted acetic acid (about 6 per cent), containing often other substances, such as coloring matter, compound ethers, etc., depending upon the method and materials employed in manufacture. The laws of most of the States define vinegar about as follows: Cider or apple vinegar is the product made by the alcoholic and subsequent acetous fermentation of the juice of apples. Wine or grape vinegar is similarly made from the juice of grapes, while malt vinegar is the product from the fermentation of an infusion of barley malt or cereals whose starch has been converted by malt. Sugar vinegar is produced from the fermentation of solutions of sugar, syrup, molasses, etc.; glucose vinegar from the fermentation of solutions of starch, sugar or glucose, and spirit, distilled or grain vinegar is produced by the acetous fermentation of distilled diluted alcohol.

50—What change does honey of rose tend to undergo soon after it is prepared?

Honey of rose deposits honey sugar even upon standing a short time.

A Popular Home Course in Pharmacy.

The ERA COURSE IN PHARMACY is a home study course in pharmacy which is divided into ten parts with recitations and examinations by mail. Thorough instruction is given in General Chemistry, Theoretical and Practical Pharmacy, Botany and Meteria Medica. The cost of the COURSE is $10, and students of average ability can usually complete the work in from ten months to a year. New classes are organized each month and now is a good time to enroll, as studying the ERA COURSE would be an excellent way in which to profitably spend many long fall and winter evenings. A Prospectus will be sent by the publishers of THE PHARMACEUTICAL ERA to any one who applies.

Pharmacy Classes Elect Officers.

CHICAGO, Nov. 20.—The classes of the School of Pharmacy of the University of Illinois have organized and elected the following officers:

[illegible] President, William A. Smith, [illegible] Carl Bode, [illegible] president, L. H. Underhill, vice-president; W. G. Stolzer, secretary; L. E. Stoelzer, treasurer.

BALTIMORE, Nov. 20.—The Junior Class of the Department of Pharmacy University of Maryland, has elected these officers for the year:

President, Charles E. McCormick; vice-president, J. K. Brown; [illegible] D. M. [illegible] Robert R. Bacon.

Prof. Eberle is Now a Chicago Veteran.

CHICAGO, Nov. 22.—At the last meeting of the Chicago V.D.A., E. G. Eberle, president of the A.Ph.A., was duly elected an [illegible] the association.

LIVE DRUG CLERKS ORGANIZE IN HARTFORD.

Objects Social and Educational and Governors are Planning Series of Lectures for Winter.

HARTFORD, Ct., Nov. 20.—The Hartford Licensed Drug Clerks' Association recently organized with 25 charter members, and has secured quarters in room 27, Charter Oak Bank Building, Asylum and Trumbull streets. The objects of the new organization are purely social and educational and the board of governors is planning a series of lectures on pharmacy and materia medica for the winter months, to which the sixty drug clerks in the city will be invited. It is anticipated that the latter will be enrolled as members in the near future inasmuch as the association has already earned the good will and support of the drug store owners. A drug clerks' association flourished in Hartford in 1894 but died on account of lack of interest, and it is the aim of the moving spirits of the present organization to make it more successful than the old one.

The officers are as follows:

President, J. J. Keefe; vice-president, Lester H. Tracy; financial secretary, J. Dolan; recording secretary, C. E. Shaddrick; treasurer, Frank Tierney; board of governors, J. Foster, chairman; John W. Ghent, Alexander Thompson, Frank W. Dunn, James Lynch and Richard Hefters.

The board of governors represents the best sections of the city, being well proportioned among the principal drug stores of Hartford. Meetings occur on the first and third Tuesdays of each month.

Portrait of First Woman Graduate of Phila. C.P.

PHILADELPHIA, Nov. 20.—With unique exercises the women graduates of the Philadelphia College of Pharmacy recently presented to the college a portrait of the late Dr. Susan Hayhurst, of the class of '83, and the first woman graduate in pharmacy in America. Howard B. French, president of the college, presided. The presentation address, prepared by Prof. Joseph P. Remington, was read by Prof. Henry Kraemer. Miss Susanna G. Haydock read a sketch of Dr. Hayhurst, in which she referred to her many-sided character. Tributes were also paid by Charles W. Parsons, of New York; Dr. Anna E. Broomall, Miss Sara L. Naly, Professor Kraemer, Professor Edward Boring, Dr. C. B. Lowe and Mr. French. The portrait was painted by Miss Florence Newton, a young Philadelphia artist.

Eighty-three women have been graduated from the Philadelphia College of Pharmacy since 1883, when Dr. Hayhurst became the pioneer. Of this number, more than half have died. Four were at the presentation. They were Miss Sara L. Naly, of the Women's Hospital; Mrs. L. A. Hance, of the West Philadelphia Women's Hospital; Miss Susanna Haydock, who owns and conducts her own drug store at 2123 Locust street, and Mrs. Charles H. LaWall, wife of the pure food chemist. The committee in charge consisted of Misses Naly and Haydock and Miss Florence Yaple.

Brooklyn Druggists Organize a Social Club.

A number of Brooklyn retail and wholesale druggists met recently at the Kaiser Haus and organized a social club. Plans are under way for several bowling tourneys, card parties and dinners. Officers for the ensuing year are as follows:

President, Adolph Sarnitzsch; vice-president, Henry Barnes; secretary, John Rippinger; treasurer, Stanley Dorn; board of governors, the above officers, Henry Meyer, Martin Kleine and Alexander Gardner.

Committee to draw up constitution and by-laws and select name for organization consists of J. H. Millen, R. H. Richards, Stephen Dorn and Martin Kleine.

Prison Terms for Robbers of Drug Stores.

BOSTON, Nov. 21.—Five of the men who were concerned in robberies of drugstores in Somerville, Dorchester and Roxbury, in October, have been sentenced to state prison for terms varying from six to nine years. They were caught after they had raided a south end restaurant, and were identified by druggists who were held up at the point of their revolvers. The Beacon pharmacy in Somerville and C. L. Blake in Dorchester, were thus victimized, while a few hours after the latter was held up the drugstore of C. H. Davis in Dorchester was robbed.

MOSTLY PERSONAL

T. P. Taylor, United Drug Director and Successful Projector of Chain of Pharmacies in Louisville.

LOUISVILLE, Ky., Nov. 20.—Thomas P. Taylor, president of T. P. Taylor & Co., Inc., one of the leading druggists of the South, who was recently elected a director of the United Drug Co., is chief stockholder of a Louisville company, which now operates four drug stores, and has won fame through its satisfactory and courteous treatment that is offered to all patrons. The reputation of this corporation is widespread throughout Kentucky and neighboring states and Mr. Taylor is no less renowned for having built up his present extensive interests from a nucleus furnished by one store that he began to operate in 1881. An account of the methods by means of which the extraordinary growth of the company has taken place should be interesting to very druggist who contemplates extension of his line.

THOMAS P. TAYLOR,
(Photo by Standiford, Louisville.)

Mr. Taylor began his career in the drug business at Owensboro, Ky., about 1877, entering the employ of W. T. Courtney & Co., as a clerk, the Courtney concern being at that time one of the most prominent drug companies in the state. After remaining with the Owensboro druggists for some time, Mr. Taylor came to Louisville to clerk for Dr. L. E. Eddy, and to gain a thorough knowledge of prescription work from this well known physician. After spending four years in the capacity of clerk, first for a drug firm and next for a physician, Mr. Taylor bought the drug store of A. C. Williams, in this city, at Third and Jefferson streets.

This store furnished an embryo from which the present array of Taylor stores developed and in which the "Taylor-Made" policies first made themselves evident to the public. Mr. Taylor first illustrated his progressiveness and modern methods by establishing two branch Taylor stores, operated in conjunction with the main establishment in Jefferson street. The branches were located in Portland, a western suburb of Louisville. Additional branches were soon established at Third and Market streets and Third and Catherine streets, and the operation of various of these sub-stations in connection with the main store was carried on for some time by Mr. Taylor with great success.

However, in 1902, Mr. Taylor decided that Louisville stood in need of another first-class store in the heart of the downtown district, so the branches were gradually disposed of, and on July 1, 1902, he bought the business of Muswick & Co., in Fourth avenue, between Market and Jefferson streets. This company originated cut-rate prices in Louisville and Mr. Taylor expanded the cut-rate plan. The Muswick house was transformed into Taylor Pharmacy No. 2, the first establishment being continued in operation at Third and Jefferson streets.

With 1904 came the opening of the Seelbach Hotel, the South's premier hostelry, at Fourth and Walnut streets. Mr. Taylor readily saw an opening for a drug store, located in close proximity to the Seelbach, and he secured a site a few doors away from the corner of Walnut street, in Fourth avenue. Here Pharmacy No. 3 was established. Finally, in 1909, to complete a chain of stores, embracing every portion of Louisville's downtown district, Mr. Taylor purchased the business of Foster Baird, at Fourth avenue and Chestnut street. The Baird store was but recently erected and the fixtures and equipment were new, so Mr. Taylor secured Pharmacy No. 4, with all accoutrements ready for land-office business in drug lines.

"In building up my array of stores in Louisville, I have simply expanded with the growth of business conditions surrounding me," said Mr. Taylor, in outlining the plan of campaign that has successfully introduced a chain of Taylor stores into the city. "From the impetus given me at my first store, in Jefferson street, I opened up other stores, and they prospered on account of the attentive service, complete stock, and courteous treatment that is accorded to every one who patronizes a Taylor store.

"Of course, my good fortune in obtaining very favorable locations figured largely in the success of the Taylor stores, but I believe that favorable locations will fall to the lot of any druggist who exercises a little perspicacity and judgment in renting and leasing sites.

"Thorough departmentization and popular prices are the rule in each of the Taylor stores. By combining the preceding factors, you will have a formula that will unlock a door to a new and broader field of activity, such as is not dreamed of by the druggist who is not wide awake to every possibility in his own town."

Believing that the public of the present age look for attractive fixtures and a spick and span appearance in a modern store, of any character whatever, Mr. Taylor makes it a point to equip each store with handsome fixtures, beautiful decorative schemes and to insure absolute cleanliness in every nook and corner of the store. The soda fountains in each of the four Taylor stores are regarded as models of their respective kinds, and each is of beautiful design, with a lavishness of costly material displayed in their construction such as is seldom found.

The soda fountain department in the Taylor business policy forms one of the big items, for each fountain is kept up to the highest possible standard The "Taylor-Made" policy of liberality to customers is exemplified in the fact that each ice-cream soda contains a scoop of whipped cream, while each lemonade contains a scoop of the suitably flavored ice to combine with the drink. These finishing touches to sodas, sundaes and lemonades constitute the liberality feature of soda operations. Absolute purity of ingredients and sanitary service of the highest degree is offered to Taylor soda patrons.

CHARLES A. HAUPT,
of Terre Haute, Ind.

Another big department is the cigar and liquor section, where the best known brands are always kept advertised and on display. Popular prices are also the rule in this department, and a great deal of newspaper advertising is used to exploit the cigar and liquors. In line with the newspaper advertising, it might be said that to the daily newspapers Mr. Taylor attributes much of his success, for he has been a heavy advertiser since his start in the drug business.

The expert service that is offered to the public in the prescription departments of the four Taylor stores is a revelation. The prescription counters in each store are separated from the remainder, not only nominally, but also in reality, for the prescription desks are partitioned off and the prescriptionists, each a registered pharmacist, have absolutely nothing to do but compound remedies according to prescriptions that are brought in by the trade. Every Taylor

store contains a complete stock of rubber goods, and a lady attendant is in charge to cater to the needs of her sex and to show goods in private. Pharmacy No. 2 has a big optical department, in charge of two graduate opticians.

Although Mr. Taylor has general supervision over the entire system he has surrounded himself with a corps of top-notch managers. Pharmacy No. 1 is under the direction of E. J. Isaacs; No. 2 is supervised by E. G. Stetzel, who has been with the concern for more than thirteen years; No. 3 is operated by Horace Taylor, son of T. P. Taylor, and Herman Obrecht; and Clarence B. Davis is manager of No. 4.

Socially, Mr. Taylor is prominent in Louisville. He is a leading Elk and belongs to the Louisville Commercial Club, both bodies being strong organizations, fraternally and commercially, of the Gateway of the South. Mr. Taylor was recently elected as a member of the Louisville Automobile Club. He is an enthusiastic motorist and one of his chief diversions lies in occasional journeys through the Blue Grass State, in his big touring car.

—CHARLES A. HAUPT, proprietor of the Montrose Pharmacy, Terre Haute, Ind., whose photograph is reproduced on the preceding page, is one of the enterprising and progressive druggists of his section of the State, which fact led to his election as first vice president of the Indiana Ph.A., at its 1910 meeting. Mr. Haupt is only 35, but has been in the drug business ever since he was 14, except for a year and a half which he spent in the United States Field Hospital Service as a hospital steward during the Spanish War. His first position after leaving High School was in the drug store of T. B. Glazebrook and he has been in business for himself at his present location, 17th and Franklin avenue, Terre Haute, for five years. For one year he was president and for two years was a member of the executive committee of the Vigo County R.D.A.

—MRS. NELLIE FLORENCE LEE, president of Philadelphia Chapter of the W.O.N.A.R.D., met with a painful accident the latter part of October, fracturing a knee. Her many friends will be pleased to know that recent advices were that she was able to sit up and was on the road to permanent recovery from her injury.

—FOLLOWING the meeting of the N.W.D.A., Clarence M. Kline of Philadelphia, Mr. and Mrs. Arthur S. Raymond, Lincoln, Neb. and Woods A. Caperton, Indianapolis, spent a few days duck hunting on the coast in the vicinity of Aransas Bay. The Port Bay Hunting and Fishing Club of Rockport was made headquarters.

—JOHN BURNSIDE, of Parke, Davis & Co., New York Branch, was recently confined to his home for a period of six days as the result of a bad fall. His many friends will be pleased to hear that he sustained no serious injury and is again at his desk.

—DAVID JONES, formerly a member of the Detroit American baseball team, has purchased the Nairin Pharmacy, Detroit, and with his brother, Arthur, will cater to the pharmaceutical wants of their many friends in the City of the Straits.

—C. MAHLON KLINE and Clayton French, of the Smith, Kline & French Co., Philadelphia, stopped recently in Indianapolis, while enroute to the N.W.D.A. meeting in Dallas, to visit the Red Lilly laboratories.

—SAMUEL CABOT, chemist, and a member of the corporation of Samuel Cabot, Inc., and Louis O. Duclos, of the Massachusetts Chemical Co., have been elected to membership in the Boston Chamber of Commerce.

—C. G. COPP, manager of Greil Bros. Co., wholesale druggists, Montgomery, Ala., spent a few days in Indianapolis recently, visiting the wholesale drug trade of that city and seeing the Lilly laboratories.

—W. A. HOVER, of Denver, chairman of the committee on credits and collections of the N.W.D.A., preceding the Dallas convention last month spent some time cleaned in fishing in the streams of Fannin, Tex.

—W. ASHTON EVANS, Ph.G., Washington, D.C., proprietor of the Astoria Pharmacy, 3rd and G streets, has opened his second store, the Ashton Pharmacy, at 2434 18th street, N. W., in the same city.

—J. A. T. Jones, advertising manager of Frederick Stearns & Co., Detroit, has resigned to accept a similar position with Chester Kent & Co., Boston. In his advertising connection, Mr. Jones has been associated by the Stearns company for nineteen years and for many years has been editor of the *Nine Idea*. He has twice served as president of the Detroit Adcraft Club.

—LESTER H. CARRIGAN, University of Michigan School of Pharmacy, '03, with Parke, Davis & Co., New York Branch, recently joined the University of Michigan Club of New York.

—FRANK P. DREXEL, of the Yahr & Lange Drug Co., Milwaukee, has returned to his desk from a trip to Indianapolis where he visited the jobbing trade and the laboratories of Eli Lilly & Co.

—THEODORE MUELLER, proprietor of the Central Drug store at West Allis, Wis., has become one of the principal stockholders in the First National Bank of West Allis.

—DR. WILLIAM DILLON HACKER, a prominent dentist of Indianapolis, spent a few days in New York City on his return from the recent dental convention in Boston.

—GEORGE R. WHITE, President of the Potter Drug & Chemical Co., has been elected a member of the executive committee of the Algonquin Club, of Boston.

—JOHN WORTHINGTON, probably the oldest pharmacist in Brooklyn Borough, New York City, on Nov. 3 celebrated his 85th birthday. He retired 10 years ago.

—OTTO KALMUS, proprietor of the Otto Kalmus Chemical Co., Cincinnati, sailed Nov. 15 from New York for Germany, on the steamship Kronprinzessin Cecelie.

—WILLIAM HALL, salesman for Eli Lilly & Co., with headquarters at Albany, N. Y., was a recent visitor at the firm's branch in New York City.

—ALBERT DEFAUT, lately with the Washburn Drug Co., Memphis, Tenn., will enter business for himself in the same city on or about March 1 next.

—ROBERT A. HEVENOR, sales manager of Morrisson, Plummer & Co., wholesale druggists, Chicago, was a recent visitor in New York City.

—W. D. ROWLES, of Parke, Davis & Co., New York branch, recently spent a couple of days at the firm's home office in Detroit.

—H. S. ROSS who travels Western Michigan for the Red Lilly Line recently spent a few days in Indianapolis visiting the home office.

—L. R. DARLING, general manager of the W. A. Nelden Drug Co., Salt Lake City, Utah, was in Indianapolis recently on a visit.

—RALPH M. STORMONT, of the Illinois Lilly sales force, is in his territory after a short visit to the home office in Indianapolis.

—WILLIAM STEINLE, of Marinette, Wis., attended the 50th wedding anniversary of his parents recently at Madison, Wis.

—HUGO DUBOIS, of the Roessler & Hasslacher Chemical Co., this city, sailed for Europe on Nov. 20.

Paxson & Co. Out of Bankruptcy.

E. D. Paxon & Co. (corporation), druggists at 771 Sixth avenue, Manhattan Borough, New York City, has made a settlement with creditors at 50 cents on the dollar, payable 10 cents cash and 40 cents in notes at 4, 8, 12 and 16 months, and Judge Hough has dismissed the petition in bankruptcy filed against the corporation, last September.

A Model Drug Store is Being Remodeled.

W. E. Porter, proprietor of the Model Drug Store at North Milwaukee, Wis., is installing new fixtures and floor cases in his store. The building is also being generally remodeled.

Detectives Find a Druggist's Stolen Watch.

LOUISVILLE, Ky., Nov. 15.—Some hurry-up detective work on the part of two local sleuths recently resulted in the return of a valuable gold watch to Leon Abraham, druggist.

Burglars Descend on a Green Bay Pharmacy.

GREEN BAY, Wis., Nov. 20.—The pharmacy of August Nevan was broken into recently by burglars, who secured about $100 in cash and made their escape.

New Owners for Oline Chemical Co.

F. G. and B. A. Woehlmann, of Wausau, have purchased the Oline Chemical Co., at Merrill, Wis. They have taken possession of the business.

The Directory will be ready in December. Price $5 per copy. Orders should be placed now.

N. W. D. A. Approves Federal Drug Act as Model for All States.

Uniformity of Laws Urged and Greater Restriction of Opium Advocated—Prosperous Year for Jobbers, Despite Trade Combinations and Chain Stores—Next Convention to be Held in New York—Many Important Subjects Considered.

CHARLES S. MARTIN,
of Nashville, Tenn.,
retiring president of the N.W.D.A.

DR. WILLIAM JAY SCHIEFFELIN,
of New York City,
elected president of the N.W.D.A.

GEORGE W. LATTIMER,
of Columbus, Ohio,
elected first vice president N.W.D.A.

THE NEW OFFICERS OF THE N.W.D.A.

President—Dr. William Jay Schieffelin, of New York City.
First Vice President—George W. Lattimer of Columbus, Ohio.
Second Vice President—L. E. Lyons of New Orleans, La.
Third Vice President—Adam Pfromm of Philadelphia, Pa.
Fourth Vice President—B. B. Gilmer of Houston, Tex.
Fifth Vice President—A. J. Tapping of Peoria, Ill.
Secretary—J. E. Toms of New York City.
Treasurer—S. E. Strong of Cleveland, Ohio.
Board of Control—Charles Gibson, chairman, Albany; William B. Strong of Milwaukee; C. E. Bedwell of Omaha; A. J. Geer of Charleston, George R. Merrell of St. Louis.
Chairman Proprietary Committee—Wm. P. Ritchey, New York.
General Representative—F. E. Holliday, New York.
Meeting in 1911—New York City, October, Second Week.

DALLAS, Nov. 20.—With the election of the officers named above the National Wholesale Druggists' Association begins a new year of endeavor for the benefit not only of the members, but of the retail druggists and the public generally. The convention last week disclosed a broader scope, an increasing diminution of self as it might interfere with the general good and altogether an unselfish trend and brotherly interest in all branches of the drug trade, considering alike the interests of honest manufacturers, the jobbers, the retailers, the consumers.

It was a remarkable convention in many ways. There were no spectacular incidents, the year had been quiet yet prosperous, but in the reports and proceedings there was ever a pervading sentiment of saying or doing something that would be of benefit to everybody in the chain from producer to ultimate consumer. Recent conventions of the N.W.D.A. have all tended in this direction, but this assemblage went the limit in the new and better order of business association. In the action taken there never appeared to be a thought of personal profit, beyond what would naturally flow from the reports made on credits, insurance and various other matters of internal management. A strong stand was taken for uniform drug laws, based on the Federal Act.

The social features were more than ample. W. E. Greiner and the members of the entertainment committee literally covered themselves with glory in the true Texas hospitality which they showered on the visiting druggists and their families. The association has had some other Southern experiences, but this of Dallas will be difficult to eclipse. In fact New York, where the 1911 convention will be held, will have to begin early and work hard to make next year's convention as memorable personally and socially as was the Dallas meeting just ended, ignoring in that conclusion the vast amount of work that was done by the committees and the members.

A.Ph.A and New York Ph.A. Delegates Welcomed.

After Charles S. Martin had called to order the 36th annual convention of the N.W.D.A. there were addresses of welcome on behalf of Texas and Dallas to which M. Cary Peter and R. M. McKnight responded. There were delegates present from the A.Ph.A. and the New York State Ph.A. These delegates were:

A.Ph.A.—Lyman F. Kebler, Washington, D. C.; R. H. Walker, Gonzales, Texas; Milton Hickok, Dallas; H. L. Carleton, Austin, Texas; George B. Kauffman, Columbus, O.

New York Ph.A.—Sidney H. Carragan, New York; Fred S. Rogers, Middletown; Nelson P. Snow, Syracuse; Lee Wiltsee, New York; Alfred M. Palmer, Olean.

The reception of delegates was an early and interesting feature. Dr. Kebler spoke at some length of the work being done by the Government in fighting the drug habit and of the initiative taken by the A.Ph.A. in clearing the way for it. Prof. Eberle, president of the A.Ph.A., followed with a felicitous address and congratulations for the stand which the N.W.D.A. has taken in public policy. Mr. Wiltsee spoke for the New York Ph.A. The replies were by Albert Plaut and George W. Lattimer.

With these formalities finished, President Martin delivered his annual address, which was full of interesting information and presented an optimistic view of conditions in the world generally and in the drug trade particularly. Progress, commercially and scientifically, formed the keynote. Regarding business conditions he said:

From information gained from different distributing points, I can confidently state that the past year has been a prosperous one, and in this general prosperity the business in which we are engaged has had a full share of the good times, and as a whole, is upon a substantial basis. In many sections of our country the wholesale drug trade is reported to be in better

conditions [illegible] for many years past, the confident belief being expressed that the present year will prove very satisfactory to them. [illegible] satisfaction is reported as to the [illegible] if endless [illegible] ded if not entirely with the net profits obtained.

The outlook for the future is also full of encouragement to renewed effort, and I confidently predict continued satisfactory results by those who are fully organized to meet the more and more exacting requirements of our business. This condition of affairs should be very gratifying, considering the unprecedented competition of co-operative enterprises among the retail druggists and the extension of large combinations in that branch of the trade as it indicates that the Wholesale Druggists have been able to more than hold their own, where dire disaster had been threatened, and are strong and permanent factors in the distribution of the goods in their line from the manufacturer to retailer.

National Pure Drugs Act a Model.

President Martin referred to the work of the committees appointed by his predecessor to revise the constitution and to attend the conference on uniform legislation at Washington last January. He considered it especially gratifying that the conference had passed a strong resolution recommending the adoption of the National Pure Food and Drugs Act as a model uniform statute by the legislatures of all States which have not already so acted. Representation in the U. S. P. Convention and the honors bestowed upon members of the N.W.D.A. were next commented upon. Tariff and National legislation were referred to and the favorable decision of New York's highest court in the John D. Park & Sons suit was commented upon. After paying a tribute to the distinguished dead of the year, Mr. Martin said:

The world has reached that stage in its progress that nothing is accomplished except through organization and united effort. There are giants in the earth in these days and all measures and movements that tend to achievement and success are on a gigantic scale. The day of small things is passed and it is the duty of all to participate in the organized effort that makes for the good of the whole. The work accomplished at these annual meetings, the benefit of contact between members and the exchange of ideas, goes to the good of the whole trade and those who fail to bear their part of the work of the association, or to contribute to its progress by participation in the annual meetings, show a lack of appreciation if not gratitude, and what is worse, reap a reward from other people's work.

As an ethical proposition, the thesis may be well sustained that every individual member of any trade or industry, owes it to the association representing that industry, to give it the benefit of his knowledge and experience in matters tending to the general progress and uplift, and to participate in such work as may be necessary to that desirable end. That is what organization means, and without organization and combined effort there is no substantial achievement—no onward movement.

It is not fair—it is in fact a gross wrong that the burden of organization be left on the shoulders of the most enterprising and conscientious, while the selfish, the indolent and those without a proper scruple in appropriating the fruit of other people's labor, remain at home.

It is not pure altruism alone—the duty of doing good to others—that demands an active participation in the affairs of this association by all wholesale druggists, but common honesty—a desire to render the proper returns for the benefits received. A quickened sense in rendering the quid pro quo should be the governing principle.

I shall not trespass upon the report of the committee on local associations, but what has been said of our National association can be equally applied to membership and attendance upon the meetings of the local associations, where the work is somewhat different but equally important.

Legislation Committee Urges Uniformity of Laws.

Charles A. Weed, chairman of the committee on legislation, made a report earnestly recommending uniformity of legislation, not only in the interest of the dealers, but also for the welfare of the consumer. The National Wholesale Grocers have taken action seeking this. Especial bewilderment is met with in attempting to comply with the laws of the various States upon narcotics and habit-forming drugs. A definition of adulteration and misbranding is entirely arbitrary, he said. Different states require different labels and an earnest [illegible] made to those in authority to secure uniformity. The Mann bill, now before Congress, regulating the transportation of habit-forming drugs, was declared to be worthy of careful consideration of the members, and it was stated the association favors reasonable and effective legislation.

A [illegible] of views looking toward harmonizing the conditions of the various members, through correspondence, was recommended. It was stated that the United States, with a population of [illegible] people imports 400,000 pounds of opium, of which 300,000 pounds are said to be for illegal use.

Reference was made to the Cullom bill in the Senate and the Foster bill in the House, providing for the regulation, control and sale of opium, chloral, etc. For the control, manufacture and sale of opium, the committee recommended an amendment to the present laws prescribing a penalty for vessels concealing on board or transporting opium prepared for smoking and also a prohibitive internal revenue tax. It was declared that the public is not familiar with the Pure Food and Drugs Law, and the hope was indulged that manufacturers will be required to place in their advertisements the same reading matter as on their labels. Parcels post was declared to be becoming a great political issue and that some enactment will soon be made seems imminent.

"Freak" Bills in Congress Criticised.

Several of the pending measures in Congress were denominated "freak bills," consistent with the "radicalism of the times, but few promise to be pushed," unless some of the hold-overs conclude to prove their "progressiveness." With the make-up of the next House, said the report, some radical legislation will probaly be proposed.

That the name of wood alcohol should be changed, to prevent mistakes, was suggested. "Wood naphtha," it was stated, had been recommended. [Later this change was approved.] An avalanche of bills affecting the drug business, said the report, will probably be introduced in the approaching sessions of the Legislatures of the various states.

Upon motion of Mr. Pfromm a vote of thanks was extended to the legislative committee.

Board of Control on Legislation Report.

Later in acting on the report of the committee on legislation, the board of control recommended the prevention of legislation inimical to the public welfare and that a model or standard law, passed by Congress, should also be enacted by the State legislatures. A stop should be put to the ever-increasing interpretations of laws by department officials, amounting to new legislation.

After considerable discussion, a resolution was passed that the association oppose all legislation requiring weights and measures being branded on the containers of packages of drugs or medicines.

Resolutions were adopted looking toward discouraging the importation and manufacture of opium, as recommended in a committee report. This resolution provoked a discussion as to whether the poppy plant can be profitably grown in the United States for smoking purposes. There was a division of opinion on this subject.

The chairman of the committee on legislation was empowered by resolution to employ such legal aid as he may find necessary from time to time.

The report of the committee on paints, oil and glass was warmly indorsed.

Federal Inspection Should Be Uniform.

A resolution was adopted insisting upon a uniform system of inspection by Federal officials at ports of entry. Instances were cited where importations were brought to ports distant from the point of destination and in this devious manner securing distribution in the United States. Another incident was recited of the attempted landing at New York of eighty-four cases of hair brushes bearing a misleading trademark.

The new committee on legislation was instructed, if possible, to secure a ruling from the Department of Agriculture to not publish the names of defendants where cases are investigated and not found guilty.

All members, by resolution, were urged to watch legislation in their respective territory affecting the drug trade.

A resolution was adopted opposing a proposed increase by the railroads of freight rates upon "classified freight." This was originally to have gone into effect July 1, but has been postponed to February of 1911. It was explained that "classified" freight represented about 25 per cent., the other 75 per cent. representing various commodities.

"Most Legislators Honest."—Mr. Douglass.

George L. Douglass, counsel of the Proprietary Association of America, was invited to the floor. He congratulated the association upon its harmonious proceedings and evident desire to work along lines of right, even subordinating that to every other phase of business.

"Honest men are in the majority of nearly every Legislature, and if you appeal to them and you are right you will

ADAM PFROMM,
of Philadelphia, Penn.,
third vice president of N.W.D.A.

LUCIEN E. LYONS,
of New Orleans, La.,
second vice president of N.W.D.A.

CHARLES GIBSON,
of Albany, N. Y.,
new chairman of board of control.

nearly always get what is right," said Mr. Douglass. "At every Legislature the association has a correspondent, not to do any lobbying, but to keep the association informed of any pending legislation pertaining to the interests represented."

Mr. Douglass read a paper upon uniform laws. The Pure Foods and Drugs Law, he said, has for its essence, "Thou shalt not lie, tell neither a big nor a little lie," "and why isn't that right?" he asked. He recommended that veracity also be encouraged in other business lines.

Ridicule was heaped upon the conviction of some States as to their requirements for packages and the size of type and color in which labels must be printed. The printing of newspapers and magazines was cited as a possible parallel case, in that if different States required each such publication to use certain size columns, type, etc., the publishers would necessarily abandon circulation in some of the States. The work of the American Pharmaceutical Association and the subsequent conference in Chicago was dwelt upon in great detail, and the bill prepared in consequence, seeking to regulate the sale of narcotics, was eulogized.

Opposed to Drug Habit—Criticizes Bulletin.

Mr. Douglass placed himself upon record as being opposed to the drug habit, characterizing it as "one of the most menacing evils of the country."

In this connection he displayed a copy of Farmers' Bulletin 39, issued by the Department of Agriculture, which he declared was unfair in that it contained the names of reputable manufacturers who were complying with the law, this publication being in connection with disclosures concerning concoctions that are disreputable. He excoriated Dr. Kebler of the Bureau of Chemistry for having assailed certain manufacturers without having given them notice and opportunity to be heard. He said he had filed a protest with the department against manufacturers being attacked by the department before they have had the opportunity to be heard. Up to the present time the department has taken no action, so far as the speaker knows.

"600,000 Preventable Deaths Yearly"—Dr. Schieffelin.

Dr. Schieffelin indorsed the remarks and the attitude of Mr. Douglass. He said that while there are 100 sanitariums in this country for the treatment of drug addictions and while everyone deplores this condition and seeks to improve it, it should not be attempted in an unfair or indirect way. He commended, however, a crusade against dishonest drugs, but urged that the pendulum should not swing too far the other way, so as to defeat its very object.

He advocated men in authority of broad minds: "big men," he said. "It is absurd to have to go to an agriculturist upon subjects pertaining to pharmacy. The President should have in his Cabinet one who could of his own knowledge give advice.

"There are 600,000 preventable deaths every year. It may seem wild to say that 300,000 deaths in this country can be prevented every year." In this connection he mentioned preventable diseases, polluted rivers, etc.

Proprietary Medicines—Some Good Suggestions.

In the report of the Committee on Proprietary Medicines, Dr. Schieffelin, the chairman, felicitated the country that there has been a complete recovery from the panic of 1907, and that a prosperous condition now prevails. The combinations of retail druggists have had no untoward influence upon the wholesale druggists. The cost of conducting the wholesale business is 12.85 per cent. Regret was expressed that some of the proprietors distribute free goods to retailers who purchase certain quantities of goods, and recommending appropriate resolutions being adopted by the present convention, protesting against this practice. [This recommendation was adopted by the convention.]

The National Pure Food and Drugs Act has been vigorously enforced during the year by the Federal officials, which has effected much good to the consuming public. Considerable progress has been made during the year in securing uniformity of legislation relative to pure food and drugs between the States and Federal Governments. It was recommended that the States pattern their laws after the Federal statute. [This was adopted.] Uniform legislation is vitally necessary for the economic and safe conduct of the interstate and intrastate business. The health of our people is the most valuable asset of our Nation, and every safeguard should be provided to protect them against imposition, the report declared.

Jobbers Necessary to Business Routine.

The report cited a decree of a Canadian Judge in which he declared that a wholesale house is an essential to the economic conduct of business in that the jobber can more economically, through its salesmen handling 300 or 400 articles, dispose of such articles than can a manufacturer through its salesman, representing but one article, sell direct to the consumer inasmuch as the salary and expenses of such salesmen be practically the same.

Wholesalers were urged to require from manufacturers that the latter shall guarantee insecticides and fungicides under the National Act of 1910. Reference was made to a recent conference in Washington with the Federal officials, but it was stated that the officials did not disclose when this act would be promulgated.

Better Laws Advocated to Prevent Fire Waste.

The report of the committee on fire insurance, read by

George W. Lattimer, the chairman, reviewed the subject very thoroughly. It spoke of the handling of explosive drugs, the keeping of stocks and even the packing of drugs and of the instruction that should be given employers of wholesale drug houses. The committee recommended co-operation in the movement started by the credit men looking to the prevention of fire waste by securing the enactment of better laws, the stopping of fires for the purpose of securing the insurance, with a view of reducing the rate on good risks, and the distribution of insurance literature among the retail druggists, whose losses by fire are often shared by the wholesalers.

At the conclusion of the report President Martin remarked that the association was accustomed to carefully prepared, strong reports on the various subjects engaging the attention of the organization, but that the paper by Mr. Lattimer was one of the best he had ever heard and deserves special mention. Mr. Lattimer dwelt chiefly on the ability of the wholesale druggists to place their establishments in a condition which would give them a rate to which no objection could be raised. He said the lowest rate in the United States on buildings is 15c to 16c and on stocks 20c to 30c. This is where sprinkling systems, electric alarms, systematic inspection and other precautionary measures have been established. The highest rate was $2.46, "and the firm said they thought it was rather steep." (Laughter.)

Mr. Lattimer said his committee had received a suggestion from one member that buildings in which wholesale houses are located "contain no combustible materials and that all inflammable articles be stored at least three blocks away." This brought laughter from all parts of the room.

Not in Favor of Mutual Insurance.

In acting on the report of the fire insurance committee, the board of control stated that it deemed it inadvisable to form a mutual fire insurance company to be composed of wholesale druggists only, "as we believe in concentration and specialization and should not attempt to conduct a fire insurance company at the same time."

It was stated that reciprocal companies give better satisfaction than the stock companies, and it was recommended that those who are not members should so equip their premises as to become eligible to membership.

Charles A. West of Boston gave his experience with the mutual and stock companies, saying that the latter had reduced their rates from $1 to 50c when they found themselves in competition with the mutual company. Mr. West carries $250,000 with the mutual company and the same amount with the stock companies. Several others recited experience similar to that of Mr. West.

Reports of the Treasurer and Secretary.

The report of S. E. Strong, the treasurer, was read by Secretary Toms, showing that $21,536.41 has been disbursed during the year, leaving a balance of $8,197.17. Secretary Tom's report reviewed the events of the year as he had observed them. The bureau of employment and information had proved more effective than ever before. The membership report: Net number of active members, 270; net number of associate members, 256.

During the year one wholesale firm failed, two merged and one retired from business in the active list. Of the associates one merged with another and six resigned from membership after paying dues. There were 11 net losses, but applications were presented later in the proceedings. D. D. Philips, chairman of the committee on membership, reported on new applications mentioned by the secretary. There were seven for active membership and 27 for associate membership, bringing the new year figures up to: Actives, 277; associates, 283; total, 560.

Unnecessary Changes in the U.S.P. Opposed.

Albert Plaut, of New York, offered a resolution that this association protest against any change in form, style and spelling of the coming revision of the United States Pharmacopœia, except those which may be necessary in cases where more exact information and research make a change advisable. The resolution was adopted.

Thomas F. Main, chairman of the committee on standards and tests of the U.S.P. and N.F., presented an interesting report which reviewed the relations of the N.W.D.A. to the revision of the U.S.P., etc. The committee was specially thanked and its recommendation was adopted that members who thereafter desire to make suggestions as to changes, additions, etc., should communicate direct to the chairman of revision.

Resolutions Anent Buying Clubs and Premiums.

A resolution was adopted recommending "that wholesale druggists individually protest against the action of those manufacturers who sell buying clubs. The services of the jobber are indispensable to the manufacturer. It is clearly good business policy for the manufacturer to deal fairly and not foster a movement that tends to deprive the jobber of a considerable part of his best trade, while at the same time using him as a convenience to supply the remainder of the retailers."

Another resolution adopted deprecated "the growing tendency among proprietors to furnish free goods to retailers with certain sub-quantities." The retailer was tempted to overstock and would sell the surplus to scalpers and brokers, so the custom was bad for everybody affected.

Less Advance in Drugs Than in Other Commodities.

The report of J. L. Hopkins of New York, chairman of the committee on drug market, was submitted and the secretary, in the absence of Mr. Hopkins, read only the introductory remarks, the statistics to be later printed for the benefit of the members. It was stated therein that the advance of the drug market during this era of high prices showed less advance than that alone of household goods, thereby bearing less heavily upon the consumer than the public is likely to concede. The board of control later recommendeed that publicity be given to this important fact.

Getting too Familiar With the Word "Adulteration."

The committee on adulterations, Christian Beilstein, chairman, submitted as its report an exhaustive paper, which was read by the secretary. The committee declared that the words "adulterated" an "imitation" had been used so much and in such various connections with foods and drugs that the people have come to attach little if any meaning to them, and that as a result some retailers are more interested in the guarantee of some well-known manufacturer than they are in the quality of the goods, and that the rigid and specific standards of the U.S.P. have no more prospered in giving the people pure and genuine drugs than the Ten Commandments have succeeded in making all people honest and just.

The report proceeded at length to specify the drugs that are usually adulterated and the ways in which they are adulterated or which are mixed with cheaper and inferior drugs, especially in vegetable preparations, which arises from the difficulty of finding the proper plants in paying quantities, or of being able to gather enough at the season when they should be gathered. The report declared that it was a mooted question whether the standards of the United States Pharmacopœia are not too high.

Excellent Report on Credits and Collections.

W. A. Hover, chairman of the committee on credits and collections, submitted an excellent report, a report which recommended that past-due accounts be closed with interest-bearing notes; that salesmen be not allowed to make collections and that the abuse of the free delivery system in large cities be stopped, to all of which the convention gave its approval.

John T. Kennedy, chairman of the committee on fraternal relations, showed that in the majority of localities the friendliest relations exist between retailers and wholesalers.

C. E. Bedwell, chairman of the committtee on relations with local and other associations, made a favorable report on the more thorough organization of druggists.

Thomas F. Main submitted a report on revision of the constitution and by-laws which was adopted seriatim.

Eastern Members Entertained in St. Louis.

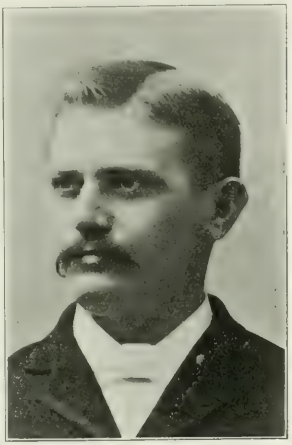
ST. LOUIS, Nov. 20.—St. Louis members of the National Wholesale Druggists' Association, entertained the Eastern delegates who stopped over in St. Louis on their way to the 30th annual meeting of the wholesale druggists at Dallas. The visiting druggists were met by a committee of druggists, headed by Fred W. Sultan and Theodore F. Meyer, who took them to the Jefferson Hotel. The visitors were given an automobile ride in the afternoon and a dinner in the evening, the latter being attended by about 150. The menu at the banquet was very satisfying. The speakers were Mayor Kreismann, former Mayor Cyrus P. Walbridge, Edgar D. Taylor of Richmond, and M. Gary Peter of Louisville.

HEGEMAN & CO. APPEALS AGAINST DECISION.

Judge Holt Orders Party to Riker-Hegeman Merger to Buy Jungmann Store Near a Riker Store.

JUDGE HOLT, of the United States District Court, recently granted a motion of Thomas & Oppenheimer to compel Hegeman & Co., druggists, New York City, to carry out a contract for the purchase of two stores of J. Jungmann, Inc., at 1020 Third avenue and 1 East 42 street. The Judge is of the opinion that the contract between Hegeman & Co. and the committee of creditors of J. Jungmann, Inc., was a valid contract, not void under the statute of frauds, the offer was duly signed by Hegeman & Co., the acceptance by the creditors' committee was not in writing, but there was an absolute and unconditional acceptance of the offer by parole, which is sufficient under the statute of frauds. Later on Hegeman & Co. declined to carry out the contract.

Since the alleged contract at issue was made the Riker-Hegeman Co. was formed and Riker & Son Co., a party to the merger has a drug store at 6th avenue and 42d street a block from the Jungmann store at 1 East 42d street. Judge Holt asserted that at substantially the same time that the merger was announced in the daily press, Hegeman & Co. refused to carry out the contract with the receiver of Jungmann, Inc., Harry S. Patterson. That any connection exists between the two facts is strenuously denied by Hegeman & Co., but the Judge considered the sudden change of intention to be suggestive. The Hegeman company has appealed to circuit court. The case will probably come up within the next month.



EDWARD J. SCHALL, St. Louis, popular manager proprietary department of Meyer Bros. Drug Co.

DRUGGISTS GO TO SENATE.

One, a Democrat, Wins by Good Plurality in Republican District.

WAUSAU, Wis., Nov. 20.—W. W. Albers, former president of the Wisconsin State Ph.A., was elected a State senator from the 25th district of Wisconsin at the recent election. He was a candidate on the Democratic ticket and his victory for that reason is worthy of some note as the district has always been a strong Republican one. His majority was 238.

MILWAUKEE, Nov. 20.—George J. Weigle, well known druggist, Twenty-first and Wells streets, was elected to the State senate from the Fifth district at the recent election. Mr. Weigle was the Progressive Republican candidate and an indication of his popularity can be taken from the fact that he ran far ahead of his ticket. The campaign was one of the hardest that has been waged in Milwaukee for many years, the Socialists through continued efforts having worked up an organization of great strength. Notwithstanding this fact, and as well, the fact that the Republican party was badly disintegrated, his plurality was 1010.

Massachusetts Druggists in the Legislature.

BOSTON, Nov. 20.—Three druggists who served in the lower branch of the State legislature last year were all re-elected in the November elections. They are Thomas W. White of Newton, Laurence J. Dugan of Webster, and Thomas Cuff of Lowell.

Manitoba Wholesalers Suffer by Fire.

WINNIPEG, Nov. 22.—Fire today in the Martin, Bole & Wynne Co.'s wholesale drug house did damage amounting to about $215,000. The insurance amounts to $171,800. Fire originated from unknown causes in a bin containing the permanganate of potash.

King Co. Ph.S. Holds Meeting at Seattle.

SEATTLE, Wash., Nov. 20.—The King County Pharmaceutical Society held its November meeting in the assembly hall of the Chamber of Commerce, Central Building.

DRUG TRADE SECTION FAVORS ACTUAL TARES.

New York Board of Trade and Transportation Pharmaceutical Members on Record to This Effect.

THAT the Drug Trade Section of the New York Board of Trade and Transportation favored the general adoption of actual weight tares so far as is feasible, was the sense of a resolution unanimously carried at the November meeting of that organization. The subject of tares was introduced by Irving McKesson, chairman of a special committee on tares, who reported that the city of Chicago had won suits under an ordinance requiring actual tare, and there was at present a bill before the National Congress to enact an actual tare law. Mr. McKesson discussed the difficulty in determining drug tares, because of the great disparity in sizes, and the aged and rotted containers in which most American drugs are delivered. Average losses may be from 3 to 5 pounds per bale, due to inability to determine correct official average tares.

Wm. Archibald, of Archibald & Lewis Co., reported that a city ordinance did not permit any allowance for tare except for purchases below 10 cents, and in reply to another member's suggestion that one clean sweep be made to compel actual tare of foreign and domestic goods, further stated that the foreign houses could not be made to change a trade custom of long standing. He also called attention to the delay of the Federal authorities in acting on appeals of importers in the seed line and cited one case where the question of the duty to be imposed on celery seed was raised. The matter was brought before the Board of Appraisers, that body waiting for six months before a decision would be rendered. The section resolved that the Committee on Customs Administration make a vigorous demand for quick settlement.

Secretary Wm. McConnell read the report of the Committee on Legislation, which committee had taken up the matter of the morphine ordinance under advisement, and protested by letter to Health Commissioner Lederle that the measure should be amend l or repealed. In this letter the committee recalled the section's previous support of narcotic legislation in general.

It was voted that the secretary draft a letter of condolence to be delivered on behalf of the section to the widow of Samuel W. Bowne.

Enforcing the Kentucky Pure Drug Law.

LOUISVILLE, Nov. 20.—The campaign that was recently inaugurated by Kentucky Health Officers in favor of pure food and drugs being sold in the Bluegrass commonwealth took militant form a short time ago when a number of Louisville druggists were assessed fines of $15 each in Magistrate Dacher's Court, for violations of the Pure Food and Drug Act. The cases against the druggists were worked up by R. M. Allen, of the Kentucky State Experiment Station, at Lexington, and L. A. Brown, the State chemist. The aggregate fines against the druggists amounted to $345, exclusive of court costs.

Laboratory Assistant in Chemistry.

Civil service examinations will be held Jan. 4-5 to make an eligible list for appointment as laboratory assistant in chemistry in the bureau of standards, Department of Commerce, Washington, D. C. Salaries $1000 to $1400. Application can be made to the U. S. Civil Service Commission, Washington, D. C., or any local secretary.

Sewage Disposal Symposium for Chemists.

At the Chemists' Club, Dec. 9, the New York Section of the American Chemical Society will hold a joint meeting with the American Institute of Chemical Engineers. Experts will present papers on sewage disposal. The usual informal dinner at the Hotel Savoy will precede the meeting.

DRUG CLERK'S BRIDE TELLS WOES TO COURT.

No Wedding Ring for Luckless Young Woman Who Asks Annulment of a City Hall Marriage.

IN the New York Supreme Court the other day, Justice Greenbaum reserved decision in the shattered romance of a young woman and a former New York City drug clerk, but following custom in an undefended suit of this nature a decree will probably be filed against the clerk.

Sarah Sachs, a good-looking girl of twenty-two years, had known Abraham Abelsky, a young drug clerk, just three weeks when she was married to him by an Alderman at the New York City Hall. Her signature to the marriage certificate was hardly dry when Abelsky took possession of her bank account, amounting to $1120.

This was Dec. 9, 1908, and last month Mrs. Abelsky told the court of a shattered romance and asked that the union of Abelsky and herself be annulled on the ground of fraud. Justice Greenbaum heard another case earlier in the day of a marriage that took place at the City Hall.

"Most of these divorces," he observed, "seem to be where persons were married at the City Hall."

"Well," said young Mrs. Abelsky from the witness stand, thinking the Judge's remarks were addressed to her, "everybody else who got married at the City Hall that day had a marriage ring, but I didn't have anything."

"Where did you go after the ceremony?" asked the court.

"To the Bowery Savings Bank," answered Mrs. Abelsky. "My husband said he wanted to have my account changed to his name. He said it didn't look well in my name."

"Well, what happened next?"

"Why, the next thing I knew he had taken all the money from the bank. When I asked him why he had done it he laughed and said that was all he married me for."

"Didn't you live with him?"

"No; I returned to my parents' home, 135 Forsyth street, where I have been ever since."

"You had your husband arrested soon after you were married, didn't you?" asked Emerich Kohn, counsel for Mrs. Abelsky.

"Yes—for taking my money," she said.

"Did you get any of the money back?"

"About $800. He was told he would have to give it back or go to jail."

Mrs. Abelsky then referred to her first meeting with Abelsky. They met at a dance; it was a case of love at first sight—on her part. Abelsky called to see her five or six times a week after that until they were married.

"When did you tell him of the money you had?"

"The night before we were married."

"What did he say?"

"Nothing. He was very quiet after that. He seemed to be thinking a whole lot."

Next morning, Mrs. Abelsky said, Abelsky called at her home before breakfast.

"We must get married at once," he said.

She was disposed to wait, but finally consented.

"He said we'd get married at the City Hall, and then on the following Sunday we'd have a Jewish ceremony performed," added Mrs. Abelsky.

"Did you do that?"

"No. My husband didn't show up on Sunday. When I saw him later he said he had changed his mind; he couldn't support me, and so he didn't intend to have another ceremony.

"But," she said she told him, "you can't trick me like that."

"Oh, that's nothing; I've done worse than that before. I don't love you, anyhow," she quoted him as saying.

Abelsky continued [illegible] to his wife, after he had been [illegible] to return $500 of her money to her, and he did not locate him until a few months ago. He was then working in a drug store in Jersey City. Abelsky didn't defend the annulment suit.

Cut-Rate Drug Store Forced to Close.

St. Louis, Nov. 19.—After 20 years in business the Anti-Monopoly Drug Co., known for several generations as the [illegible] and in Market street for about as long as most [illegible] is closing. The stock must "get out of its present location, Fourth and Market streets by Jan. 1," the notice reads. Adverse business conditions and high rents are given as the reasons.

PUZZLES USED TO ADVERTISE A DRUG STORE.

Druggist Publishes Neat Little Monthly in Which He Combines Brain-Twisters, Humor and Business.

LOUISVILLE, Nov. 20.—The *Puzzler* is the name of an attractive little drug paper distributed monthly from the drug store of Otto E. Mueller, at Baxter and Highland avenues, in this city. The *Puzzler* contains a number of interesting and instructive puzzles which are designed to appeal especially to children and incidentally to older folks who are of a puzzle-solving turn of mind.

In addition to the array of perplexing brain food that appears in the columns of the sheet, a sprinkling of "classy" drug jokes inject a bit of humor into the contents of the paper for the benefit of Mark Twain's devotees. The advertising feature is embodied in various cuts and reading notices scattered throughout its columns and the back of the two-page sheet contains an ad for the Mueller pharmacy, with special monthly bargains "played up" extensively.

"The *Puzzler* is one of the best advertising mediums that could be devised for a druggist who caters to a neighborhood trade," said Mr. Mueller. "The modus operandi in publishing the paper is very simple. I have contracted with a New York firm of novelty manufacturers to furnish me with a half dozen or more puzzles monthly and these are embodied in the paper, together with pharmaceutical jokes that are culled from various humorous sources. The circulation of the *Puzzler* numbers from one to two thousand copies per month. My distribution system consists of a couple of small boys who distribute the paper in the residence districts surrounding the store, and a stand upon which some copies of the paper are piled, to be offered to chance customers of the establishment. Needless to say, the subscription price is nil."

AN IMPOSTOR ABROAD IN THE DRUG TRADE.

Warning Issued Against a Swindler Who Has Been Defrauding Druggists, Doctors and Others.

DETROIT, Nov. 20.—Hotels, druggists, physicians, livery men and others are warned against a man traveling from place to place presenting a card with the name "R. F. Hall" printed in the center. In the lower left hand corner are the words "Parke, Davis & Co." and in the lower right hand corner are the words "Detroit, Mich." This man is described as follows:

"5 ft. 6 or 8 inches, 150 lbs., fiend for Turkish cigarettes, about 27 years, complexion medium, wears nose glasses and continually takes them off and on; he is a swell dresser, good talker, fine appearance, wears one of those light colored slip on or off rain coats."

This individual has no connection with Parke, Davis & Co. and so far as heard uses the card to facilitate the passing of bogus checks.

Because of incidents like these nearly all concerns employing "drummers" forbid them to borrow money or seek credit, except upon individual responsibility and acquaintanceship. Therefore, those seeking credit or loans, especially from comparative strangers, on the strength of their alleged connection with some important concern, should be treated as impostors.

Business Troubles of Cincinnati Druggists.

CINCINNATI, Nov. 20.—Druggist John A. Moesker, McMillan and Henlock streets, was thrown into the hands of a receiver recently as result of suit by creditors. His liabilities are placed at $2,000 and his assets $4,500. Attorney Harry F. Freking, the receiver, is continuing the business.

Druggist Edward J. Gibbons, of 3201 Coleman avenue, made an assignment to Mr. Freking recently, naming his assets at $4,500 and liabilities at $8,500.

Druggist George U. Panzer, Sixth and Mound streets, made an assignment to Attorney Louis H. Capelle recently. Assets, $1,000; liabilities, $4,500.

Salesman Gets $650 for Being Dismissed.

BOSTON, Nov. 20.—The suit of Charles F. Copp of Passaic, N. J., against the Chalmers Chemical Co., of Dedham, Mass., for $20,000 was terminated when the parties reached an agreement, the company paying $650 to Mr. Copp. The suit arose over the discharge of Mr. Copp, who was a salesman, on salary and commission.

United Drug Co. Invades Local Field in New York and Boston.

Will Pay $110,000 a Year for Store in the Metropolis—New Directors—Members of Grievance Committee—Answer Filed in Riker $250,000 Guarantee Suit.

BOSTON, Nov. 23.—Almost simultaneously the United Drug Co. has adopted a policy of expansion in both New York and Boston, the two cities in which its Rexall products are not handled in a manner satisfactory to the officers of the company. Just what the new move means is not yet wholly apparent.

In New York the company has concluded a lease for the first floor of the new Greeley Square Hotel, in 6th avenue, corner of 34th street. The lease will run for 21 years and is at the enormous rental of $110,000 a year. The store has an area of about 5,500 square feet, and is on the most prominent corner in America.

Two Important Leases Made in Boston.

In Boston, two very important leases have been made. One is of a store, small in area, but in one of the newer office buildings, which has hitherto had nothing of the character in it. The easterly corner of the Brazer building, at 27 State street, is now being remodelled, and will be as nobby a confectionery store as brains and money can provide. It will be known as "Liggett's Chocolate Box," and will at least be an outlet for the confectionery department of the United Drug Co. The location is significant and auspicious. It is but a few doors above the new confectionery store of Bailey's in State street, which has developed an enormous confectionery business in a few months among State street habitues, and but a short distance from Thompson's Spa. More significant still, the store is but a block from the Adams square store of the Riker-Jaynes Co.

At the southerly corner of Washington and School streets, the entire building has been leased by the United Drug Co. This is another most significant and valuable location. It is not only on the corner of two of the best streets in the city, but it is directly opposite the Milk street entrance to the tunnel, one of the busiest of the downtown stations. The building is four stories high, and the first floor is now occupied by one of the W. L. Douglas shoe stores.

Branching Out to Protect Stockholders.

In speaking of the new leases tonight to an ERA representative, Louis K. Liggett, president of the United Drug Co., said:

"The United Drug Co. has secured these leases in order to protect itself and its stockholders. At the present time the company has no adequate outlet in the metropolis of the country and in the home city of the company. Such a condition affects its agents outside. Whatever the outcome of the suits now pending with the Riker Co., the United Drug Co. will use the places just leased for either business or advertising purposes.

"One purpose of getting hold of the New York location was for advertising purposes. I consider that the most prominent corner in the United States. Every person in New York and every visitor to the city will in some part of the day pass that point. While the rental seems high, it is no higher than rentals for stores in Washington street, Boston, between R. H. White's and Shuman's corner. In fact, since we made the lease, we have been offered a 10 per cent. advance over what we shall pay for it. So as a matter of fact, the lease is a cheap one. We are looking out for the interests of our stockholders."

New Directors Chosen—Grievance Committee.

Following the vote of the stockholders of the United Drug Co. at the annual convention in Boston last month, the board of directors was increased from 11 to 15, and the following elected to places on the board: W. M. Federman, Kansas City, Mo.; Thomas Voegeli, Minneapolis; Thomas P. Taylor, Louisville; Fred S. Rogers, Middletown, N. Y.

The selection of members of the grievance committee, with alternates, has also been made, and constitutes what many of the stockholders of the company consider the most important action in the history of the company. The object of the new committee, which is composed of stockholders who are neither officers nor directors of the company, well be to adjust differences arising between the company and stockholders. Either party will have the right to appeal to the grievance committee, and their decision will be binding on both parties.

The grievance committee consists of seven members chosen to represent certain sized towns in order to more fairly represent the interests of the individual druggist. Meetings of this committee will be called by the executive committee of the company at such place as will be most convenient to the appealing member. Membership of the committee is as follows:

Towns up to 5,000 population, F. J. Hoffman, Geneva, O.; towns of 5,000 to 10,000, William S. White, Dover, N. J.; towns of 10,000 to 20,000, H. M. Thompson, Carnegie, Penn.; towns of 20,000 to 30,000, J. W. O'Sullivan, Burlington, Vt.; towns of 30,000 to 50,000, G. H. Boyson, Cedar Rapids, Ia.; towns of 50,000 to 100,000, A. S. Evans, Utica, N. Y.; towns of 100,000 and over, E. J. Wolff, St. Louis.

The alternates, arranged in the same order as above, are as follows: J. D. Merritt, Roswell, Ga.; Paul V. McCoy, Minot, N. D.; Frank E. McClure, Boise, Idaho; Gus Schlegel, Davenport, Ia.; Daniel Chamblyss, Knoxville, Tenn.; W. A. Druehl, Salt Lake City, Utah; Withers Miller, Richmond, Va.

New Plants to Manufacture Drugs and Candy.

Plans are under way by the United Drug Co. for two extensive additions to its manufacturing plant. It is the intention of the company to begin at once the erection at Kansas City, Mo., of a plant for the manufacture of drugs and candies, but not of perfumes, and to have the plant in operation by next September. This step has been forced by the increasing western business and the enormous monthly bill for freight between Boston and Chicago.

The other addition is the establishment of another factory for the making of Liggett Chocolates and Fenway candies exclusively. This will be located on the waterfront, where so many Boston confectionery establishments have located. The new factory will have a floor area of 100,000 square feet.

President Liggett stated that when these additions are finished the floor space of the manufacturing departments in Boston, Chicago, Kansas City and Toronto will aggregate 500,000 square feet, and will give employment to between 2,300 and 2,500 persons.

Record Rental for the Store in New York.

The Greeley Square Hotel, in New York City, in which the United Drug Co. has leased a store, is being erected on the easterly side of Broadway, between 33d and 34th streets, and will cost $5,000,000. The lease, which becomes operative upon the completion of the building, is for 21 years at $110,000 a year. The United Drug Co.'s store will have a frontage in Broadway of 60 feet and the floor space will be 5,500 square feet, or $20 a square foot, which establishes a new rental record.

INTERESTING POINTS IN RIKER SUIT ANSWER.

Denial That United Drug Co. Ever Has Been Co-Operative Concern—By-Laws Cited and Intent Ascribed.

TRENTON, N. J., Nov. 20.—The answer of the United Drug Co., of Boston, to the injunction suit of Wm. B. Riker & Son Co., et al, has just been filed with the Clerk in Chancery. The suit was begun last December and in April Vice-Chancellor Howell granted an injunction in favor of the Riker Co., which will continue until the merits of the litigation are settled. The trial, it is expected, will be held in February, 1911.

The defendant's attorney is John R. Hardin, of Newark, prominently mentioned for United States Senator of New Jersey. The plaintiffs are represented by Albert E. Seibert, of New York City, and Robert H. McCarter, of Newark, former Attorney General of New Jersey. It is probable that Jones Fuller, Boston counsel for the United Drug Co., will be associated with Mr. Hardin in the defense.

The Riker Co.'s complaint (summary of which appeared in the ERA for January, 1910, page 59), contained 10 sections, to which the United Drug Co. replies seriatim. First,

the corporate existence of the Riker Co. is admitted. Second, proof is demanded of the ownership of the Jaynes Drug Co., Boston, by the plaintiff.

The third division of the complaint recited the organization of the United Drug Co. as a co-operative concern, giving the exclusive sale of its products to one stockholder in each locality, etc. To this the United Drug Co. replies as follows:

"This defendant admits the organization and existence of this defendant under the laws of the State of New Jersey, as alleged in paragraph 3 of the said bill of complaint. **This defendant denies that this defendant now is, and ever since its organization has been operated as a co-operative concern, and denies that the articles manufactured and sold by it have been sold exclusively to its own stockholders at uniform prices and on uniform terms, and denies that not more than one stockholder has been at any time located in any one city or town.** This defendant admits that its stockholders are largely retail druggists located in cities and towns of considerable size in the United States, and that such druggist stockholders are referred to in the publications and literature of the defendant as agents for the sale of the articles manufactured and sold by it. **But this defendant denies that such stockholders are regarded by this defendant as agents, or that the relation between this defendant and such druggist stockholders is that of principal and agent.** This defendant admits that the Boroughs of Manhattan and Brooklyn in the City of New York have always been treated by this defendant as separate and distinct cities or towns.

Paragraph 4 admits that defendant has built up an enormous business, that its names and trade marks enjoy great reputation and that its goods are of high character.

"and this defendant has no doubt that the 'right' to purchase from this defendant and to act as its agent in any city or town is a valuable right, but this defendant does not admit that any retail druggist, stockholder or otherwise, has any right except as the same may be authorized in the conduct of its business."

The next paragraph admits the ownership by the Riker Co. of 40 shares of the original capital stock of the United Drug Co. Paragraphs 6 and 7 in effect deny that the Jaynes and Bolton companies, in Boston and Brooklyn respectively, have any exclusive rights to sell United Drug products.

In paragraph 8 it is admitted that a by-law was passed in relation to control of exclusive sales by stockholders within their territory, but other claims made by the Riker Co. in this section of the complaint are denied.

Paragraph 9 admits that in Manhattan the Riker Co., has bought and sold large quantities of Rexall Goods, but this is denied as to Boston and Brooklyn. It is also denied as to the Jaynes Co., in Boston.

Paragraph 10: "This defendant denies that it has at any time done anything in disregard of the rights of" the Riker Co., but it admits notifying the Riker Co., that it intended on and after Jan. 1, 1910, to cease furnishing goods to the Riker Co. unless the latter guaranteed to purchase and sell $250,000 worth of defendant's goods during 1910.

Continuing, the defendant "denies that such notice is wholly illegal and regardless of the rights of the complainants." The United Co. claims that it has the lawful right to cease selling its goods as per notice and denies that "irreparable damage" will be suffered by the complainants if United goods are withdrawn from their stores.

Paragraphs 11 to 26 further reply to the complaint. The ownership of the stock of the Jaynes and the Bolton companies is gone into at length. While it is conceded that the Riker interests own control of these companies, it is insisted that the original corporations still exist and perform corporate deeds and acts, nor has the United Drug Co. stock held by them ever been transferred on the corporation's books to the Riker Co.

William C. Bolton, of Brooklyn, is mentioned as owning 35 shares common and 25 shares preferred in his own right. These holdings in Manhattan are quoted: A. H. Burroughs, 20 shares; John B. Cobb, 500 shares; Geo. W. Gales, 10.

Article 8, of the United Drug Co.'s original by-laws, is quoted at length, followed by Article 9 (which became his title when amended in 1906), the same being set forth to show that complainants had not complied with the by-laws in relation to alleged change of ownership, which, under the by-laws was part of the contract or agreement between the U. D. Co. and its stockholders. The amendments to the by-laws were asserted to by the Riker, Jaynes and Bolton companies. The by-laws provide that a stockholder desiring to sell his shares must first offer them to the U. D. Co., which has never been done by the Jaynes and Bolton companies.

Special stress is laid on the following legend which is printed in red ink on the face of the certificates of stock issued by the United Drug Co.:

"This certificate is issued upon the express condition and agreement that the holder thereof shall be bound by and conform to any and all existing by-laws of this corporation and any and all by-laws which shall hereafter be made by this corporation relating in any way to the issue, sale, transfer, assignment, surrender or validity of stock."

The contention appears to be that the defendant disputes the legality of the control of the Bolton and Jaynes corporations by the Riker interests. If the complaint states correctly the ownership status of the Brooklyn and Boston companies, the defendant asserts that under the by-law it has no stockholders in those places and is free to dispose of its goods therein as it deems wise.

Paragraph 17 declares that in calling distributing concerns "agents" "the word has at no time been properly applicable except in a very popular sense; that the relations between this defendant and the persons, firms and corporations to which it sold its goods, whether stockholders or not, have at all times been merely that of vendor and vendee; that goods sold were uniformly shipped f.o.b. Boston and sold on terms substantially alike to the various customers."

The answer further sets forth that greater loyalty to the company has been expected from customers who were stockholders than from those who were not. The proper conduct of defendant's business not only permitted but required defendant's officers to demand that customers force the sale of defendant's goods. In many instances, it is averred, customers were forced to sever their relations with defendant for not meeting the officers' expectations in the amount of goods purchased and sold, this action being taken even in the absence of agreements.

Under the present by-laws, it is asserted, provision is made that a stockholder, as well as a customer, must perform all of his agreements with the defendant company, if business relations are to be continued.

Formerly contracts were made with customers and a special agreement made in 1903 with the Jaynes Drug Co. (the Maine corporation), is given in full. It narrates the purchase of 40 shares of United Drug Co. stock, for $4,000, and gives the Jaynes people exclusive rights, except in Waltham, within a radius of 10 miles of the Old State House in Boston. Price protection, etc., is provided. A similar contract made in the same year with the Bolton Drug Co., also is quoted. These contracts, it is stated, have never been abrogated or modified except as to the volume of sales.

With the Riker Co. there was no express agreement in writing, but defendant alleges there were verbal understandings similar to the contracts with Bolton and Jaynes.

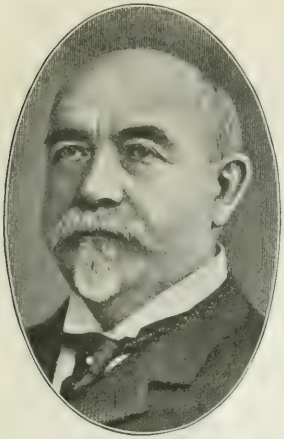
Defendant became dissatisfied with the volume of sales in Manhattan, Brooklyn and Boston, under Riker domination, and decided to sever contract relations with the plaintiffs on Jan. 1, 1910. The answer gives the facts of the demand for the $250,000 guarantee of sales during 1910 substantially as stated in the complaint and printed in the ERA of January, 1910. It is set forth that the contract relations of the United Co. with the plaintiff corporations have now ceased and that the defendant is under no obligations to supply goods to the plaintiffs. The answer says concerning the by-law cited by plaintiffs as giving them exclusive rights:

"Said by-law was enacted to promote and not to paralyze the business of this defendant and is not intended to perpetuate in an unbreakable and continuous relation to this defendant customers whose business fails to justify further exclusive dealings with them, even if such customers are stockholders of this defendant."

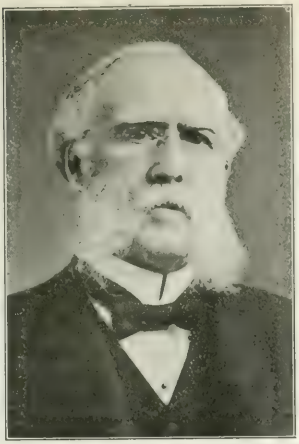
The expansion of the Riker Co., in opening new stores, some of them in competition with Rexall stores, is made the subject of a paragraph. It is charged also that the Riker Co. has pushed its own goods in preference to Rexall products.

Theft of Letters Charged to a Doctor.

CHICAGO, Nov. 10.—Dr. David E. Lucas, 898 Walnut street, was recently arrested on an accusation made by postal inspectors to the effect that he had appropriated letters containing money orders belonging to a lodge of Odd Fellows, which meets in the Occidental Hall building, where the physician also has an office. It is claimed that a druggist identified him as having cashed one of the stolen money orders. Dr. Lucas is said to have a good medical practice and is one of the owners of the Camphorzone Co.



The late SAMUEL W. BOWNE, of New York City.



The late JAMES A. WEBB, of New York City.

The late JOHN H. Von STEIN, of Columbus, Ohio.

HEART DISEASE TAKES VETERAN MERCHANT.

Founder of James A. Webb & Co. and Prominent in Public Affairs, Dies Suddenly at Age of 80 Years.

JAMES A. WEBB, founder and head of James A. Webb & Son, dealers in drugs, alcohol and cologne spirits, 50 and 52 Stone street, New York, died suddenly of heart disease in this city last month. Mr. Webb, who was 80 years old, had suffered with heart trouble for 10 years, but the fatal attack came practically without warning. Despite his age he continued in active business up to the time of his death.

Mr. Webb was born in Norwich, N. Y., coming to this city when a boy. His first position was in a dry goods store, which he secured when only 13. Ten years later he entered the alcohol trade, in which he was a pioneer. For 40 years he carried on this business at 165 Pearl street, first under his own name and later as James A. Webb & Son, moving a few years ago to Stone street. The son died in 1887.

Mr. Webb resided in Madison, N. J., where he was active in public affairs, having been for 50 years prominent in the development of the town and in the affairs of the First Presbyterian Church. He was an officer in Madison First National Bank and two local trust companies. He was treasurer in the American Distributing Co. and a director of the Central Stamping Co., of this city. He was a Harrison Presidential elector in 1892 and was a member of various civic and patriotic societies. He was president of the Madison Y.M.C.A. and a liberal contributor to charitable and philanthropic objects. He is survived by his widow, a daughter, Mrs. E. P. Holden and his son's widow, Mrs. James A. Webb, Jr.

Ohio State Ph.A. Loses One of its Founders.

UPPER SANDUSKY, Nov. 20.—John H. Von Stein, aged 57, for over 30 years of the firm of Von Stein & Berg, is dead after a long illness at his new home in Columbus. Last May Mr. Von Stein sold his interest to Fred Berg and the latter's son Karl. Going to Columbus, Mr. Von Stein and his son-in-law, Rae Stockton, purchased a drug store. Besides his daughter, a widow survives. Mr. Von Stein was one of the founders of the Ohio State Ph.A., was its treasurer for 18 years and never missed a meeting until stricken.

Michael Rafter Found Dead in His Laboratory.

Just before closing for the night recently, a clerk in the drug store of Michael Rafter, 97 Lexington avenue, New York, found his employer dead in the laboratory. The cause was given as heart disease. Mr. Rafter was born in Kildare, Ireland, 51 years ago. A widow and two sons survive. Mr. Rafter was prominent in the Manhattan Ph.A. and other associations, besides being an A.D.S. member.

HEAD OF SCOTT & BOWNE DIES OF PARALYSIS.

Used His Large Fortune in Philanthropy and Aided Many Educational and Religious Institutions.

SAMUEL W. BOWNE, of the well known firm of Scott & Bowne, chemists and proprietors of Scott's Emulsion of Cod Liver Oil, Bloomfield, N. J., died recently in his residence, at 35 West 57th street, New York, from the effects of paralysis. He built a fortune as a manufacturing chemist and was well known through his philanthropies and generous gifts at various times to educational and religious institutions.

Mr. Bowne was born 68 years ago at Walden, in Orange County, and on the death of his father the management of the home farm fell to him. Later he started in business life in Newburg and came to New York in 1865. His first position here was in a broker's office, in Wall street, and he later became connected with the firm of Scott & Platt, manufacturing chemists, as a traveling salesman.

In 1874 he became a partner in the business, which then took the style of Scott & Bowne. Mr. Bowne's activities broadened, and he became president and director of the Cold Process Co. of New York, director of the Aetna National Bank, the Independent Milk Products Co. and the Baldwin Steel Co., of Charleston, W. Va.

For many years Mr. Bowne had been actively associated with the life of the Methodist Episcopal Church in both the city and the state. He was president of the New York Church Extension and Missionary Society. In 1901 he gave $100,000 to the Twentieth Century Thank Offering Fund, and in 1907 gave a similar sum to Syracuse University for the establishment of the Bowne Hall of Chemistry. The Drew Seminary, at Madison, N. J., was another object of his beneficence. He erected a gymnasium at a cost of about $35,000, and, with William Hoyt, shared the cost of the $100,000 Hoyt-Bowne dormitory. In mission and church work in this city he was associated with John S. Huyler, who preceded him in death by a month. He was interested in the McAuley Mission, in Water street, New York, and in the Hadley Rescue Hall, in the Bowery.

Mr. Bowne married Miss Nettie Youngs in 1875, and she survives him. He left no direct heirs, but he had many nephews in different parts of the country. He was a member of the Union League, New York Athletic, Republican, City, Downtown, Hardware and Knollwood Country clubs of New York City.

Mr. Bowne left in his will bequests to various institutions amounting to $120,000 and the widow was given $25,000 and the income on $50,000. A number of nephews and nieces were given stock in the concern.

The Drug Trade Section of the New York Board of Trade

and Trommer, Inc. was represented at the funeral by the following committee: C. R. Cosby, C. S. Littell, Dr. H. C. Lovis, T. P. Cook, Albert Plaut, Irving McKesson, S. J. Child, I. F. Stone, F. Black, W. P. Ritchey and W. A. Hamann.

John G. Benedict, Retired Wholesaler.

BOSTON, Nov. 21.—John G. Benedict, a former member of the wholesale drug house of Smith, Benedict & Siegemund, which for several years had headquarters under the old Boston Museum, died at his home in Bourne, Mass., yesterday, aged 65. Mr. Benedict, before entering the wholesale business, conducted drug stores at 154 Chandler street, in the south end, and at 1 Blue Hill avenue, in Roxbury. He retired from the wholesale business in 1895. He moved to Bourne in 1893 and had taken a prominent part in the civic affairs of the Cape. He attained a high place in Masonry.

Was Father of a Druggist and a Druggist's Wife.

CINCINNATI, Nov. 22.—The Rev. Edward Voss, 74, for 31 years pastor of the St. Paul's German Evangelical Protestant Church, and the venerable father of Edward Voss, Jr., of the drug firm of Voss & Ehlers, who is also a member of the Ohio State Pharmacy Board, died here recently. Mrs. Ermina Wiebold, wife of Druggist William Wiebold was his daughter. Cincinnati's German-American residents and the city in general have lost in his death a man whose personality was always potent for good.

Quarter of a Century With a New York House.

CHARLES EMERY CORNELL, 65, manager of the fancy goods department of McKesson & Robbins, New York, died last month from an apoplectic stroke at his residence, 214 West 136th street. About 25 years ago he entered the employ of McKesson & Robbins as a traveling drug salesman. He is survived by a widow, a son, Charles E. Cornell, Jr., and a daughter. He was a graduate of the New York College of Pharmacy and was a Mason.

Retired Druggist, Aged 93, Fatally Burned.

CINCINNATI, Nov. 20.—While attempting to kindle a fire in the kitchen stove at his home at 913 Race street, without calling his nurse, who had taken care of him for several years ad who, at the time, was indisposed, Francis B. Eckstein, 93, a member of a prominent Cincinnati family, and who, about twenty-five years ago conducted a drug store at Fourth and Main streets, was so badly burned that he died soon afterward.

Veteran in New York Chemical Trade is Dead.

W. E. Bennett, for many years well-known in the chemical trade of New York City, died Nov. 5, at St. Vincent's Hospital. He was born 57 years ago in Manhattan borough. Since May, 1910, he had been connected with the Mallinckrodt Chemical Works, and previous to that was for some thirty odd years with Powers-Weightman-Rosengarten Co. He was a Mason and belonged to the Royal Arcanum.

Turpentine Afire Takes Life of Young Druggist.

EARLVILLE, Ill., Nov. 20.—Willard Alyea, aged 28, registered pharmacist and son of Thomas Alyea, druggist, died recently from burns received when some turpentine accidentally spilled in the basement was ignited by the furnace. He was well-known and popular in town.

Automobile Causes Death of Lester Lorah.

PITTSBURG, Nov. 20.—Lester Lorah, 35, died recently as the result of injuries caused by his being struck by an automobile. Mr. Lorah and his wife were prominent in entertaining the visitors to Pittsburg on the occasion of the recent N.A.R.D. convention. Mrs. Lorah being one of the speakers in welcoming the members. Much sympathy is felt for her, as her father died within a week of her husband's death.

Crushed to Death in a Dummy Elevator.

BOSTON, Nov. 21.—Samuel L. Paul, a general utility man, met with a fatal death at the establishment of the Eastern Drug Co. early in the morning. Paul was in the basement, and had occasion to go to the fourth floor. Disregarding the rule which forbids employes to use the dummy elevator, Paul squeezed himself into it and started to ascend. When between the third and fourth floors he either tried to stop the elevator, or else forgetful of the shape of the shaft up which he was passing, he thrust his head out of the little car. He was caught by the projecting wall above the entrance to the third floor, and was horribly crushed. He was extricated as soon as possible and hurried to the hospital, but he died on the way. Paul was about 25 years old, and had been employed by the Eastern Drug Co. about three weeks.

Students Attended Prof. Hallberg's Funeral.

CHICAGO, Nov. 20.—The University of Illinois School of Pharmacy was closed on the day of Prof. Hallberg's funeral. Both classes sent handsome floral pieces.

Professor Hallberg's illness had prevented his giving any class instruction this year, and his work has been taken from the beginning of the year by his assistant, Prof. C. M. Snow. Prof. Snow has been assistant to Prof. Hallberg for eight years and was able to take all classes in pharmacy and carry the work along smoothly, and in a manner that was entirely satisfactory to both students and the Faculty.

Obituary Notes.

—THEODORE H. EATON, head of T. H. Eaton & Son, chemicals, Detroit, is dead, aged 68. Born in Skaneateles, N. Y., he went in 1842 to Detroit, succeeding in 1888 to the chemical business founded in 1838 which his father had purchased. He was prominent in patriotic societies. A widow, a son and a daughter survive him.

—AUGUST SAALBACH, 70, who recently died, was father of Louis Saalbach, instructor in the pharmacy department of the University of Pittsburg and of Carl, of Saalbach Bros., Pittsburg. A widow survives.

—ROMANTA WELLS, for 50 years a retail druggist and lately secretary of the Kansas City D.D.A., died recently in Chicago, aged 76. He was father of Dr. H. G. Wells, assistant dean of the University of Chicago.

—SMITH W. PEEBY, aged 44, Green and Elm streets, Jamaica Plain, Mass., died at the Lynn Hospital, Nov. 3. An operation was performed in the hope of saving his life.

—GEO. N. ROOT, treasurer of the Lenox (Mass.) Savings Bank, recently killed in an auto accident, was a pharmacist until he entered the bank last year.

—THOMAS L. BIDDLE, 70, Fort Wayne, Ind., who recently died, was a pioneer druggist and later perfume manufacturer.

—HENRY R. GILLESPIE, for 20 years a Chicago druggist and a 32d degree Mason, is dead. He leaves a widow.

—MELVIN E. CORNWALL, 78, retired, is dead at Therasa, N. Y. His wife, married 48 years ago, survives him.

—CHARLES W. MENK, of Newark, N. J., has been the recipient of sympathy for the recent death of his wife.

—ADAM M. GRUBBS, 48, of the West End Pharmacy, Butler, Pa., is dead. A widow and five children survive.

—JAS. A. VANDEBBECK, at one time proprietor of several drug stores in South Philadelphia, is dead, aged 60.

—DR. HENRY WURTZ, chemist and scientist, is dead in Brooklyn, N. Y., aged 82. He discovered Wurtzelite.

—WM. M. MELVILLE, 65, banker and druggist, is dead at Lima, O. Allen County D. A. attended the funeral.

—BEN WILLIAMS, for 25 years a resident of Texarkana, Ark., is dead, leaving a widow and two children.

—WM. H. SCRAPE, for 25 years a druggist of Memphis, Tenn., is dead, leaving a widow and two children.

—LOUIS G. HOMEIER, 52, Columbus, O., died of heart failure on his way home. He had a wife and daughter.

—WILLIAM F. HEAGNEY, 44, proprietor of a drug store at 150 Derby street, Salem, Mass., died recently.

—JAS. J. LARKIN, 57, manufacturing chemist, died recently of appendicitis in a hospital in Baltimore.

—AL. J. SMITH, former druggist, later successful lawyer and official, died recently in Minneapolis.

—W. H. VINCENT, for 40 years in the drug business in Missouri, is dead at Polo, aged 75.

—CHAS. H. HARVEY, 45, Lancaster, Mass., formerly of Ware and Manchester, died recently.

—GEO. W. GRADY, 72, retired, Norristown, Pa., is dead.

—ROBT. S. GRANT, retired, died recently at Norfolk, Va.

—WM. REYNOLDS, 68, retired, is dead at Bristol, Ct.

—AUGUST FRANCK, 72, retired, is dead in Chicago.

—DR. R. C. TUTTLE, Roscoe, N. Y., died recently.

—EDGAR SWADLEY, 52, is dead at Wabash, Ind.

CANNOT REGISTER "REXALL" AS TRADE MARK.

Patent Office Sustains Owner of "Rex," Who Opposed Granting the Application of the United Drug Co.

WASHINGTON, D. C., Nov. 20.—H. E. Stauffer, examiner of interferences in the United States Patent Office, has sustained the objection made by E. M. Regis & Co., to an application made by the United Drug Co., of Boston, for the registration of the word "Rexall" as a trade mark. Unless an appeal is filed before Dec. 9 the decision will stand.

The action was prosecuted for the Regis concern, which manufactures the Rex dyspepsia remedy, at Haverhill, Mass., by Browne & Woodworth, counselors at law, of Boston.

The Regis Co. registered the trade mark Rex, as applied to medicines, on Nov. 27, 1900, securing trade mark certificate 35,503. In the argument and evidence it was claimed that Mrs. Regis and later the company bearing her name, had used the name Rex for more than 30 years.

The United Drug Co.'s application for registration of the word Rexall as a trade mark was made Nov. 20, 1908, but the company had previously understood that there was no reason why the application could not or would not be granted.

The objector claimed that the addition of the syllable "all" to "Rex" had caused confusion and loss, some of her patrons thinking the Rex and Rexall remedies were similar, if not the same. Litigation between the Regis Co. and Jaynes & Co., Boston, resulted in the decision by the Supreme Judicial Court of Massachusetts that the word Rexall as a trade mark for dyspepsia tablets was an infringement upon the Regis trade mark Rex, an injunction being granted to prevent the defendant Jaynes Co. from further use of the trade name Rexall.

The papers in the case cite many similar instances where the courts have held that the addition to or alteration of trade names has been an infringement. Some of those quoted are as follows: "Colonial"—"Colonial Dame"; "Pepko"—"Pep-Kola"; "Diamond"—"Diamonddust"; "Velvet"—"Velva"; "Ivy"—"Ivory"; "German"—"Germania"; "The Hero"—"The Heroine", etc., to the number of 30 or more.

Some other cases in which the prominent feature or catchword was appropriated and which were decided against the infringers, are quoted: "Charter Oak"—"Old Charter" "Black Caps"—"Black Capsules"; "Gin Phosphate"—"Genuine Phosphate Gin"; "American Lady"—"American Girl"; "Green Ribbon"—"Green River," etc.

Examiner Stauffer holds "that with respect to many of the remedies and preparations named in the application of the United Drug Co. the mark sought to be registered so nearly resembles a mark proved to be owned and in use by the opposer and appropriated to merchandise of the same descriptive properties as to be likely to cause confusion or mistake in the mind of the public." The application therefore is denied by the examiner.

In a statement made by the United Drug Co. an explanation is made of the use of the word Rexall in connection with dyspepsia tablets. After the injunction against the Jaynes Co. the name of these tablets was changed to the Kroh dyspepsia tablets. The U. D. Co. states that prior to using the word Rexall, trade mark authorities were consulted and informed the company that there were no similar registered names which would interfere with the use of Rexall. The experts evidently overlooked the Regis Rex registration. The U. D. Co. states that when it discovered the existence of the Regis Co., rather than carry the case into court, it offered to buy the Regis business at a reasonable figure, "but that an abnormal price was put upon it."

Sells His Drug Business and Moves to St. Louis.

LOUISVILLE, Ky., Nov. 20.—L. H. Hall, who recently established a drug store at Sixth and Breckenridge streets, has retired, sold his store and moved with his family to St. Louis, Mo., where they will reside in the future.

Fountain Pens and Cigarettes in the Plunder.

BOSTON, Nov. 20.—Fountain pens, cigarettes, postage stamps and cash to a total of over $90 were stolen from the drugstore of Frank M. Frost at 907 Broadway, Chelsea, a few nights ago.

ERA DRUGGISTS' DIRECTORY *will be ready in December. Price $5 per copy. Orders should be placed now.*

BULLETS FAIL, BUT DISEASE CAUSES DEATH.

Dr. C. F. Simmons, Medicine Manufacturer, St. Louis, Had an Exciting and Picturesque Career.

ST. LOUIS, Nov. 20.—Dr. C. F. Simmons, medicine man and impromptu duelist, died of Bright's disease, recently at Excelsior Springs, Mo. He was a picturesque St. Louis character, where he was as well known as his medicine. He made a fortune in the manufacture and sale of his patent medicine, then ten years ago announced that he would retire from business and departed from St. Louis. He went to Texas and made $1,000,000 selling land and dealing in cattle.

In St. Louis in 1898 he had an affair of honor with Emil Davison, a bank clerk. While Davison was trying to take a revolver from his pocket Dr. Simmons shot him twice. There was no prosecution as Davison said the fight was the result of a misunderstanding. Dr. Simmons, while in St. Louis, also fought with his bookkeeper, George McBain, and the bookkeeper was stabbed with an erasing knife.

At Beeville, Tex., in 1905, Dr. Simmons was wounded in a revolver battle with J. H. Hamilton in a quarrel over stray cattle. At Excelsior Springs, in 1906, Dr. Simmons and Norman H. Chamberlain exchanged shots from behind telegraph poles in the main street of the town.

Friend of Druggists and Enemy of Tights is Missing.

MILWAUKEE, Nov. 20.—Assemblyman John F. Hughes, of Reeseville, well known publisher and popular because of his efforts in the assembly in behalf of the druggists, has disappeared. On Sept. 14 he attended the State fair in this city and has not been seen since that time. He became known almost nationally as the legislator who introduced the anti-tights bill in the last legislature, providing that no woman should appear on the stage in a costume that did not come within six inches of her ankles.

Druggist Ends His Life With Hydrocyanic Acid.

MILWAUKEE, Nov. 20.—Wm. Lorentz, 49, proprietor of a drug store at 19th and Greenfield avenues, recently killed himself with hydrocyanic acid, while despondent.

KOMMERS AT G.A.S. NOVEMBER MEETING.

Entertainment Committee Asks for $1,000 to Celebrate the Society's Sixtieth Anniversary.

At the November meeting of the New York German Apothecaries' Society, S. V. B. Swann presented a report on the status of the morphine ordinance question, asserting in its course, that it was generally understood that the Board of Health contemplated a modification of the obnoxious measure. A letter of protest against the ordinance addressed to Mayor Gaynor, on behalf of the G. A. S., was read by E. C. Goetting, as was also the former's acknowledgment of the same.

That the sum of $1,000 would be necessary, in order to fittingly celebrate the society's sixtieth anniversary, next October, was reported by Otto P. Gilbert, chairman of the entertainment committee. President George Kleinau appointed as a nominating committee, S. V. B. Swann, August Diehl, Fred. H. Plump, George Leinecker, and Felix Hirseman. F. H. Weyer, A. S. Schetter, and A. Sanntrock, of New York City, were elected members.

The meeting concluded with a kommers, over which the vice-president, Dr. Charles F. Klippert, officiated as master of ceremonies. Dr. Klippert delivered an address, arranged in poetic rhythm, and crowned each of the officers with a carnival cap, bearing the legend "Tugendbund." Dr. W. C. Alpers referred feelingly to the death of Prof. C. S. N. Hallberg, who had presided at the society's kommers to the A.Ph.A. A "trauerschoppen" was drunk to his memory.

Nineteen musical numbers were furnished by an orchestra led by Helmuth Jarchow, 'cellist, and of which Dr. F. W. Stechmann was the pianist. E. C. Goetting and Otto P. Gilbert contributed songs written by themselves.

New York Bowlers Going to Philadelphia.

The Eli Lilly & Co. New York branch bowling team will go to Philadelphia, Dec. 10, to roll against the Lilly Philadelphia team in the first of a series of contests arranged for this season.

NEW VOEGELI STORE WILL BE A MODEL ONE.

Brothers Will Have Three Pharmacies and They Have Not Yet Quit Growing—Some of the Features.

MINNEAPOLIS, Nov. 20.—Improvements in the West Hotel building make possible the opening of the third Voegeli Bros. drug store at Hennepin avenue and 5th street. More than $15,000 was expended in lowering the double store three feet to the street level and improving it otherwise.

"We expect to have one of the finest drug stores in America," said Thomas Voegeli in discussing the opening of the place, which will take place in a few days. "It will not only be beautiful, but modern and up-to-date in every particular."

The new Voegeli store will be the lone retail drug establishment in America to be finished in Circassian walnut. Fixtures and furniture are in Circassian walnut, as are the tasty panels which extend around the store, and the immense beams which run vertically and perpendicularly along the brown tinted ceiling. The whole effect is restful in the extreme, and excites one's admiration. There is nothing loud nor distasteful.

At intervals around the room, which has a 44-foot frontage in Hennepin avenue and a depth of 80 feet, are large plate glass mirrors, which add greatly to the beauty. In the center of the room show cases form a half circle, completely surrounding the three gigantic, onyx colored posts, which loom up 19 feet in height and have a circumference of seven feet. A balcony of Circassian walnut also extends circularly around nearly the entire store.

Especial attention will be paid to the soda water patronage. The fountain itself will probably be one of the prettiest in the city. A large plate glass runs along the rear length of 28 feet. The counter portion is in Mexican onyx. The part of the balcony nearest the 6th street side of the store will be given over to soda water tables. The furniture is all of Circassian walnut.

There will be innumerable show cases. The cigar counter is directly to the left as one enters from Hennepin avenue. The prescription department in the rear of the store has been ingeniously arranged. On the rear balcony is the large office. Four telephone booths take up the rear end of the store.

The Voegeli Brothers, Thomas and Henry, began in Minneapolis in 1887 in a "band-box" store at Hennepin and Washington avenues. The store was one-sixth the size of the present establishment at that corner. In 1892 they took over two additional stores, adjoining the Washington avenue establishment, increasing the total space to its present size. They bought the corner of Nicollet avenue and 7th street in 1903, opening another drug store there.

They say they haven't quit growing yet. During the winter they will increase the size of their Nicollet avenue store, taking over the adjoining store on Nicollet avenue. They have already secured the lease of that building. This will give the Nicollet avenue place a frontage of 40 feet.

New Building for Wholesale Druggists.

CINCINNATI, Nov. 20.—The Alfred Vogeler Drug Co., 217-223 East Sixth street, has moved into the building in East Fourth street which was occupied by the Stein-Gray Drug Co., which recently went into bankruptcy. The quarters are only temporary, however, as plans are under way for the construction of a big concrete building for the Vogeler Co. on the site of the old Vogeler store. The new building will cost about $200,000 and will not be ready for occupancy under a year or more.

Elephant Swallows 600 Grains Potassium Cyanide.

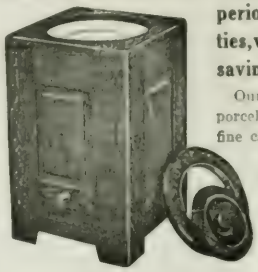
"Queen," one of the largest female elephants in the Frank A. Robbins circus, was put to death recently by being administered 600 grains of potassium cyanide. The poison was mixed up with three pailsful of moist bran. "Queen" was 87 years old, weighed 7,650 pounds and was 8 feet, 7 inches high. She succumbed 44 minutes after partaking of her last meal. In her lifetime she killed two people, for which crimes she was executed.

New Pharmacy Opened at Marshfield, Wis.

The new Potter Pharmacy has been opened at Marshfield, Wis. It is handsomely equipped with modern fixtures and a well arranged prescription department.

The Grand Rapids
ICE CREAM CABINET OF QUALITY.

Grand Rapids Ice Cream Cabinets save their cost in less than one season through their superior insulation properties, which effects a large saving in ice and salt.



Style No. 1

Our one can, 20 quart, porcelain lined cabinet. A fine cabinet at a right price. Made also in two can, 20 quart size.

Finely finished, perfectly insulated. Has brass faucet for drawing off water.

Three Can, Paneled Cabinet

Style No 2
Is insulated with two inch Cork Board of the best quality.

Style No 4

Our all wood ice cream cabinet which we guarantee to be unsurpassed by any on the market.

The two strongest features of the Grand Rapids Ice Cream Cabinets, features which should go a long way in getting your orders are perfect insulation and fine, durable finish. Combine these with the careful construction for which our product has been noted for years, and you have a pretty good proposition. Our finish is a specially prepared, secret process varnish, which we evolved after months of experimenting. We put on three thick coats which we guarantee makes it insurmountable to the attacks of salt water and prolongs the life of your cabinet indefinitely. That's the kind of goods you want to buy. Write us today for particulars, or ask your Jobber. New Catalogue Just Out.

CHOCOLATE COOLER COMPANY

75 Alabama Street **Grand Rapids, Mich.**

IMITATION BLACKBERRY CORDIAL LIBELLED.

Radams Microbe Killer Ordered Destroyed—Four Manufacturers of Headache Remedies Prosecuted.

WASHINGTON, Nov. 20.—The Department of Agriculture has given public notice of judgments 606 to 646, imposed by the courts in cases brought by the United States involving violation of the Food and Drugs Act, most of them relating to misbranding or adulteration.

The Failing-Nellis Drug Co., Albany, fined $125, shipped a quantity of an alleged remedy for headache, neuralgia, etc., same guaranteed as containing no narcotics and as a cure. Acetanilid was present and statements on label proven contrary to fact.

Other cases of misbranded drug products consisted in the following: Emmert Proprietary Co., Chicago, shipped 144 bottles of "Dr. Winchell's teething syrup, etc.," labels on which misstated contents to be a cure for a number of diseases, fined $25 and costs; A. J. Hilbert & Co., Milwaukee, shipped "Distilled Extract of Witch Hazel (Hamamelis). Dr. Scott Medicine Co., etc.," same claimed on label to be cure for a number of diseases and conditions, and on label of which amount of alcohol-content was not stated, fined $25, and 25 cases of "William Radams Microbe Killer, kills all diseases, etc.," which would not cure all or any disease at all. In the last case claimant upon payment of costs and execution of $500 bond might have secured goods but failed to disburse former sum and goods were destroyed.

Three consignments of "H. F. L. Hamilton Blackberry Cordial, artificially colored, etc. Henry H. Shufeldt & Company, rectifiers and wholesale liquor dealers, Apple street, Peoria, Ill., etc.," consisted wholly or in part of the fermented solution of starch sugar, artificially colored and flavored. Same was an imitation blackberry cordial and did not comply in any particular with the N. F. product. Upon payment of costs and filing of $400 bond, goods were returned to claimant for disposal per law.

Four headache remedy manufacturers were prosecuted as follows: Delaware Drug Co., Hancock, N. Y., shipped "Dr. Peters' Headache Powders, 1 oz. 280 grains phenylacetamide. They will relieve headache, neuralgia, etc.," misbranded because statements on label were untrue and proportion of acetanilid present was not given; defendant fined $50. Sure Pop Co., Terre Haute, Ind., shipped "Sure Pop Cures Headache and Neuralgia, etc.," claim of efficiency false, company fined $25 and costs; Gabriel R. Summers, doing business as Vanderhoof & Co., South Bend, Ind., shipped "Mrs. Summers' Harmless Headache Remedy," same being misbranded since it contained caffein, acetanilid, camphor and sodium salicylate, and was injurious to health, defendant fined $10 and costs, and W. A. Wells, doing business as the Wells Medicine Co., Lafayette, Ind., shipped "Wells Dime Headache Cure, etc.," misbranded since preparation would not cure headache, defendant fined $10 and costs.

Charles Crescelius, New Albany, Ind., shipped two boxes of a drug product sold as cocaine. Same contained 80.34 per cent. acetanilid and 19.64 per cent. cocaine hydrochloride, and label of either box failed to bear statement of proportion of these drugs. Fine of $10 and costs was imposed.

A. J. Miller, St. Louis, shipped two boxes of ointment sold as a cancer cure. The preparation analyzed as containing 31.8 per cent. acetanilid, no statement concerning same being made on label. Mr. Miller was fined $25 and costs.

The Bradfield Regulator Co., Atlanta, Ga., shipped a quantity of "Mother's Friend. For the relief of the suffering incident to child birth, etc." Claims of properties of preparation were decided false and fine of $25 and costs imposed.

470 Druggists in This Co-operative Concern.

MILWAUKEE, Wis., Nov. 20.—Forty-five stockholders in the Wisconsin Pharmacal Co. were the guests of the company at a dinner, Nov. 15, at the Blatz hotel. The affair was such a success and so thoroughly enjoyed by all those present that it was voted to make it an annual occurrence. E. G. Raeuber, manager of the company, acted as toastmaster. President C. Widule, Senator-elect George Weigle, Robert Dadd, E. B. Heimstreet and Henry C. Schrank responded to toasts. The reports of President Widule and other officers showed that the year just ending had been most successful and a cash dividend of six per cent was declared. There are 470 stockholders. The old officers were re-elected.

ANTIKAMNIA WINS FEDERAL COURT VERDICT.

Justice Clabaugh Holds That Action of Food and Drug Board was Legislation, Not Regulation.

WASHINGTON, Nov. 20.—In the Supreme Court of the District of Columbia last week Justice Clabaugh handed down a decision in the case of the United States vs. the Antikamnia Chemical Co., St. Louis, Mo., finding against the Government. The court finds that the tablets manufactured by this company were not misbranded under the Pure Food and Drugs Act and that the provision of Food Inspection Decision 112 relating to the labeling of derivatives, as enforced against the defendant, was illegal. The court holds that this action of the Board of Food and Drug Inspection, as promulgated by the Secretary of Agriculture, Secretary of the Treasury, and the Secretary of Commerce and Labor, was in the nature of legislation and not of regulation as authorized by Congress in connection with preparing regulations for the enforcement of the Pure Food and Drugs Act.

While the decision deals with the particular matter of the alleged misbranding of antikamnia tablets, in that it was stated that they contained no acetanilide, but did contain acetphenetidin, the application, it is believed here, extends to all of Decision 112 which relates to the naming parent substances of derivatives on labels.

Decision 112 declared acetphenetidin to be a derivative of acetanilide and provided in effect that this fact should be stated on labels of products containing the derivative. It is probable that the Government will appeal the case, although no conclusion to that effect has as yet been announced by the officials The regulation was passed by the three secretaries, in accordance with an opinion rendered by Charles J. Bonaparte, the then Attorney General.

The libel charges were two in number. The goods were claimed to be misbranded because each of the packages of the drug contained a large quantity of acetphenetidin, which was said to be a derivative of acetanilide, and under the Pure Food Act and Regulations made thereunder it is provided that the label on each package should bear a statement that acetphenetidin contained therein is a derivative of acetanilide. Secondly, it was claimed that each package was further misbranded and misleading for the reason that each label bore the statement that no acetanilide was contained therein and that this statement signifies that there was no proportion of any derivative of acetanilide contained in the product.

The court held that the secretaries exceeded their authority when they attempted to require manufacturing druggists to add to the name of the derivative the fact that it is derived from a parent drug, such as alcohol, cocaine, acetanilide, etc. Such action the court determined to be legislation and not regulation.

Elated Over Victory After a Four Years' Fight.

ST. LOUIS, Nov. 20.—Frank A. Ruf, president of the Antikamnia Chemical Co., is much elated over the decision of the United States Court in the famous tablet misbranding case. Mr. Ruf said:

"This decision knocks out Inspection Decision 112, which was simply bureau-made law, not regulation. We spent four years getting this case before the court and have finally proved our contention that the three secretaries have no right to make laws, but can only make regulations as empowered by Congress.

"We have always been willing to label our products in full compliance with the law and every right-minded citizen will approve our course in fighting against bureau legislation. We have Congress to legislate for us and that is enough.

This Co-operative Company in Good Condition.

BALTIMORE, Nov. 20.—The Calvert Drug Co., a co-operative corporation, held its annual meeting recently. John B. Thomas was re-elected president and Dr. John G. Beck was again chosen general manager. Dr. Beck reported the company to be in excellent financial condition, with every obligation met and a surplus.

Temporary Receiver for Wholesale Drug Concern.

RALEIGH, N. C., Nov. 22.—Judge Cooke has appointed A. W. Medlock temporary receiver of the Acme Drug Co., wholesale druggists, on the application of D. T. Worley, a stockholder, who claims that the concern is not making money. There will be a further hearing next Monday.

NEW CORPORATIONS.

Perfume Drug & Chemical Co., New York City. Capital $50,000. Incorporators: E. J. Hutter, Great Neck, N. Y., and Vincent J. Lascurain and John Langbrant, Long Island City, N. Y.

Palmetto Pharmacy, Greenville, S. C. Capital $5,000. Presidents, R. H. Jones; vice president, secretary and treasurer, H. C. Wells.

Lucky Cuticura Co., Chicago, Ill., to manufacture chemicals, drugs, toilet articles. Capital $200,000. Incorporators, L. Clark, L. R. Young and J. O. Hall.

Osage Manufacturing Co., Bloomington, Ind. To manufacture and deal in toilet articles and supplies. Capital, $15,000. Incorporators, B. H. Rifenbark, W. H. Fisher and J. L. Murray.

Adams Remedy Co., New York. To manufacture patent medicines, laxatives, etc. Capital $30,000. Incorporators, L. M. Herman, Jersey City, Aaron Broomhall, M. A. Nestor, New York.

David B. Levy, New York. To manufacture medicines, drugs, chemicals, etc. Capital, $24,000. Incorporators, David B. Levy, Chas. A. Buerk, and James P. Williams.

Goldenthal Pharmaceutical Co., Brooklyn, N. Y. Capital, $1000. Directors, Sophie Goldenthal, Brooklyn, and Oscar Stelnberg and George Apfel, New York.

Canisteo Drug Co., Canisteo, N. Y. General drug business. Incorporators, J. W. Mitchell, Canisteo, and Albert E. Gray, East Aurora, N. Y.

Wendell Pharmacy, Pittsfield, Mass. To take over Willard Pharmacy. Capital, $10,000. President and treasurer, Luke J. Minahan; clerk, J. W. Lewis; directors, the officers named and Frederick McCoy.

Unit Chemical Co., Newark, N. J. Druggists and chemists. Capital, $100,000. Incorporators, Herbert Goldsmith, Mortimer Koehler, and Emanuel Berger.

Neches Drug Co., Beaumont, Texas. Capital, $10,000. Incorporators, W. C. Whitney, M. E. Rowzee, and W. S. Stevens.

Miller-Hanson Drug Co., New Britain, Conn. Capital, $12,000. Incorporators, Aaron Danielson, Sven P. Hanson, both of New Britain and Carl E. Miller, Hartford.

Walter Bywaters Drug Co., Roxton, Texas. Capital, $8000. Incorporators, Walter Bywaters, K. Hunter Bywaters and T. F. Julian.

Emerson Drug Co., Denver, Colo. Capital, $10,000. Incorporators, William H. Kent, Edward K. Davidson and P. J. E. Robinson.

Nuera Pharmacal Co., Detroit, Mich; to manufacture pharmaceutical specialties. Capital, $1000. Incorporators, Clarence R. Burrell, Max A. Kean, and Harry S. Schneider.

Lexington Drug & Chemical Co., New York, chemists, druggists, etc. Capital, $10,000. Incorporators, William D. Meagher, Geo. E. Palmer and Martha Best.

Dehossen Pharmacy, Chicago, Ill. Prescriptions and drugs. Capital, $5000. Incorporators, Charles E. Schieck, F. C. Ravens, F. Bagley.

Olympia Drug Co., Gloucester, Mass. Capital, $5000. Incorporators, Albert S. Maddocks, J. Richard Clark, William G. Clark and Harold S. Maddocks, Jr.

International Non-Refillable Bottle Co., Lowell, Mass. Manufacturing bottles. Capital, $25,000. President, J. C. Burke; treasurer and clerk, J. J. Corbett.

Grenier Chemical Fibre Co., Philadelphia, Pa. To produce raw cotton and deal in absorbent cotton, wood pulp, etc. Capital, $200,000. Incorporators, Christian A. Grenier, Ernest Grenier, Norristown, Pa., and James C. Roberts of Arlington, N. J.

Covington Turpentine Co., Jacksonville, Fla. Capital, $100,000. President, A. D. Covington, Rosalie, Fla.; vice-president, D. R. McNeill; secretary, and treasurer, W. J. Kelly, Jacksonville.

Hammon Drug Co., Hammon, Okla. Capital, $3000. Incorporators, A. North and J. North, Davidson; and R. J. Schropen, Hammon.

Nulomoline Co., New York. To manufacture and deal in Nulomoline, etc. Capital, $100,000. Incorporators, Noah W. Tansaig, New York; William H. Mason, Hurley, N. Y., and Chas. T. Teigeler, Rutherford, N. J.

Young-Roberts Drug Co., Waycross, Ga.; wholesale and retail drugs. Capital, $20,000. Incorporators, J. M. Young, Jr., H. K. Robertson and J. M. Warren.

Everyman's Safety Razor Co., Arlington, N. J. Capital, $125,000. Incorporators, E. J. Forhan, G. I. Martin and H. P. Jones, all of 154 Nassau St., New York City.

Miller Drug Co., Hamilton, O. Capital, $5000. Incorporators, Harry A. Junkins, U. F. Buckley, Charles J. Parrish, Charles Z. Mitchell and Geo. M. Cummings.

Cameron Drug Co., Cameron, Texas. Capital $10,000. Incorporators, I. C. Cochran, M. E. Mack and R. B. Johnson.

McLean Drug Co., Cleveland, O. Capital, $10,000. Incorporators, Alfred McLaren, Alfred G. Cooper, James McLaren, J. E. McLean and J. Cooper.

Best Drug Co., Hobson, Mont. Manufacture drugs and chemicals. Capital, $50,000. Directors, Geo. R. Fisher, Henry B. Lamoreaux and R. H. Kleinschmidt.

International Color and Manufacturing Co., Chicago, Ill. To manufacture dyes, chemicals, compositions, etc. Capital, $25,000. Incorporators, William M. Gager, B. H. Sherman and Robert Rose.

Langford Drug Co., Sherman, Texas. Capital $10,000. Incorporators, W. H. Langford, P. C. Keith and T. H. Parr.

Thompson Hospital Co., Denver, Colo. Capital, $50,000. Incorporators, L. A. Whitney, C. F. Armstrong, Marion Cowell.

Mineral Chemical Co., New York. Manufacturers' chemicals of all kinds. Capital, $25,000. Incorporators, J. H. Williams, Brooklyn; C. D. Ellis, S. Y. W. B. Duncan, New York City, M. C. Peters, N. Y.

The Wyandotte Manufacturing Co., South Pearl Ind. To manufacture patent medicines and medicines. Capital, $12,000. Incorporators, W. L. Kreer, Samuel Whitehall, A. B. Prance and John Wolverton.

Medical Pharmacy Co., Marion, N. C.; general drug business. Capital, $5,000 with $2,000 subscribed. Incorporators, M. L. Berry, H. J. Sanders, D. L. Perry, Jr. and W. R. Zeigler.

Booth Hinds Co., New York; drugs and chemicals. Capital, $10,000. Incorporators, Clement G. Booth, New York City; Richard W. Pharr, Summit, N. J., and W. J. Hinds, Kent, Ohio, and two others.

A. G. Lansing Co., New York City. To manufacture and deal in bath salts, drugs, medicines, etc. Capital, $125,000. Incorporators, James J. Bridgman, Geo. E. Horton, Theo. S. Mackbell, Jr., and two others.

Central Chemical Co., Boston, Mass. Capital, $50,000. Incorporators, Daniel E. Loweree, Lucius K. Thayer and Henry D. Padelford.

Langham Pharmacy, Boston, Mass. Capital, $6000. Incorporators, Howard W. Nowell, Joseph P. Ryan and Rufus B. Sprague.

Clay-Godson Chemical Mfg. Co., New York City. To manufacture drugs, chemicals, paints, oils, etc. Capital, $500,000. Incorporators, D. Robins, H. Rapp, and J. Moses.

Vitalitas, Inc., New York City. To manufacture and deal in drugs, medicines, etc. Capital, $20,000. Incorporators, Paul S. Schwengers, Geo. D. Hart and Thomas F. Walsh.

W. F. Norris Co., South Whitley, Ind., Pharmacists. Capital, $6000. Incorporators, W. F. Norris, S. H. Norris and Moses Mayer.

L. L. Harlan Co., Druggists, Hawarden, Ia. Capital, $15,000. President, L. L. Harlan; vice-president, L. L. Harlan, Jr., and secretary-treasurer, Guy Burket.

Herlkraft Medical Co., Boston, Mass. General drugs. Capital, $100,000. President W. Junker, New York City; treasurer, F. L. O'Leary, Boston, Mass.

International Remedy Co., Boston, Mass. To manufacture and deal in drugs. Capital, $50,000. President, A. E. Burrell, East Weymouth; treasurer, J. F. Lynch, North Attelboro.

Mount Croghan Drug Co., Mount Croghan, S. C. Capital, $7000. President, William J. Perry; secretary-treasurer, Karl F. Taylor.

John Gates Co., Utica, N. Y. To manufacture and deal in drugs, etc. Capital, $40,000. Incorporators, J. Gates, J. G. Slauson, and R. T. Gilbert.

Benedict Tablet Co., Utica, N. Y. To manufacture and deal in drugs, chemicals, etc. Capital, $50,000. Incorporators, G. W. Benedict, Ilion; A. G. Miller, E. W. Hobin and R. A. George, all of Utica.

Newark Chamois Co., Newark, N. J. To deal in chamois skins, etc. Capital, $75,000. Incorporators, Chas. G. Drueding and Henry G. Drueding of Philadelphia; John K. Kaiser, Mt. Vernon, N. Y. and Alfred K. Schrauce, Newark, N. J.

Milban Drug Co., Eastchester, N. Y. Capital, $1000. Directors, R. B. Gray and B. R. Bates, New York City, and Chas. V. D. Peck, Mt. Vernon, New York.

Cantor & Dillon Co., New York. To deal in drugs, medicines, paints, etc. Capital, $10,000. Incorporators, Herman H. Cantor, Conrad C. Dillon and Edward L. Thompson.

Medico-Tabloid Co., New York. To manufacture and deal in drugs, medicines, etc. Capital, $25,000. Incorporators, J. F. Egerton, F. C. Schwarz and J. L. Crotta, M. D.

Dreier Drug Co., Ft. Wayne, Ind. Capital, $30,000. President, W. H. Dreier; vice-president, C. F. Freese; secretary, Martin Scheele; treasurer, Geo. F. Miller.

O. U. K. Bottle Manufacturing Co., Wilmington, Del. Capital, $1,000,000. Incorporators: W. H. Nook, G. D. Hopkins and B. M. Grawl.

Electric Drug Co., Webb City, Mo. Capital, $6000. Incorporators: John Barron, James Crawford and W. S. Barron.

Mutual Chemical Manufacturing Co., Chicago, Ill.; to manufacture and deal in chemicals, food products, etc. Capital, $10,000. Incorporators: L. H. Clanchard, C. J. Breitsprecher, N. F. Sawyer.

Tailby-Nason Co., South Berwick, Me.; chemists, druggists, etc. Capital, $100,000. President, treasurer and clerk, F. A. Hobbs, South Berwick.

Davies, Rose & Co., Boston, Mass.; general drug business. Capital, $25,000. President, J. W. Davies; treasurer, G. H. Rose, Boston.

Moxum Drug Co., Salt Lake City, Utah. Capital, $5000. President, Thomas Elliott; vice-president, G. J. McGonigle; secretary and treasurer, Edith S. Elliott.

Longnecker Drug Co., Struthers, Ohio. Capital, $10,000. J. E. and Daisy B. Longnecker, B. F. Harris, W. C. Carman, D. B. Cooper.

Cooleemee Drug Co., Cooleemee, N. C.; general drug business. Capital, $10,000 ($2500 paid in). Incorporators: W. D. Turner, Claude Ramseur and A. L. Taylor, Concord.

Sunset Perfume Co., Los Angeles, Cal. Capital, $240,000; subscribed, $200. Directors: John D. Smith, Eugene Merrick, E. M. Smith, G. M. LeRoy, T. A. Smith.

Pierre Carbonating Co., Pierre, S. D.; to manufacture and sell carbonated beverages. Capital, $100,000. Incorporators: P. F. McClure, C. Enger, J. C. Adam and Richard Purcell.

K. N. W. Pharmacy, Spartanburg, S. C. Capital, $5000. President, G. D. F. Wilson; vice-president, R. E. Kibbler; secretary-treasurer, O. W. Nettles.

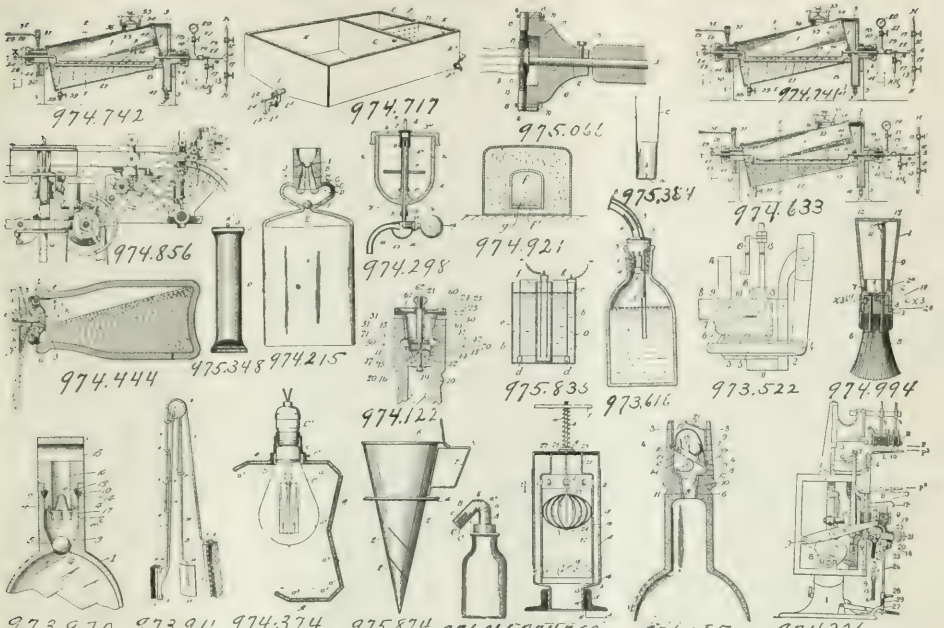
Thomas W. Read Manufacturing Co., Cincinnati, Ohio; to manufacture drugs and medicines. Capital, $5000. Incorporators: T. W. Read, J. A. Campbell and James Casey.

Anti-Pyorrhea Chemical Co., St. Louis, Mo.; to manufacture and deal in medicines. Capital, $50,000. Incorporators: Lorwin N. Cates, R. W. Parker and Arthur Wolf.

John W. Cobbs Drug Co., Springfield, Ill. Capital, $18,000. Incorporators: Alice L. Cobbs, Vincent Y. Dallman, Sidney B. Breese.

Crosby Chemical Co., Round Brook N. J.; to engage as chemical manufacturers, in real estate, etc. Capital, $125,000. Incorporators: James G. Fisher, Joseph H. Fisher and Rose A. Fitzgerald.

PATENTS, TRADE MARKS, ETC.—(See Next Page)



PATENTS.

Granted October 25, 1910.

973,522—Johannes K. Lannmark, Stockholm, Sweden. Corking-machine.

973,616—Ernest L. Beck, New York, assignor to Dodge & Dent Mfg. Co., Inc. Bottle-stopper.

973,832—Arnold Wiens, Bitterfeld, Germany, assignor to Electrochemische Werke, G. M. B. H. Process of making oxalates from formates.

973,908—Hans Belart, Huddersfield, Eng. Preparation of eugenol and albumin.

973,911—Philip Buck, Rugby, Tenn. Bottle and lamp-chimney cleaner.

973,970—Ward B. Powell, Chant, Okla., assignor of one-half to W. W. Wingo, Hartford, Ark. Non-refillable bottle.

Granted November 1, 1910.

974,122—Edmund S. Church, Dayton, O., assignor to The Hayner Distilling Co. Bottle-stopper.

974,215—Peter Vice, New York. Non-refillable bottle.

974,298—Chas. B. Rider, Ocean City, N. J., assignor of one-half to Samuel H. Hann, Camden. Disinfecting apparatus.

974,326—Frank O. Woodland, Worcester, Mass. Feed-controlling means for labeling-machines.

974,374—Thomas Gaggs, Chicago, assignor to Thomas H. Sidney. Reflector for store windows and the like.

974,444—Chas. J. Stauffiger, Buffalo. Bottle-stopper.

974,448—Frederick Supf, New York, assignor to the Arabol Mfg. Co. Process of liquefying organic colloids.

974,633 and 974,742—Henry S. Blackmore, Mt. Vernon, N. Y., assignor to Robert E. Robinson and Daniel C. Spruance, trustees, New York. Process of making ammonia, or ammonia bases.

974,717—Davis B. Spahler and Benjamin F. Bryan, Taft, Fla. Turpentine-separator.

974,741—H. S. Blackmore, assignment same as 974,633. Process of making ammonia or other nitrogen-hydrogen binary compounds.

Granted November 8, 1910.

974,739—David S. Henney, Newark, N. J. Ozonizer.

974,856—George Brand, Felix Marelle and Edward P. Sheldon, Brooklyn. Labeling-machine.

974,921—Charles Rollin, Newcastle-upon-Tyne, Eng., assignor to himself and Hedworth Barium Co., Ltd. Process of making barium oxide

974,993—Charles Rollin, assignment as above. Process of making anhydrous barium hydroxide.

974,994—Walter T. Schaefer, Los Angeles, and Joseph E. Steers, San Francisco. Fountain toilet-brush.

975,066—Wm. Penman, Denison, Tex. Neck-cleaning device for bottle-washers.

975,129, 975,353 and 975,354—Reinhold Gruter and Heinrich Pohl, Charlottenburg, Ger., assignors to Chemische Werke vorm. Dr. Heinrich Byk. Stable mixture for producing hydrogen peroxide.

975,151—Max Neumann, Weisbaden, Ger., assignor to General Chemical Co., New York. Formic acid.

975,224—Gilbert Fowler, Urmston, near Manchester, Eng. Process for obtaining pure shellac from stick-lac or the like.

975,348—Oscar Gerdtzen, Valparaiso, Chile. Discharge-head for collapsible tubes.

975,384—Fred L. Norman, Baltimore ,assignor of one-half to Herman Bealmear. Cork-extractor.

Granted November 15, 1910.

975,656—Jokichi Takamine, New York. Process of converting starchy material into sugar.

975,814—Albert Westlake, New York, Mouth-tablet.

975,835—Herman Damkohler and Hugo Schwindt, Bremen, Ger. Process of electrolytically treating tannic infusions of plants.

975,863—Eduard Hepp, Frankfort-on-the-Main, and Christoph Hartmann, Hochst-on-the-Main, Ger., assignors to Farbwerke vorm Meister, Lucius & Bruning. Anthraquinone derivatives and process of making same.

975,866—Henry Howard, Boston. Formic acid.

975,874—Herrmann E. Korn and Edmond Kuhn, East Orange, N. J. Apparatus for preparing infusions.

976,051—Frank M. Davis, Butler, Pa. Milk Extract of wild spikenard.

976,065—Seth E. Gill, Brooklyn. Non-refillable bottle.

976,066—Chas. J. Gillette, Washington, D. C. Measuring device.

TRADE MARKS.

Published October 25, 1910.

42,374—Rich. Schubert & Co., Weinhohla, near Dresden, Ger. Ointments to be used in cases of herpes, eczema, and similar skin diseases.

49,486—Allcock Manufacturing Co., Ossining and New York.

Copy of any TRADE-MARK or PATENT, with 64 page Booklet on LEGAL TRADE-MARKS, PROTECTIVE PATENTS, and FOOD AND DRUGS ACT, sent for 25 cents.
G. H. DAVIS, Attorney, 908 G St., N.W., Washington, D. C.

[illegible] medicinal tablets, medicinal wafers, etc.
51,234—Hospital Pharmacal Co., New York. Toxicological medicine.
51,269—Dr. [illegible] Asthma Remedy Co., Ada, Mo. Remedies for [illegible].
51,[illegible]—Satiskine Co., Boston. Hair-tonic, face-powder, and cold-cream.
51,995—Richard J. Parrett, Elkhart, Ind. Remedy for diseases of blood, kidneys, and liver, etc.

Published November 1, 1910.

46,775—The Andrew Jergens Co., Cincinnati. Perfumes and toilet waters.
47,251—Clarence S. Brant, Avon, Ill. Ointment for treatment of eczema, pimples, redness of skin, etc.
49,396—Mayole (1910) Co., New York. Face-creams, skin-lotions, hair-tonics, face-powders, perfumes, toilet waters, etc.
49,697—Alfred Dalle, Berlin, Ger. Hemoglobiniferous preparations.
50,651—Wm. H. Grimes, New York. Cough drops.
50,763—Schieffelin & Co., New York. An analgesic and antiseptic for use both external and internal use.
51,137—Osteopathy Supply Co., New York. An antiseptic and remedial preparation.
52,138—Julius Schmid, Inc., Astoria, N. Y. Styptic pencils.

Published November 8, 1910.

46,690—Oxygenator Co., Buffalo. Oxygenators.
47,242—Fred F. Frontz, New York. Remedies for treatment of diseases of the vagina, ovaries, and womb.
50,559—Elsa Bunzl, New York. Skin-lotions.
51,054—Max Queisner, Charlottenburg, Ger. Chemical preparation for cleaning straw hats.
51,327—George Lueders & Co., New York. Peroxide of hydrogen.
51,856—Rural Home Chem. Co., Wellsboro, Pa. Substance adapted for use as a disinfectant, deodorant, germicide, and insecticide.

Published November 15, 1910.

46,203—Cuticipel Co., New York. Skin disease remedies.
47,630—Smith, Kline & French Co., Philadelphia. Remedies for coughs, liquid dentifrice, powder dentifrice, remedies for diseases of the skin, liniment, etc., etc.
50,566—Joseph C. Wunder, Baltimore. Constipation remedy.
51,672—Rural Home Chem. Co., Wellsboro, Pa. Compound to aid digestion, assist assimilation and quicken elimination in animals.
52,198—General Drug Co., New York. Headache remedies.
52,297—Albert Rudolph, Edgewater, N. J. Hair Tonic and remedy for dandruff, etc.

Produce Show at Traverse City.

Hannah & Lay Mercantile Co., Traverse City, Mich., have issued a catalogue of premiums to be awarded for the best displays of an agricultural character exhibited in their second Produce Show, to be held in their buildings during Grange week, December 12-17. The purpose of the show is to supplement the advertising which has been done by the Traverse City Board of Trade and the Western Michigan Development Bureau, and also to give strangers an opportunity to see for themselves how the Grand Traverse region of Michigan excels in horticultural and agricultural lines.

Third Store of Spiegel Chain Opened in Milwaukee.

MILWAUKEE, Nov. 20.—Under the management of H. P. Harris, formerly of Chicago, the A. Spiegel Co. has opened the third of its chain of drug stores at 126 Wisconsin street, which is one of the most handsome and best appointed pharmacies in the city. Crowds thronged the new store during the entire day of the formal opening, when souvenirs in the way of cut flowers, candies and samples were given away. The prescription department is a model and is large enough so that four clerks can work at the same time.

Druggists Interested in Proposed Credit Bureau.

MILWAUKEE, Nov. 20.—Local druggists are much interested in the proposed movement of the retail division of the Milwaukee Merchants' & Manufacturers' Association to establish a credit bureau, modeled after that now in use in Indianapolis. Many of the druggists are becoming affiliated with the association so that they can secure the benefits of this bureau, which will at all times keep an accurate record of all persons who have ever secured credit in the city.

May Reorganize the American S. F. Co.

BOSTON, Nov. 20.—Affairs of the American Soda Fountain Co., as per Treasurer North's report, show that the business has improved and during the year has been conducted with a slight profit. Cash on hand exceeds indebtedness. Under restrictions of the corporation law a reorganization will probably be made. Until then dividends are improbable.

ERA DIRECTORY. DIRECTORY *will be ready in December. Price $5 per copy. Orders should be placed now.*

THE DRUG MARKETS

ALL TARTAR PREPARATIONS HIGHER.

New Schedule of Prices for Bromides in Sight—Ergot in Limited Supply and Prices Up.

CHANGES SINCE LAST REPORT.

D	Acacia, Sorts, Sifted	lb.	.19	— .24
A	Acid, Tartaric, cryst.	lb.	.34	— .37
	Powdered	lb.	.36	— .40
D	Aloes, Socotine, True	lb.	.30	— .36
	Powdered	lb.	.38	— .43
A	Asafetida, Good, Fair	lb.	1.80	— 1.90
A	Beans, Tonka, Angostura	lb.	4.20	— 4.30
D	Belladonna Root, German	lb.	.20	— .25
	Powdered	lb.	.25	— .30
D	Buchu Leaves, Long	lb.	.75	— .85
	Powdered	lb.	.85	— .90
D	Buchu Leaves, Short	lb.	1.10	— 1.20
	Powdered	lb.	1.15	— 1.25
A	Calendula Flowers	lb.	.44	— .52
D	Camphor, refined (bbl. .43)	lb.	.46	— .52
	¼ lb. squares (Cases. 44)	lb.	.46	— .52
D	Cloves	lb.	.22	— .25
	Powdered, pure	lb.	.26	— .29
A	Cocculus Indicus (Fish Berries)	lb.	.12	— .14
D	Cochineal, Honduras	lb.	.43	— .48
	Powdered	lb.	.50	— .58
A	Cream Tartar, powdered	lb.	.30	— .36
A	Dandelion Root	lb.	.22	— .27
	Cut	lb.	.24	— .29
A	Elecampane Root	lb.	.18	— .20
	Ground	lb.	.22	— .25
A	Ergot	lb.	.60	— .65
	Powdered	lb.	.68	— .72
D	Fennel Seed	lb.	.20	— .24
A	Glycerin	lb.	.32	— .36
A	Golden Seal Root	lb.	2.50	— 2.60
	Powdered	lb.	2.70	— 2.80
A	Ipecac Root, Carthagena	lb.	2.00	— 2.15
	Powdered	lb.	2.15	— 2.25
D	Jalap Root, selected	lb.	.45	— .50
	Powdered	lb.	.50	— .55
A	Mace, Whole	lb.	.60	— .65
	Powdered	lb.	.70	— .75
D	Mercury (Quicksilver)	lb.	.75	— .80
A	Oil Cloves	lb.	1.15	— 1.20
A	Oil Geranium, Rose, Natural	lb.	4.50	— 5.00
A	Oil Haarlem, Dutch	gross	3.00	— 3.50
A	Oil Lemongrass	lb.	1.60	— 1.70
A	Oil Olive, Lucca, Cream	gal.	2.90	— 3.25
	Malaga	gal.	1.75	— 1.85
A	Oil Peppermint, N. Y.	lb.	2.50	— 2.60
	Western	lb.	2.50	— 2.60
D	Opium, Natural	lb.	5.00	— 5.20
A	Pepper, Black, clean, sifted	lb.	.14	— .16
A	Potassium Bromide	lb.	.29	— .34
A	Prickly Ash Bark	lb.	.50	— .55
	Powdered	lb.	.55	— .60
A	Rochelle Salt	lb.	.21	— .24
D	Santonine	lb.	12.00	—13.00
A	Seidlitz Mixture	lb.	.17½	— .19
A	Yerba Santa	lb.	.25	— .30

NOTE: A, advanced; D, declined; C, correction; N, new.

See page 1239 and following pages for Prices Current.

NEW YORK, Nov. 23.—Business during the period since our last report, and more particularly within the past week, has been of very fair proportions, with an apparent steady increase in volume and price changes largely in favor of sellers, some of which are of more than ordinary importance. Opium, natural, is slightly lower, although cabled higher abroad. Quinine is without change. Manufacturers have advanced

prices of bromide preparations. Yerba Santa is further advanced and Elecampane and golden seal roots are higher. Couch grass and German dandelion are cabled higher abroad. Jalap is easier, and large German fennel seed somewhat lower. Tartaric acid and cognate preparations—cream tartar, Rochelle salt and seidlitz mixture—have been advanced. Camphor, refined, has been reduced, as also santonine. Prickly ash bark is scarce and higher. Ergot is again cabled higher abroad with a consequent advance in prices here. Cocculus Indicus is in moderate demand at higher prices. Both yellow and green olive oil are quotably higher, as are oils of lemongrass, rose geranium, peppermint and Dutch Haarlem oil. Levant wormseed is cabled materially higher abroad but without change in spot quotations. With November elections over and the Christmas holiday season in sight, dealers are looking forward to a period of increased business activity.

OPIUM.—The demand is light and unimportant and while the present quotation for natural is slightly lower, cable advices indicate a stronger position abroad. Reports from Smyrna on the 1st of the month note arrivals there to date of 3,724 cases against 1,629 cases on the corresponding date last year, the stock held amounting to 1,540 cases. The weekly arrivals seem to indicate an important quantity still remaining in the interior. The total arrivals in the three principal markets of Turkey equal 8,774 cases, the total available stock being 3,000 cases. Ruling quotations in this market are $5@5.20 for natural, and $7.10@7.35 for granulated and U. S. P. powdered.

QUININE.—Is moving in a routine way and chiefly in jobbing quantities with manufacturers' prices unchanged and fairly steady on the old basis of 14c in bulk for 100-oz. tins. Cable advices report that the shipments of cinchona bark from Java to Europe for the first half of November amounted to 240,000 kilos. Bark shipments from Java continue fairly large, the total for the first ten months of the year being 15,380,600 pounds against 13,041,000 pounds for the corresponding period in 1909.

CREAM TARTAR.—Is firmer, owing to the strong position abroad of the crude material. Powdered is now quoted at 30@36c per pound.

BROMIDES.—Are firmer and manufacturers have advanced their prices 4c per pound for ammonium, potassium and sodium. It is expected that a new scale of prices will be issued in the near future.

GOLDEN SEAL ROOT.—Is scarce, the available stock being concentrated in few hands. Quotations have been advanced and jobbers are now asking $2.50@2.60 per pound for whole and 2.70@2.80 for powdered.

ELECAMPANE.—Primary markets are said to be about bare of stock and jobbers are now quoting 18@20c per pound for whole root and 22@25c for ground.

DANDELION ROOT.—German is cabled higher abroad, this year's crop, on account of wet weather, being unusually small. Ordinary jobbing quantities are quoted at 22@27c for whole and 24@29c for powdered.

JALAP.—Is easier, owing to reports of weaker primary market, jobbers asking 45@50c for selected root, and 50@55c for powdered.

FENNEL SEED.—German large is meeting with a considerable demand, at lower range of values, 20@24c per pound as to quantity being asked.

QUICKSILVER.—Is easier in sympathy with lower primary markets, first hands having reduced flask prices. Jobbing quantities are quoted at 75@80c per pound.

TARTARIC ACID.—Has been again advanced by manufacturers, owing to the higher cost of crude material, and the revised quotations for crystals are 34@37c; powdered, 36@40c.

ROCHELLE SALT.—Both this salt and Seidlitz mixture are firmer in sympathy with other tartar preparations, 21@24c being asked for the former and 17½@19c for the latter.

YERBA SANTA.—Is firmer in sympathy with stronger primary markets and quotations have been advanced to 25½@30c per pound.

ERGOT.—Both Russian and Spanish continue firm and the outlook is considered favorable to further improvement. Cables from Hamburg have reported a marking up of prices for Russian and only a limited amount is offered. In this market available supplies are gradually shrinking, with jobbers quoting 60@65c per pound for whole and 68@72c for powdered.

BUCHU LEAVES.—Shorts are again easier, owing to keen competition and some pressure to realize and quotations have been reduced to $1.10@1.20 for whole, and $1.15@1.25 for powdered. The long variety is also lower, 75@85c being asked for whole and 85@95c for powdered.

PRICKLY ASH BARK.—Owing to scarcity, prices are higher, 50@55c being asked.

GLYCERIN.—Is again higher, owing to the strong position of crude abroad and all manufacturers have advanced quotations 1c per pound.

OLIVE OIL.—Is stronger owing to reports from Italy and Spain that the yield this year will be unusually small. For Lucca cream oil jobbers are asking $2.90@3.50 per gallon as to quantity, kind of container, etc., and $1.75@1.85 for Malaga.

COCCULUS INDICUS.—Is in lighter supply and firmer with quotations advanced to 12@14c per pound.

TONKA BEANS.—Under steadily diminishing supplies Angostura are much firmer, with small stock in hands of dealers and poor crop outlook. Quotations have been advanced to $4.20@4.30 per pound, as to quality, quantity and holder.

IPECAC.—Carthagena is firmly held at $2@2.15 per pound and the small spot stock is closely concentrated.

SAW PALMETTO BERRIES.—Advices from Florida are to the effect that the hurricane, which swept over producing districts early in the month, practically destroyed the crop already gathered and in process of curing, and no more will be available for several months. Jobbers' prices in this market have not yet been changed, however.

SPACE IN DEMAND AT WISCONSIN DRUG SHOW.

Plenty of Exhibitors at Auditorium, Milwaukee, in Which the Display is Being Made.

MILWAUKEE, Nov. 20.—Preparations for the Wisconsin Drug Show, to be held in the Auditorium during the week of Nov. 28, are rapidly being completed with indications that the affair will be a huge success. The expectations of those in charge of the affair have more than been realized in the way of demands for space. Applications have been received in large numbers daily and it would not be surprising if the immense hall would prove too small to accommodate all those who wish to be among the exhibitors.

One of the most unique displays will be that of the Wisconsin Pharmacal Co. A portion of the booth will be given over to a working display of sealing headache wafers without moisture. Two machines, said to be the only ones of their kind in the United States, will be used in this work. The wafers are imported from Germany. Another prominent exhibit will be that of Peter Van Schaack & Sons, of Chicago.

Among the other concerns which have secured allotments of space are the following: Richard Leffman, Dean Medicine Co., Milwaukee Drug Co., Emerson Drug Co., Pluto Water Co., Bass Island Vineyard, Bromo Lithia Chemical Co., Horlick's Malted Milk Co., Valhalla Co., and numerous others.

San Francisco Wants Panama Exposition.

The people of California and San Francisco are making energetic efforts to have Congress designate the Western Metropolis as the site for a Panama-Pacific Exposition to celebrate the completion of the Panama canal, which, it is expected, will be ready for traffic early in 1915. The literature sent out by the promoters of the scheme is full of facts and figures which go far toward convincing the average individual that San Francisco is the logical place for the celebration. Benjamin Ide Wheeler, whose services have been enlisted in the work, writes an introduction in which he says that the opening of the Panama canal marks a supreme epoch in the history of mankind on the earth.

Antikamnia Calendar for 1911.

Attention is called to the advertisement of the Antikamnia Chemical Co. in this issue of the ERA, in which they offer to mail a copy of their beautiful 1911 Antikamnia Calendar free on January 1 to anyone of your friends and customers if you will send them a list of the names. Drug clerks as well as druggists are asked to send in these lists and to do it to-day as the first received will be the first served. Antikamnia calendars have a reputation as reproductions of artistic paintings, and the calendar for the coming year will compare favorably with any previous issues.

ERA DRUGGISTS' DIRECTORY *will be ready in December. Price $5 per copy. Orders should be placed now.*

BUSINESS NOTICES

New Plant for Liquid Carbonic Co.

In the completion of the million dollar plant and the installation of the manufacturing departments in their new quarters, Jacob Baur, president and founder of the Liquid Carbonic Co., Chicago, rounds out another epoch in his career and is a happy man. Starting the business in a small way in Chicago he has seen it grow in a way that would furnish facts for a story of dramatic interest. The new plant occupies more than two city blocks of land, the main building

itself being 1000 feet long. Its construction and equipment costs about $1,250,000, and Mr. Baur believes the money well expended because it will enable his company to serve soda water industries of the country more expeditiously than was possible in the old plant. Every time-saving and labor-saving device known to modern manufacturing equipment is installed in the new plant. Departments are arranged so that raw materials enter at one end of the plant and the finished fountains, carbonators or fruits and syrups emerge at the other. It is described as not only the largest plant of its kind in the world, but one of the most complete and perfectly appointed manufacturing establishments of any kind.

Badger Cigar Moistener Works Automatically.

The Milwaukee Novelty Co., 390 Hanover street, Milwaukee, Wis., claim to have perfected a cigar moistener that is intended to replace any similar contrivance on the market.

The moistener is built on scientific principles and is calculated to keep cigars uniformly moist. It is called the Badger Cigar Moistener, is 16 inches long, 2¼ inches in diameter and costs $1.50. Druggists will do well to get in touch with these manufacturers whose advertisement appears on another page of this issue.

Says President Taft Erred in Whisky Ruling.

Joseph Wolf, of Chicago and Lexington, Ky., president of the James E. Pepper Distilling Co., according to an interview published in a recent issue of the Seattle Sunday Times, is of the opinion that President Taft erred in overruling the decision of former President Roosevelt and Dr. W. H. Wiley when he decided that a liquor concocted from cologne spirits, water, coloring and flavoring matter might legally be labeled and sold as whisky. Mr. Wolf said

[illegible]

which are rank poisons, might be labeled whisky was a step backward.

"The manufacturers of real whisky got the worst of their fight in Congress for no other reason than that the money and the strongest political influences were on the side of the so-called whisky makers. It costs 20c a gallon to make whisky over-night after it does be distilled and matures an honest article. Hence the big profits that contributed to knock pure food legislation."

Mr. Wolf holds rather advanced views on the regulation of the liquor traffic. He believes in high license, limitation of the number of licenses, asserts that the liquor interests should demand that licenses be issued only to reputable retail dealers, and that all laws regulating the traffic, even if unreasonable, should be enforced to the letter rather than broken through hypocrisy.

Karith Co. Works for Actual Price Protection.

Druggists who believe in price protection will appreciate the stand taken by the Karith Chemical Co. in the case of a Chicago druggist who committed the foolish act of cutting the price on Karith, the cleaning compound manufactured by the company and advertised on another page of the ERA. The facts as stated in a recent issue of "Notes" are to the effect that when the Karith Co., which has a fixed policy of maintaining full prices on its product, heard of the action of the druggist, it sent one of its representatives to the cutter with the request that he sell Karith at full retail prices.

The druggist replied that he would sell Karith at full retail price if the Karith Company would give him gratis $3.96 worth of Karith in 8-oz. jugs, net price. Disregarding the insulting response the Karith Company wrote to the druggist, as follows:

"We are frank to say that we cannot recognize the justice of your position, but at the same time we accept your proposition above quoted, i. e., in consideration of your selling at full retail prices all Karith supplied you by us, we will make you a gift of $3.96, either in Karith at net prices to retail dealers, or in cash. If you are willing to give us our preference, we should be glad to pay you in cash rather than supply you the additional Karith."

At the same time the Karith firm wrote Chicago and nearby jobbers that "for the protection of the retail drug trade, you are requested to fill Mr. ———'s future orders for Karith only upon his signing a proper agreement not to cut regular retail prices."

This incident illustrates the absolute fool-hardiness of price-cutting and at the same time, shows just how such conditions may be met by energetic work on the part of the manufacturer. The action of the Karith Company is most commendable and deserves the indorsement of all right-minded druggists who should support any manufacturer who makes reputable products and works for actual and effective price protection.

Something New in Chocolates.

Rockwood's Maple-Milk Honey Almond-Chocolate, advertised in this issue of the ERA is something new in chocolates. According to the manufacturers this chocolate has two great merits—it sells quickly on its name and keeps going on its goodness, the blending of the various ingredients satisfying the popular taste and assuring its continuous sale. It is put up in 5-cent cakes, 24 to a box and can be sold at a good profit. Read the advertisement on page 1207 and write to Rockwood & Co., Washington, Park and Waverly aves., Brooklyn, N. Y., for samples and prices.

Goldfish an Attractive and Profitable Side Line.

As a money making side line to the retail drug business attention has been repeatedly called to the sale of goldfish. Wide awake druggists have been handling them in many localities and they have found good financial returns in their venture. Try the experiment yourself and write to Bishop, "the Bird Man and Pioneer Goldfish King," whose advertisement appears on another page of this issue of the ERA. He has an offer which means a profit of 165 per cent on an investment of $9.50. Read the advertisement carefully and send for a copy of Bishop's latest catalogue on goldfish, aquaria supplies, birds, cages, bird foods, etc.

Druggists Did Not Violate Wisconsin Cigarette Law.

Prescott, Wis., Nov. 20.—The firm of Corbett & Ackerman, druggists, has been acquitted from the charge of selling cigarettes in violation of the State law. The charge was made by the Anti-Saloon league.

Don't Overlook the Steady Money

The profits from Diamond Dyes come in regularly—day in and day out. If you give Diamond Dyes the attention they deserve the results will surprise you. Others are selling them in ever increasing quantities.

Why not you?

DIAMOND DYES
Are Advertised

We advertise Diamond Dyes in nearly every important publication in the country. We do it year after year to the tune of $200,000 annually. This would be money thrown away unless you dealers profited greatly by it. Are you getting your share of the profits?

You Should Never Let Your Stock Run Low

Keep your stock of Diamond Dyes up to the mark. Staples should never be out of stock. Keep your Diamond Dye Cabinet in a prominent place. Push Diamond Dyes. You and our powerful advertising together can make this year's sales of Diamond Dyes your record breaker. Ours is a record breaker now. Look your cabinet over and send your order now for any colors that it lacks.

Facts That Will Help You

Always be sure that your customers get the right kind of Diamond Dyes for the materials they intend to dye. For while it is almost impossible to fail with Diamond Dyes, if the directions are carefully observed, it is imperative that the right dyes be used.

Frequently, customers want to know why one dye won't do for any kind of materials. Then tell them this:

Wool, silk, and like materials are made up of animal fibres, while cotton, linen and mixed goods are composed of vegetable fibres, which are entirely different in composition and slower to take up the dye. And the only way to get absolutely sure and satisfactory results is to use the kind of dyes especially adapted to the fabric. This is supported by the authority of all the most eminent dye-chemists.

If care is taken to secure the proper dye, there is positively no reason for failure. For dyeing at home with Diamond Dyes is just as simple, as sure of success, as washing a shirtwaist.

But be sure to explain carefully the reasons for the separate dyes; for every imitation that is sold undermines the confidence of your trade in the possibilities of home-dyeing and kills possible profits.

WELLS & RICHARDSON CO.
BURLINGTON, VERMONT

HAND COLORED LOCAL VIEW POST CARDS

MADE TO ORDER

$7.20 for 1000. : : : : : : :

Made from any fair photo and delivered in two to three weeks. ***Best made in America.***

BLUE DELFT (2 colors) **$5.00 for 1000.**

SEND FOR SAMPLES

Season, Florals, Comics, Greeting Cards, Etc., direct from factory

National Colortype Co., Dept. I, Cincinnati, Ohio

1911

ANTIKAMNIA CALENDAR

Druggists and Drug Clerks Attention!

FAC-SIMILE—REDUCED

Please send us a list of your friends and customers and we will mail each a copy of our 1911 Antikamnia Calendar, **FREE**, on January 1st, with **YOUR** compliments

DO IT TODAY

REMEMBER!
First come, first served

Write names and addresses plainly

Antikamnia Tablets and Antikamnia & Codeine Tablets

Will certainly relieve pain and you can safely recommend them

THE ANTIKAMNIA CHEMICAL CO.
ST. LOUIS, MO., U. S. A.

7 Years of the Miles Plan

Has Made the Retail Druggists Hundreds of Thousands of Dollars in Profits.

Did You Get Your Share?

PRICE PROTECTION

is after all the only live issue —the one that gives point to the druggists' motto:

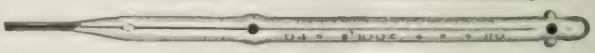
"Live and Let Live."

The co-operation of the Druggist is especially due to those who help him.

THE DR. MILES MEDICAL CO.
ELKHART, IND.

Ask your Jobber for the

ADVANCE THERMOMETER



Pat. Oct. 6, 1908

This Instrument is perfectly aseptic, equipped with lenz finders and antirolling devices provided with means to limit the extent to which it should be inserted into the body.

More profit than selling any other Thermometer and more value for your money

1 min. in Chain or Rubber Case $6.50 per dozen	- - -	Sells for $1.50
1 min. in Chain or Rubber Case 6.25 per dozen	- - -	Sells for 1.25
2 min. in Chain or Rubber Case 6.00 per dozen	- - -	Sells for 1.00

Every Instrument tested by the Certified Government Standard and fully guaranteed.

FOR SALE BY

[illegible] Chocolate Drug Co., Baltimore, Iowa, Des Moines Drug Co., Des Moines, Iowa, Fleley [illegible] Hall & Rucker, Chicago, Ill., Hance Bros. & White, Philadelphia, Pa., Hegeman & Co., New York City, [illegible] Hess & Myers, Cedar Rapids, Iowa, John M. Hartt & Co., Philadelphia, Pa., Meyer Bros. Drug Co., St. Louis, Mo., Parke, Davis & Co., Detroit, Mich., Reed Drug Co., Sioux Falls, S. D., Riker-Hegeman Drug Co., New York City, [illegible] Schieffelin & Co., New York City, [illegible] Sharp & Dohme, Baltimore, Md., Smith, Kline & French Co., Philadelphia, Pa., Standard Chemical Co., Chicago, Ill., Wheeler-Dake Co., Bath, N. Y., Wilcox-Wright Drug Co., Chicago, Ill., Zeller Bros. & Miller, Inc., [illegible] & Mercer Drug Co., Richmond, Va., Spokane Drug Co., Spokane, Wash.

Manufactured by CHAS. NURNBERG CO., New York City, LARGEST MANUFACTURERS OF CLINICAL THERMOMETERS

Twinplex Manufacturing Co.'s Demonstrating Case.

The Twinplex Manufacturing Co. is putting out a unique demonstrating case, handsomely lithographed in six colors and designed to hold four of the Twinplex Rotary Safety Razor Sharpeners, each in a different position. The case is

Strops two edges at once
Twinplex Stropper
Strops your blades - Stops your expense
Twinplex Safety Razor Stropper
Two edges at once
Sold on 30 days' trial

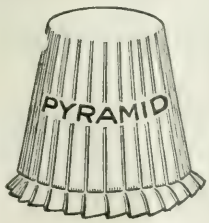
12 inches wide, 4½ inches deep and eleven inches high, covered with heavy glass to protect the sharpeners from dust and to prevent a person from walking away with one of the sharpeners. Filling one of these cases with Twinplex Sharpeners enables the dealer to place it on his counter, where the unique features of the sharpener will be quickly seen. Wherever this demonstrating case has been used, it has resulted in selling numbers of the Twinplex Sharpener. The cases are loaned to dealers who purchase a half dozen or more of the sharpeners. For particulars of how the cases may be secured see the advertisement on another page and then write to the Twinplex Manufacturing Co., 309 Frisco Building, St. Louis.

Exploiting the Soft-Mass Pill.

It is no secret that the soft pill as developed by Parke, Davis & Co., was several months in the making. When success was assured, and physicians became acquainted with the achievement, prescriptions for pills "P.D. & Co., soft," began to appear in the drug stores of the country. Today there is an established demand for the goods and it is not surprising to learn that the advertising machinery of the manufacturers is to be put in motion to make soft-mass pills (P. D. & Co.) more widely known to physicians. Full-page space is being taken in the medical journals. Letters and literature are to be mailed to physicians. Detail men will be busy in the field. In view of this campaign it is a safe assumption that there will be an augmented demand for Parke, Davis & Co.'s soft pills within a very short time, a fact which druggists may well bear in mind. The company now puts out twenty-eight formulas by the soft-mass process. The list appears in full in this number of PHARMACEUTICAL ERA and will repay a careful study.

Sold on Protected Price Plan.

One of the successful toilet preparations now on the market is Pink Blush Massage Cream, a combination disappearing and rolling massage cream all in one. It is manufactured by the A. J. Krank Mfg. Co., of St. Paul, Minn., and the large sale it is securing is the best evidence of the satisfaction it is giving to users. This product is sold entirely on the protected price plan and affords the dealer a good profit. The manufacturers are advertising it largely to the public through the general magazines and are making a special offer to druggists in the shape of free goods. For particulars, see their advertisement in this issue.



"PYRAMID" Reinforced Paper Bottle Caps

These Bottle Caps possess several distinct advantages over imported makes:

They are lined with white paper.

The pleats being closer together, the caps are more readily affixed and give the bottle a better finish.

They are fast colors and do not stain the fingers.

They cost much less.

PER BOX OF 500

No. 1 for ½ oz. bottles	**.50**	**No. 5 for 6 and 8 oz. bottles**	**.75**
No. 2 for 1 oz. bottles	**.50**	**No. 6 for 12 and 16 oz. bottles**	**.85**
No. 3 for 2 and 3 oz. bottles	**.50**	**No. 39 for gallon bottles**	**1.00**
No. 4 for 4 oz. bottles	**.65**		

Discounts: 10 boxes, 5% 20 boxes, 10% 50 boxes, 20%

DRUGGISTS' SUNDRIES DEPARTMENT

LEHN & FINK - - - NEW YORK

Be Progressive

There's a good trade and a good profit made by selling

EVANS' ALE AND BROWN STOUT

Physicians recommend them as superior flesh-makers and strength builders.

Evans' Brown Stout is especially recommended as a galactagogue.

Persons in good health enjoy them, too.

Why not add a profitable line?

Established 1786 — C. H. EVANS & SONS — HUDSON, N. Y.

SCRATCHING AND ADVERTISING

Is the title of a neat little booklet, just off the press.

If you are an "Up-to-the-Times" Druggist, and are on the lookout for a "Catchy Trade-Trapper," just drop us a postal and ask us for a copy of our new booklet, entitled

"SCRATCHING and ADVERTISING"

It's yours for the asking.

It will tell you how to obtain MORE BUSINESS, and therefore increased profits. That's what you're looking for, isn't it? Send for the booklet TODAY.

CHITTENDEN & FREW CO., 230 Canal, Chicago

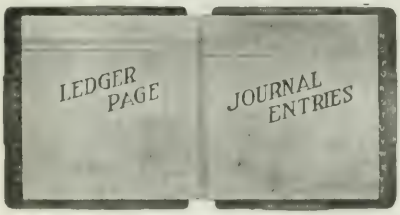
HEARN

WEST FOURTEENTH STREET
NEW YORK

NO DRUGS
GROCERIES
LIQUORS

BUT EVERYTHING
IN
DRY GOODS

COMBINED DETACHABLE LEAF **Journal, Ledger and Monthly Statement Book**



A Time Saving System

FOR RETAIL MERCHANTS

HUNDREDS OF DRUGGISTS USE IT

Write for Sample Forms of This System and for Our General Catalogue F

The Richmond & Backus Company

DETROIT, MICHIGAN

For Writing On Labels

The WILLIAMS VISIBLE TYPEWRITER Is Best Adapted for This Work

$100 Machine in Fine Condition $30

STANDARD TYPEWRITER EXCHANGE -:- 1022 Arch Street, Philadelphia

Andrae Electric Moisteners for Cigars.

The building shown in the accompanying illustration is that of Julius Andrae & Sons Co., manufacturers and distributors of electrical supplies, dynamos, motors, etc., Milwaukee, Wis.

Recently the company celebrated the 50th anniversary of its business career, keeping open house during the day and giving a banquet in the evening to its 126 employees.

In its 50 years of business life the company has kept pace with the wonderful progress made in the application of electricity to the requirements of modern life. One of its most recent successes was accomplished when it perfected the Hygro Electric Moistener which was presented, three years ago, to the company by the inventor, who unfortunately, was better as an inventor than a manufacturer, for the machines did not come out uniform. The Andrae Company quickly realized that the device furnished the only practical method of moistening cigars, took over the manufacture, put it in the hands of its own expert mechanics with the result that it is now turning out, under the name of the Andrae Electric Moistener, a device that automatically keeps cigars in an absolutely uniform and perfect condition. It gives splendid satisfaction in all parts of the country and will pay all who are interested in sending out cigars to their customers to investigate the merits of this machine which is advertised on another page of this issue of the ERA.

Mitchell Plasters Again on the Market.

The Novelty Plaster Works, formerly of Lowell, Mass., have an advertisement in this issue of the ERA calling attention to their reorganization and removal to Chicago, and also announcing that Mitchell's Plasters are again on the market, new goods having been supplied to nearly every jobber in the United States and Canada. The plasters and specialties turned out by this concern have always enjoyed an enviable reputation and an extensive sale, the late Geo. E. Mitchell who established the business in 1864, being a pioneer and expert in this particular line of manufacture.

The jobbing trade will be supplied by the Williams Manufacturing Co., Cleveland, O., an arrangement that should prove profitable to the manufacturers and of great convenience to the jobber. Frank S. Henry, the well known "commercial evangelist" of the Williams Co. enjoys a wide personal acquaintance in the drug trade, extending over many years, and his connection with the business is sure to be helpful. For list of plaster specialties, prices, etc., see the advertisement on page 1156, and if your jobber cannot supply with these goods send your order with your jobber's name to the Novelty Plaster Works (Austin Station), Chicago, Ill.

Warns Dealers Not to Infringe on Trademark Rights.

In his advertisement on another page of this issue of the ERA Henry L. Hughes, manufacturer of high class toilet articles, Chicago, calls the attention of the trade to attempts that are being made to introduce hair brushes which are an infringement upon his trademark rights in the word "Ideal" as applied to hair brushes. This trademark, No. 54,282, was adopted by him in 1893 and duly registered as such June 26, 1906, under the law of 1905, in the Patent Office of the United States, and he warns the trade that he will defend his rights from any infringement by the use in connection with hair brushes of the word Ideal, or the words "Good Idea," "New Idea" or any similar words which might be mistaken for "Ideal."

ERA DRUGGISTS' DIRECTORY *will be ready in December. Price $5 per copy. Orders should be placed now.*

MORE PROFIT FROM YOUR FOUNTAIN

¶ Take advantage of the demand for **"Steero" Bouillon Cubes.**

¶ Serve Steero Bouillon at your fountain and add to its profit. This will also increase your **SALES** of

"STEERO"

(TRADE MARK)

BOUILLON CUBES

¶ They sell quickly after one trial because everybody likes Steero Bouillon for its delicious flavor and great convenience.

¶ Send for samples and try them yourself. Write for our

SPECIAL OFFER

Schieffelin & Co., 195 William St., New York

PNEUMO-PHTHYSINE

INDICATED IN PNEUMONIA and all Bronchial Affections

Strictly Ethical. Detailed to Physicians

Small Size	**8 oz.,**	**$4.00**	**Retails for 50c.**
Med.	**" 16 oz.,**	**6.00**	**" " 75c.**
Large	**" 32 oz.,**	**10.00**	**" "$1.25**

Ask your **Jobber** for usual discounts in lots of one-half and one gross

SELLS WHEN YOU STOCK IT AND SATISFIES WHEN YOU SELL IT

FREE Samples sent by mail or express to physicians who do not prescribe Pneumo-Phthysine (Nu mo-ty-sine) if you send us their names and addresses. Send list today.

PNEUMO-PHTHYSINE CHEMICAL COMPANY, 215 Institute Place, CHICAGO

View Post Cards
of YOUR CITY MADE to ORDER

¶ **YOUR POST CARDS** will move more rapidly when **"KROPP"** cards are added to your stock. The artistic, pleasing appearance of **"Kropp"** Cards will draw new trade to your store. Try this line of **VIEW** cards and you will ever after be a steady customer of ours.

"KROPP QUALITY and PRICE" will satisfy you

SAMPLES FOR THE ASKING

E. C. KROPP CO.

MANUFACTURERS Department E

MILWAUKEE -:- WISCONSIN

MAJOR'S CEMENT
The STRONGEST on EARTH

A. MAJOR, President.

Major's Rubber and Leather Cement are the same price at RETAIL: 15 cents per bottle. At all jobbers. Liberal discounts.

Write for our attractive offer and display stands and please send for our advertising matter.

MAJOR MANUFACTURING COMPANY

461 Pearl Street New York City

Sterling Borax

Borax is sold exclusively to the retail Drug Trade. It is not Price-stamped on the carton, allowing the druggist to make his own price, and Profit.

It costs 90c. to one dollar a case less than other, and widely advertised brands. It is not sold in competition with Grocery, Department and Cut-rate stores. It co-operates with the Retail Druggist in every possible selling policy. It is packed when desired, in single assorted cases containing 16 pkgs. 1 lbs., 28 pkgs. ½ lbs., and 120 pkgs. ¼ lbs., saving 15 to 20% over single case lots. Refined by the only Independent Borax Refiners in the United States.

STERLING BORAX CO., - - CHICAGO

THORKILDSEN-MATHER CO., Selling Agents

Calmine—The New Hypnotic.

In medical circles throughout the country a good deal of interest and even enthusiasm over this new hypnotic is noticeable. In the language of the chemist Calmine is sodium diethylbarbiturate. It appears as a fine, white, water-soluble powder with an alkaline taste. The Abbott Alkaloidal Co., of Chicago, supply it in the form of 2½ grain tablets—twenty-five in a package.

According to the manufacturers, it induces a condition more nearly resembling natural sleep than any other known drug. It operates promptly. It acts gently, being a *coaxer*, instead of a blunt, *compelling* hypnotic, and is followed by no bad after effects. It may be dissolved and administered per rectum when it is not feasible to give it by mouth. It is reasonable in price and is being widely advertised and generously sampled. Although announced only a month ago, there is already considerable demand for it. Jobbers everywhere are rapidly being supplied. The price to the trade is $4.00 per dozen bottles of twenty-five tablets; 35c per bottle. Write The Abbott Alkaloidal Co., Chicago, for samples and printed matter.

New Silver Proteid in Powder Form.

Hegonon (silver nitrate ammonia albumose) is a new silver proteid in powder form, said by the manufacturers to contain approximately 7 per cent. of organically combined silver, and soluble in water with alkaline reaction. It contains no free ammonia, and an aqueous solution of it does not coagulate albumen even on heating, nor is it precipitated by sodium chloride. It is recommended for use in the treatment of gonorrhea by injection of one-fourth per cent solutions, and also for irrigations of the anterior and posterior urethra with solutions of from 1:6000 to 1:2000. Solutions for dispensing are best prepared by adding the desired amount of Hegonon to the necessary quantity of water in the course of one or two minutes, stirring energetically all the time with a glass rod until solution is effected. The solution should be dispensed and kept only in well stoppered bottles of dark glass. Hegonon is marketed by Schering & Glatz, importers of fine medicinal chemicals, 150-152 Maiden Lane, New York.

Buy Pape's Diapepsin in Quantity.

According to the manufacturers it is really wasteful not to buy such a staple preparation as Pape's Diapepsin to get the best discounts which wholesalers usually allow. The preparation is well advertised and a good seller. Pape, Thompson & Papé Co., the manufacturers, know their business thoroughly and have made thousands of friends because of their liberal fair dealing. They have just notified us that in addition to their already tremendous advertising campaign they have this week added nine thousand county weekly newspapers to their advertising list, and they suggest that it would not be amiss for druggists who are located in the small towns and rural districts to stock Diapepsin at once, as the sales are always prompt and heavy wherever this concern goes after the trade. Only a good, effective and meritorious product could stand a million dollars' worth of advertising in one year. This fact alone, the manufacturers believe, should convince any pharmacist that Pape's Diapepsin can be safely recommended, but if in doubt, ask your Diapepsin customers what they think of it.

New Drug Store Keeps Mr. Huels Busy.

E. J. Huels, an energetic druggist of Brooklyn Borough, New York City, last Spring opened a new pharmacy in the Flatbush section of the city, Albemarle road and Flatbush avenue, which became such a success that he recently decided to dispose of another pharmacy which he had been conducting for the last 12 years at Broadway and Gates avenue, another busy section of Brooklyn. With this object in view Mr. Huels consulted Herman H. Breuer, the drug store broker, who quickly found a purchaser in the person of Theodore H. Bohlk.

Improvements in Plant of an Omaha Wholesale House.

OMAHA, Nov. 20.—The Richardson Drug Co. has practically doubled the size of its plant during the past year. The sundry room is now on the first floor, having been moved into the new building. The entire building is now 132 feet square and is complete in every detail. The company is also building a new fireproof laboratory in the rear of the present structure.

Eye strain forms a large share of the eye troubles that are so prevalent among motorists, travelers, etc., which is creating a big sale for

EYE-MO

An excellent soothing, antiseptic lotion which may be freely recommended for inflamed and ailing eyes.

SPECIAL FEATURE

One of the unusually strong selling points about EYE-MO is the handy way it is put up—a bottle-shaped container which is also a dropper. It offers you a quick 50-cent sale and a good profit at $4.00 per dozen.

FREDERICK STEARNS & CO.

DETROIT, MICH., U.S.A.

WINDSOR, CANADA **LONDON, ENGLAND** **NEW YORK CITY**

ARE YOU REAPING THE BENEFIT?

$75,000.00 is being spent this year **increasing** the **demand** for the

E. BURNHAM TOILET PREPARATIONS

50 Toilet Articles forming the most complete line now on the market.

PRICES RANGE: **$8.00 per doz.: Retail for $1.00**
6.00 per doz.: Retail for .75
4.00 per doz.: Retail for .50
2.00 per doz.: Retail for .25

Terms: 60 days less 10%
Cash: 10 days 2% additional

The E. Burnham Preparations are well established, fully tested and widely advertised. We supply dealers with *abundant advertising literature, free samples and "How to be Beautiful" booklets.* You will find ready sale for our goods. Write for Price List "X."

E. BURNHAM **67 and 69 E. Washington Street** **CHICAGO**

E. Burnham

ERA DRUGGISTS' DIRECTORY

15TH EDITION---1911

READY IN DECEMBER

ORDERS SHOULD BE PLACED NOW

Price $5.00 Net per Copy, Prepaid

D. O. HAYNES & CO. -:- **Publishers**

82 FULTON STREET, NEW YORK

There is Nothing "JUST AS GOOD"

A "Formula" introduced by the late Mr. Planten Over 70 Years Ago

POPULAR FOR GENERATIONS

PLANTEN'S (TRADE MARK) C & C OR BLACK CAPSULES

(REGISTERED IN U. S. PATENT OFFICE)

Beware of "NEAR GOODS," "NEAR NAMES," and Imitations

ONE OF THE OLDEST AND BEST REMEDIES FOR

Chronic and Acute Gonorrhoea, Gleet, Urethritis

H. PLANTEN & SON Founded 1836 **BROOKLYN, N. Y.**

California Fig Syrup Co.'s Special Offer.

The Special Offer of the California Fig Syrup Co. to the retail trade of free goods for window displays in connection with that company's great advertising campaign for the coming year, which appears in its advertisement on page 1238 of this issue of the ERA, should be read by every druggist. This advertising is sure to result not only in a large increase in sales to the mutual advantage of all concerned, but more particularly will it increase the profits of the retail druggist, for there are few, if any, druggists who cannot afford to buy a half gross or more of Syrup of Figs and Elixir of Senna and display the company's signs for a week in order to obtain the free goods. This arrangement enables the individual buyer to get these goods at as low a figure as if he were a member of a buying club, to make a good profit on every bottle he sells and to sell a great many more bottles during the course of the year. For full particulars of the offer, see the advertisement and act at once.

Detailed to Physicians as Strictly Ethical Remedy.

Pneumo-Phthysine, manufactured by the Pneumo-Phthysine Chemical Co., 215 Institute Place, Chicago, is now being advertised to the trade and detailed to physicians as a strictly ethical remedy for the treatment of acute febrile diseases, pneumonia, and all bronchial affections. For particulars regarding prices, illustration of package, etc., see the manufacturer's advertisement on page 1230 of this issue of the ERA, who also offer to send by mail or express free samples to physicians who do not prescribe Pneumo-Phthysine if you will supply the names and addresses.

The Walrus "Eitherway" Soda Fountain in Nebraska.

As showing the wide distribution and use of the Walrus "Eitherway" Soda Fountain, the Walrus Manufacturing Co., Decatur, Ill., in their advertisement in this issue of the ERA show a map of the southeastern part of the State of Nebraska, on which has been marked with arrows the various towns in which a Walrus Fountain has been sold. This is a most graphic representation of facts and when the manufacturers tell us that Nebraska is no exception for Walrus "Eitherway" Fountains are in evidence everywhere throughout the United States, the conclusions are significant and clearly indicate the popularity of these fountains. The manufacturers have many good reasons why they contend that it pays to buy a Walrus and intending purchasers should hear what they have to say before placing orders elsewhere. They have showrooms, agencies and representatives throughout the United States.

Five Drops Advertising Campaign for Druggists.

The Swanson Rheumatic Cure Co., 174 Lake street, Chicago, are extensively advertising their well known remedy "Five Drops" in a great many sections of the country, and are cooperating with druggists in endeavoring to build up and maintain the sale of this really meritorious patent. They would also inform druggists that they will consider an advertising campaign in the daily papers in any territory over the name of any local druggist who will purchase a reasonable amount of "Five Drops" to warrant the expenditure, and at the same time make them feel that they will be treated fairly and squarely. The Swanson Co. pride themselves on having always lived up to the very letter of their contracts. Better get in touch with them. The advertising is placed by the E. H. Clarke Advertising Agency, 112 Dearborn street, Chicago, Ill.

Wayne Chemical Co.'s Special for December.

The Special for December offered by the Wayne Chemical Co., Clarion, Pa., in its advertisement on another page of the ERA should be read by every druggist who is looking for a good investment. Soda Mint Tablets are always salable, and when he can get them bottled in vest-pocket flasks—42 tablets to the bottle, 12 bottles to the carton,—for 38 cents per dozen, including delivery, he is getting a standard article at a price which will enable him to make some good money. But turn to the advertisement and read the offer for yourself.

BED SIMPLEX SANITARY PAN

No Hidden Recess, Corners or Crevices

An Ideal Pan for Contagious Cases

WHITE PORCELAIN

The broad flanges at the sides being curved to fit the body the weight of the patient is evenly distributed, avoiding discomfort or spinal pressure.

Every part being accessible permits ready and thorough cleaning.

Its capacity is ample and its shape prevents tilting when in use.

Per dozen - $30.00

Discount to the Trade, 50% *Special Discounts in quantities*

WHITALL TATUM COMPANY

New York: 46-48 Barclay St. Philadelphia: 410-416 Race St. Boston: 91 Washington St., North
San Francisco, Cal.: 576 Mission St. Sidney, N.S.W.: 10 Barrack St.

A full line of samples of our goods can be seen at our sample room, 120-122 Franklin St., Chicago

SPECIAL OFFER from November 15th, 1910, to May 15th, 1911

In conjunction with our Extensive Advertising Campaign this season, we have decided to make the following Special Offer to the druggists of the United States:

For displaying our signs one week, or more, and purchasing

6 Doz. Syrup of Figs and Elixir of Senna at $4.00, less 5%, 1/2 Doz. Free
12 Doz. Syrup of Figs and Elixir of Senna at $4.00, less 8%, 1 Doz. Free
24 Doz. Syrup of Figs and Elixir of Senna at $4.00, less 8%, 2 Doz. Free

Freight prepaid on 24 doz. order, but not on smaller lots.

To get the benefit of the above Special Offer sign one of the Special Offer blanks, to be had of us or of all wholesale druggists, stating quantity desired and send to your wholesaler. This offer is not open to aggressive cutters.

Our Prices are Right; our Discounts Liberal; our Advertising Extensive; our Remedy Excellent.

Now is the time to get the benefit of this Special Offer.

CALIFORNIA FIG SYRUP COMPANY

Louisville, Ky. SAN FRANCISCO, CAL. New York, N. Y.

UNEKE

Patented Nov. 12/07

Electric Water Heater

BOILS WATER IN 20 SECONDS

Indispensable at every Soda Fountain. It produces hot water quicker than by any other known method, and the consumption of electricity is at a maximum cost of a few cents per day. Need only be used when serving a drink.

Positively guaranteed to be free from mechanical defects for a period of one year.

Base 10 inches; height 19 inches.

Price $30.00 complete, with 10 ft. connecting cord

Special Lettering on the Globe Free of Charge

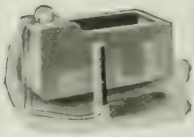
For full particulars, address

MAJOR SALES CO.

27 East 22d Street New York City

Or either of the following agents

L. J. AUL - - - 6102 Penn Ave., Pittsburg, Pa.
UNITED SALES COMPANY - - - Chicago, Ill.



Andrae Case Moistener

Moist Cigars

Not too moist but just moist enough. Automatically controlled and requiring no attention, meaning greater sales and more profits. That is what the

Andrae Electric Moistener

will give you. You cannot get it by any other means. It is not an expense but a revenue producer and is backed by a business record of fifty years and ample financial responsibility. It is built for business and for business men.

Andrae Stock Room Moistener

STOCK ROOM MOISTENING

When you want real common-sense moistening automatically regulated at a low first cost and a low operating expense, try the Andrae Stock Room Moistener. It does 4 times the work at one-half the cost.

Write for Booklet

Julius Andrae & Son's Company

87 SYCAMORE ST.
MILWAUKEE, WIS.

The Imprint of Cargill GRAND RAPIDS stands for Quality

TO THE POST CARD DEALER:

HIGH GRADE VIEW CARDS ARE QUICK SELLERS

HIGH grade local view post cards are as profitable an item as most any of those you now carry in stock. It is no longer considered a speculative investment to carry a number of desirable views of your locality, as they are a staple article, having a good steady sale and are actually entitled to as much if not more consideration than many of the so called standard items you are carrying year in and year out.

THE PUBLIC DEMANDS THEM

"View Cards Like They Make in Germany" and bearing our imprint are the ***best made*** and cost only a trifle more than the poorer grades. If you would increase your sales, you should have the best cards obtainable. If your jobber does not handle our line, let us send you samples and allow you to judge for yourself.

The Cargill Company

Grand Rapids, Michigan

Prices Current *of* Drugs *and* Chemicals

TO SUBSCRIBERS—In comparing your invoice with the prices in this Price Current, remember that the prices here given are those ruling in the New York market, and are the average prices charged to retail druggists. For larger quantities and original packages lower prices should be secured. Quality should always be taken into consideration.

Acacia, select white	lb.	.40	— .45
1st select powdered	lb.	.45	— .50
Fine granulated 1st	lb.	.45	— .50
Sorts	lb.	.22	— .27
Sorts, sifted	lb.	.19	— .24
Acetanilid (bbls. or cases)	lb.	.25	— .26
	lb.	.33	— .39
Acetphenetidine, U.S.P.	lb.	1.05	— 1.07
Acetone, pure C.P., med	lb.		
Acid, Acetic, No. 8 (sp. gr., 1.040)	lb.	.08	— .10
U. S. P., 36 p. c.	lb.	.09	— .10
C. P., Glacial, 99½ p. c.	lb.	.27	— .28
Benzoic, Eng., true	oz.	.13	— .17
German	oz.	.45	— .50
Boracic, cryst.	lb.	.11	— .13
Powdered	lb.	.12	— .15
Impalp.	lb.	.17	— .22
Butyric, 100 p. c.	oz.		
Carbolic, cryst., bulk	lb.	.10	— .14
10 and 5 lb. cans	lb.	.12½	— .14
Crystals, 1 lb. bottles	lb.	.15	— .19
Crude, 10-95 p. c.	gal.	.20	— .60
Chloracetic, 1 oz. v	oz.	.25	— .17
Chromic, 1 oz. v	oz.	.07	— .11
C. P.	oz.		— .32
Chrysophanic, true, vials	oz.	.35	— .40
Cinnamic, synthetic, v	oz.	.28	— .32
Natural, 1 oz. v	oz.		— .40
Citric, cryst. (kegs)	lb.		— .41
	lb.	.45	— .49
Granulated	lb.	.40	— .47
Powdered	lb.	.40	— .47
Formic, Conc. 1 lb. bot	lb.	1.00	— 1.10
	oz.		— .19
Gallic	lb.	.63	— .65
¼, ½, 1 lb. cartons	lb.	.65	— .71
Glycerinophosphoric	oz.		— .40
Hippuric	oz.	.65	— .75
Hydriodic, sp. gr. 1.50. 1 oz.		.40	— .42
Sealed Tube	oz.	.50	— .52
Hydrobromic, conc., incl. oz.			— .17
Dil., U.S.P., 1 oz. v. incl. oz.			— .09
Acid, Hydrocyanic, 1 oz. v., U.S.P.	oz.	.10	— .12
Hypophosphorous, sol., 30 per cent	oz.		— .10
U.S.P., 10 p. c.	oz.		— .11
Lactic, conc., 1 oz. v	oz.		— .12
	lb.	.68	— .70
Dilute	oz.		— .08
Molybdic, C. P.	lb.		— 5.50
1 oz. vials	oz.		— .44
Muriatic, coml. 20 deg. (Carboys 120 lbs. 2½c.)	lb.	.05	— .07
C. P. Hydrochloric	lb.	.10	— .15
Nitro-Muriatic	lb.		— .30
Oleic, purified	lb.		— .30
Oxalic	lb.	.12	— .14
Powdered	lb.	.20	— .22
Phosphoric, diluted	lb.		— .10
U.S.P., 1880, 50 p. c.	lb.	.30	— .35
Syrup, 85 per cent	lb.	.35	— .40
Glacial sticks	lb.	.50	— .55
Picric	lb.		— .55
Pyrogallic, ¼, ½ and 1 lb. cans	lb.	1.65	— 1.85
1 oz. v.	oz.	.18	— .21
Pyroligneous, purified	lb.		— .30
Crude	gal.	.25	— .35
Salicylic, 1 lb. carton	lb.	.40	— .42
Bulk	lb.	.38	— .40
From Gaultheria, 1 oz. v.		.28	— .32
Sulphuric, aromatic	lb.		— .50
Com'l 66° (cb'y 160 lbs.)	lb.		— .01¼
	lb.	.05	— .06
C. P.	lb.	.10	— .14
Sulphurous, U.S.P. solution	lb.		— .16
Tannic, Phar., 1 lb. cart.	lb.	.70	— .85
Medicinal	lb.	1.20	— 1.30
Tartaric, cryst.	lb.	.34	— .37
Powdered	lb.	.36	— .40
Trichloracetic	oz.	.20	— .27
Valerianic, 1 oz. v	oz.		— .20
Acneine	oz.		— 3.75
Acoin, 15 gr. v.	ea.		— .25
Aconite leaves, Eng. 1 lb. b.	lb.		— 1.25
German	lb.	.19	— .24
Powdered	lb.	.24	— .29
Root, English	lb.		— .75
Powdered	lb.		— .85
Root, German	lb.	.19	— .25
Powdered	lb.	.24	— .30
Aconitine, Amorp., ⅛ oz. v.	ea.		— 1.40
Nitrate, Amor., gr. v	ea.		— .50
Cryst., 15 gr. v.	ea.		— .30
Adeps Lanae, Anhydrous	lb.	.27	— .29
Hydrous	lb.	.22	— .24
Agar Agar	lb.	.80	— .90
Agaricin	oz.		— .84
Alcohol, Absolute	gal.		— 4.50
Cologne, Sp., 95%, U.S.P., bbls.	gal.		— 2.75
Less	gal.	2.95	— 3.10
Com'l, 95%, U.S.P., bbls.	gal.		— 2.67
Less	gal.		— 2.80
Denatured, bbls. & ½ b.	gal.	.45	— .50
Less	gal.	.50	— .60
Methylic (Wood), bbls.	gal.	.55	— .60
Less	gal.	.65	— .75
Alkanet Root	lb.	.12	— .14
Alkannin, Powdered	oz.		— .40
Allspice, clean	lb.	.11	— .14
Powdered	lb.	.16	— .20
Almonds, Bitter, shelled	lb.	.45	— .50
Sweet, Jordan	lb.	.45	— .50
Aloes, Barbadoes, true	lb.	.80	— .85
Powdered	lb.	.85	— .90
Cape	lb.	.14	— .18
Powdered	lb.	.22	— .27
Curscoa, gourds	lb.	.20	— .24
Socotrine, True	lb.	.30	— .36
Powdered	lb.	.38	— .43
Purified	lb.	.75	— 1.00
Aloin, 1 oz. v.	oz.	.13	— .15
Althea Root, cut	lb.	.25	— .30
Alum, Ammonia, bbls.	lb.	.02	— .05
Dried, 1 lb. cartons	lb.		— .14
Ground, bbls. or less	lb.	.02½	— .05
Powdered, bbls. or less	lb.	.03½	— .06

WHEN YOU ORDER

SCHENCK'S MANDRAKE PILLS

don't forget to send to us, or your jobber, for our special Free Goods Offer blank. More profit for you and you also get a handsome counter card and window signs.

DO IT NOW!

THIS OFFER IS FOR A LIMITED TIME ONLY

DR. J. H. SCHENCK & SON -:- Philadelphia, Pa.

THE ONLY CAPITAL STOCK DRUGGISTS FIRE INSURANCE CO.

¶ *Be on the safe side in* placing your Fire Insurance and

SAVE MONEY

¶ Our policy insures against fire loss and *assures* prompt and just settlement. ¶ *You cannot secure the advantage we offer to druggists, in any other company.* ¶ We are now at home in 25 States and have in each of them a *Licensed* representative. ¶ *Surplus as to Policyholders over a Quarter Million Dollars.* Write to

THE AMERICAN DRUGGISTS FIRE INS. CO.

1215-1216 Mercantile Library Building

CINCINNATI, OHIO

1820 GRAY'S OINTMENT 1910

FOR BOILS AND SORES OF ALL KINDS.

Price, $1.75 per Doz.

Gray's Celebrated Pile Ointment.....$3.00 per doz.
Gray's Carbolic Salve ..... 1.50 per doz.
House's Liver and Rheumatic Pills.... 1.50 per doz.

W. F. GRAY & CO., Nashville, Tenn.

U.S. BARKEEPERS FRIEND METAL POLISH

USED AND ENDORSED BY THE LEADING DRUGGISTS
SOLD ALL OVER THE WORLD

HIGHEST AWARD—Chicago World's Fair, 1893. Louisiana Purchase Exposition, St. Louis, Mo., 1904.

GEO. WM. HOFFMAN

296 E. WASHINGTON ST. INDIANAPOLIS, IND.

Every Soda Fountain Man, no matter whether he is an owner or a dispensing clerk, should have a copy of THE DISPENSER SODA WATER GUIDE. Price $1.00 per copy postpaid.

D. O. Haynes & Co., Publishers, New York.

Specify Y & S on your order for

STICK LICORICE

o

M & R WAFERS

in 5c. nickel bags

ACME PELLETS and LICORICE LOZENGES

in attractive 5 lb. tins

Serial No. 3208

YOUNG & SMYLIE'S PURE

STICK LICORICE.

Also the delicious

Y & S LICORICE CHEWING GUM

o

Powdered Extract

and

Powdered Licorice Root

in convenient packages for the trade

NATIONAL LICORICE CO., : 106 John Street, Brooklyn, N. Y.

Prices Current *of* Drugs *and* Chemicals—(*Continued*)

Aluminum Acetate	lb.	.10	— .15
Metallic, pow'd	oz.	.10	— .15
Powdered, coarse	oz.		— .10
Sulphate, Com'l	lb.	.80	— .90
Cryst. C. P.	lb.		— .14
Purified	lb.		— .30
Ambergris, gray	dr.	4.00	— 4.50
Ammonia, Water, 16 deg.	lb.	.04¾	— .05
20 deg.	lb.	.07½	— .09
26 deg., Conc.	lb.	.07	— .10
Ammoniac, Gum, tears	lb.	.30	— .35
Powdered	lb.		— .75
Ammonium, Acetate, crys.	oz.		— .14
Benzoate	oz.	.11	— .14
From true Benzoic A.	oz.	.22	— .26
Bromide, 1 lb. bots.	lb.	.38	— .42
Carbonate, Jars	lb.	.12	— .15
Resubl. Cubes, 1 lb. bots.	lb.	.30	— .31
Powdered	lb.	.20	— .22
Citrate, 1 oz. v.	oz.		— .15
Hypophosphite (lb. 1.60)	oz.	.16	— .20
Iodide	lb.	3.75	— 3.90
Molybdate	oz.	.15	— .18
Muriate	lb.	.13	— .16
C. P. Gran.	lb.	.18	— .20
Gran.	lb.	.06¾	— .13
Powdered	lb.	.16	— .18
Nitrate, cryst.	lb.		— .25
Granulated	lb.	.20	— .25
Oxalate, 1 lb. bots.	lb.		— .42
Phosphate, 1 lb. bots.	lb.	.50	— .60
Salicylate	lb.	.90	— 1.00
Sulphate	lb.	.05	— .07
Pure, resub.	lb.	.28	— .30
Valerianate	oz.	.18	— .22
Angelica Root, foreign	lb.	.30	— .35
Seed	lb.	.35	— .40
Anise Seed, Italian	lb.	.17	— .22
Star	lb.	.28	— .33
Annatto Seed	lb.	.12	— .15
Apomorphine Muriate, Amorphous, ⅛ oz. v.	ea.		— .35
Crystals, ⅛ oz. v.	ea.	1.20	— 1.25
Arecoline Hydrob., 15 g.v.	ea.		— .65
Aristol, Bayer	oz.		— 1.80
Arnica Flowers	lb.	.18	— .22
Powdered	lb.	.25	— .27
Root	lb.	.40	— .45
Arrowroot, American	lb.	.08	— .10
Bermuda, true	lb.	.65	— .75
Arrowroot, Jamaica	lb.	.20	— .25
St. Vincent	lb.	.16	— .18
Taylor's ¼ lb. ton foil boxes, 12 lb.	lb.	.26	— .32
Arsenic, Bromide, crystals	oz.		— .27
Iodide	oz.	.32	— .34
White, powd. com'l	lb.	.08	— .12
Powdered, pure	lb.	.11	— .14
Yellow, Lump (Orpiment)	lb.	.16	— .18
Powdered, Medic.	lb.	.25	— .30
Asafetida, good, fair	lb.	1.80	— 1.90
Powdered	lb.	2.05	— 2.25
Atropine, ¼ oz. v.	oz.		— 6.50
Sulphate, ⅛ oz. v.	oz.		— 5.25
Balmony Leaves, Pressed	lb.		— .28
Balsam, Fir, Canada	lb.	.70	— .80
Oregon	lb.	.20	— .25
Peru, true	lb.	2.00	— 2.10
Tolu	lb.	.30	— .38
Barium Carbon, prec., pure	lb.	.28	— .30
C. P.	lb.	.75	— .83
Caustic Hydrate, C. P., Cryst.	lb.		— .75
Chloride, 1 lb. bots.	lb.		— .17
Dioxide, Anhydrous	lb.		— .30
C. P., 1 lb. bots.	lb.		— .90
Nitrate, powdered	lb.	.06½	— .11
Pure, 1 lb. bots	gal.	2.00	— 2.25
Sulphate, Powd. (Barytes)	lb.	.07	— .10
Pure Precip.	lb.	.35	— .37
Basswood Bark, Pressed	lb.		— .24
Bayberry Bark, select	lb.	.12	— .16
Bay Laurel Leaves	lb.	.10	— .15
Bay Rum, P. R., bbls	gal.	1.75	— 1.80
less	gal.	2.00	— 2.25
Beans, Tonka, Angosturs	lb.	4.20	— 4.30
Vanilla, Mexican, long	lb.	8.25	— 7.50
Short	lb.	5.25	— 6.25
Cuts	lb.	3.75	— 5.25
Bourbon	lb.	4.00	— 5.00
Belladonna Leaves, English, 1 lb. bots.	lb.		— 1.20
German	lb.	.30	— .35
Cultivated, S. & C.	lb.		— .50
German Root	lb.	.20	— .25
Powdered	lb.	.25	— .30
Benzine	gal.	.20	— .25
Benzoin, Sumatra	lb.	.50	— .55
Powdered	lb.	.65	— .70
Benzosol, 1 oz. v.	oz.		— 1.25
Berberine, C. P., ⅛ oz. v.	ea.	.60	— .65
Phosphate	oz.		— 3.75
Sulphate, 1 oz. v.	ea.	1.45	— 1.50
Berberis Aquifolium	lb.	.20	— .25
Bismuth, Beta Naph. (Orphol)	oz.		— .80
Bromide	oz.	.31	— .38
Citrate and Ammonium	lb.	2.50	— 2.65
Salicylate, 64 p. c.	lb.	2.15	— 2.25
40 p. c.	lb.	1.80	— 1.95
Sub-benzoate	lb.		— 4.15
Subcarbonate	lb.	2.50	— 2.60
Subgallate	lb.	2.00	— 2.10
Subiodide	oz.	.30	— .32
	lb.	3.65	— 3.90
Subnitrate	lb.	1.95	— 2.05
Tannate	oz.	.20	— .25
Valerianate	oz.		— .30
Blue Mass (Blue Pill)	lb.	.55	— .60
Powdered	lb.	.60	— .65
Blue Vitriol (see Copper Sulphate).			
Bone, Cuttlefish	lb.	.20	— .25
Powdered	lb.	.20	— .25
Jewelers'	lb.	.60	— .65
Boneset, Leaves and Tops	lb.		— .20
Borax, Refined	lb.	.06	— .09
Powdered	lb.	.06	— .09
Buchu Leaves, Long	lb.	.75	— .85
Powdered	lb.	.85	— .90
Short	lb.	1.10	— 1.20
Powdered	lb.	1.15	— 1.25
Buckthorn Bark	lb.	.15	— .18
Buds, Balm of Gilead	lb.	.50	— .55
Cassia	lb.	.30	— .35
Burdock Root, Crushed	lb.	.20	— .25
Seed	lb.		— .20
Cacao Butter, bulk	lb.	.33	— .36
Baker's A and white	lb.	.40	— .45
Dutch	lb.	.32	— .38
Huyler's, 12-lb. box	lb.		— .39
Maillard's	lb.	.35	— .40
Caffeine, pure	lb.	3.75	— 4.00
	oz.	.30	— .32
Benzoate	oz.	.31	— .35
Bromide	oz.	.31	— .33
Citrated	lb.	2.75	— 2.85
Hydrobromide, gran., eff.	lb.	.50	— .55
Hydrochloride (true salt)	oz.	.35	— .55

LIQUID PRODUCTS
IN
"American" Cans

with the Chelco Nozzle and Seal, Sell
More Readily than in any other package

THE ONLY SEAL that is neat and attractive in appearance, that can be opened and closed with the fingers, and that is ALWAYS TIGHT.

Seal is always on the Can. Never becomes lost or mislaid. No leakage. No evaporation. No cork to crumble and get into the varnish or other contents. Clean, effective and durable.

Insist on getting the Can with the Chelco Seal.

American Can Company

Sole Selling Agents

New York Chicago San Francisco

Offices in all Principal Cities

A Frequent Prescription!

Rx Suppos. haemorrhoid.
Anusoli No XII
Sig: One morning and evening.
Dr. Gudea

Anusol enjoys wide and increasing professional favor. Please keep a supply to meet the demand.

• Schering & Glatz, New York.

Special Free Goods Offer

To Druggists: The handsome new style package in which the ten cent size New-Skin is now being put up is such a big improvement over the old one that we want the public to become quickly acquainted with it.

We want you to help us and also to have a larger profit. Therefore we make the following attractive and liberal offer.

On every purchase of six dozen small size (at regular trade price, 75c per dozen) amounting to $4.50, we will give you Free of Charge one-half dozen of the medium, or 25c. size, retail value $1.50.

Your profit will be nearly 100%.

NEW-SKIN
Trade Mark.
Instead of Court Plaster

For details, inquire of your wholesale dealer or
NEW-SKIN CO. Dept. N
98 Grand Ave.
BROOKLYN, N. Y.

Pepto-Mangan (Gude)
(Reg. U. S. Pat. Off.)

is *the one and only* absolutely uniform and unalterable solution of iron and manganese in the form of true organic peptonates. It is also *the one and only* preparation lawfully entitled to be known as "Pepto-Mangan," a valid trademark, which is our exclusive property. We respectfully request the trade to take due notice of these facts.

M. J. Breitenbach Co., New York, U. S. A.

SALVAR
IS KING OF THE BLOOD

Incorporated Aug. 3, 1908
CAPITAL STOCK FULLY PAID

Recognized by the public and profession as the

Only Permanent Remedy for Blood Poison

acquired or hereditary in any stage. Rheumatism any form.

Paralysis, Locomotor Ataxia, Necrosis, Catarrh, Malaria and all the worst forms of blood disease.

The better class of druggists in every state and territory now carry this remedy in stock.

WE SUPPLY BOOKS, SIGNS AND NOVELTY ADVERTISING

Write for full information

SALVAR MEDICINE CO.
ST. LOUIS, MO.

Profitable *Extensively Advertised*

CHOLAX
(KOLAX)

"The Sparkling Health-Salt"
$4.00 Per Dozen

At Your Nearest Jobber
Free Sample Mailed on Request

THE KELVAN COMPANY, Inc.
Philadelphia, Pa.
SMITH, KLINE & FRENCH CO., Principal Distributors

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Here's the answer: Sell O-N Co.'s **Optical Goods**, also O-N Co.'s *Quick Moving* side lines in Jewelry.

Send **today** for our Complete Catalogue of **800 pages**—it's filled with profits. Write now—it costs you nothing.

The Oskamp-Nolting Co.
411-417 Elm Street, Cincinnati, Ohio

Prices Current *of* Drugs *and* Chemicals—(*Continued*)

Caffeine Sulphate, ⅛ths	oz.	.40	— .45
Valerianate	oz.	.40	— .60
Calamus Root, peeled	lb.	.15	— .20
Powdered	lb.	.22	— .25
White, peeled and split	lb.	.38	— .45
Calcium, Benzoate	oz.		— .19
Bromide	lb.	.55	— .60
Chloride, crude	lb.	.02½	— .06
Fused	lb.		— .24
Granulated	lb.		— .25
Glycerophosphate	oz.		— .22
Hypophosphite	lb.	.75	— .80
Iodide	lb.	3.15	— 3.35
Lactate	oz.		— .17
Lactophosphate, Sol.	lb.	1.20	— 1.30
Permanganate	oz.		— 1.07
Phosphate, Precip.	lb.	.17	— .19
Sulphate Precip., pure	lb.	.35	— .45
Sulphite, Neutr., for cider	lb.		— .14
Sulphocarbolate	oz.	.07	— .11
Calendula Flowers	lb.	.44	— .52
Calomel (see Mercury Chlor.).			
Camphor, refined (bbls. 43)	lb.	.46	— .52
½ lb. squares (cases 44)	lb.	.46	— .52
Powdered	lb.	.54	— .64
Japanese, ozs.	lb.	.52	— .57
Monobrom	oz.	.17	— .21
Canary Seed, Sicily	lb.	.04	— .06
Smyrna	lb.	.04½	— .06
Canella Bark, powdered	lb.	.30	— .40
Cannabis Indica Herb	lb.	1.80	— 1.90
Cantharides, Russian, Sifted	lb.	.85	— 1.00
Powdered	lb.	.95	— 1.20
Capsicum, African	lb.	.20	— .25
Powdered	lb.	.27	— .32
Caraway	lb.	.18	— .22
Powdered	lb.	.23	— .28
Carbon Disulphide	lb.	.11	— .15
Cardamon Seed, bleached	lb.	1.00	— 1.60
Decorticated	lb.	.80	— .90
Powdered	lb.	.90	— .95
Carmine, No. 40	oz.	.30	— .35
Cascara Sagrada Bark	lb.	.20	— .25
Powdered	lb.	.20	— .25
Cascarilla Bark	lb.	.30	— .35
Powdered	lb.	.35	— .40
Cassia, China	lb.	.20	— .25
Powdered	lb.	.20	— .25
Saigon, thin, select	lb.	.60	— .70
Powdered	lb.	.70	— .80
Catechu, Medicinal	lb.	.13	— .16
Catnip Leaves, pressed, oz.	lb.	.27	— .30
Celery, Seed	lb.	.25	— .28
Ceresin, white	lb.	.20	— .22
Yellow	lb.	.18	— .20
Cerium Oxalate	lb.	.45	— .50
Chalk, Precipitated, Eng., 7 lb. bags	lb.	.09½	— .11
Prepared, Eng., Thomas 8 lb. box, white	box		— .50
Pink	box		— .65
White, bbls.	lb.	.00¾	— .03
Chamomile Flowers, Ger.	lb.	.28	— .33
Roman	lb.	.30	— .35
Charcoal, Willow, pwd.	lb.	.12	— .15
Chicle	lb.	.60	— .70
Chinoidine	oz.	.10	— .12
Chinolin, pure	oz.		— .45
Chiretta	lb.	.25	— .30
Chloral Hydrate, Cryst.	lb.	1.15	— 1.50
Chloroform	lb.	.35	— .40
Chrysarobin	oz.	.40	— .45
Cinchona Bark, pale, select	lb.	.35	— .40
Red	lb.	.40	— .50
Yellow	lb.	.35	— .40
Cinchonidine, Alkal., pure	oz.	.50	— .55
Salicylate	oz.		— .36
Sulphate	oz.	.28	— .32
Cinchonine, Sulphate	oz.	.15	— .17
Salicylate	oz.		— .30
Cloves	lb.	.22	— .25
Powdered, pure	lb.	.25	— .30
Cobalt, powdered (Fly Poison)	lb.	.35	— .40
Cocaine, Alkaloid, ⅛ oz. v.	oz.	4.50	— 4.70
Muriate, Cryst., ozs.	oz.	3.50	— 3.85
⅛ oz. vials	oz.	3.65	— 3.90
Oleate (5 p. c. Alk.)	oz.	1.00	— 1.15
Coca Leaves	lb.	.35	— .50
Cocculus Ind. (Fish Berries)	lb.	.12	— .14
Powdered	lb.	.22	— .27
Cochineal, Honduras	lb.	.43	— .48
Powdered	lb.	.50	— .58
Codeine	oz.	4.25	— 4.40
Phosphate	oz.	3.85	— 4.00
Sulphate	oz.	4.25	— 4.30
Colchicum Root	lb.	.21	— .26
Powdered	lb.	.26	— .31
Seed	lb.	.70	— .80
Powdered	lb.		— .90
Collodion, U.S.P., 1900	lb.		— .49
Flexible	lb.		— .54
Colocynth, select	lb.	.40	— .50
Pulp	lb.	.15	— .20
Colombo Root	lb.	.18	— .22
Comfrey Root, Crushed	lb.	.65	— .75
Condurango Bark, true	lb.	.15	— .20
Conium Leaves	lb.	.18	— .22
Seed	lb.	.15	— .20
Copaiba, S. A.	lb.	.55	— .60
Para	lb.	.65	— .70
Copper, Acetate, distilled	lb.		— .50
Ammoniated	lb.		— .50
Carbonated	lb.	.24	— .32
Chloride, Pure, cryst.	lb.		— .55
Iodide	lb.	.36	— .40
Subacetate (Verdigris)	lb.	.42	— .43
Powdered	lb.	.40	— .45
Sulphate (Blue Vit.)	lb.	.10	— .12
Barrels	lb.		— .07
Powdered	lb.	.15	— .20
Copperas (see Iron Sulphate).			
Coriander	lb.	.10	— .12
Powdered	lb.	.16	— .20
Corrosive Sublimate (see Mercury Bichloride).			
Cotoin, true, ⅛ oz. v.	ea.		— 1.75
Cotton Root Bark	lb.	.15	— .20
Powdered	lb.	.30	— .35
Coumarin	oz.	.30	— .35
Cramp Bark	lb.	.32	— .35
Cranesbill	lb.	.24	— .29
Powdered	lb.	.30	— .25
Cream Tartar, powd.	lb.	.30	— .36
Creosote, Beech Wood	lb.	.90	— 1.50
Carbonate	oz.		— .65
Croton-Chloral (Butylchlo.)	oz.		— .65
Cubeb Berries, sifted	lb.	.58	— .63
Powdered	lb.	.63	— .65
Cudbear	lb.	.20	— .25
Culver's Root	lb.	.15	— .20
Cumin Seed	lb.	.27	— .32
Damiana, leaves	lb.	.60	— .70
Dandelion Herb	lb.	.25	— .30
Root	lb.	.22	— .27
Cut	lb.	.22	— .27
Dextrine, Yellow	lb.	.08	— .10
White	lb.	.08	— .10
Digitalin, ⅛ths	oz.	6.25	— 6.50
15 gr. vials	ea.	.50	— .55

This is SCOTT'S EMULSION'S 35th Year

Every day we hear of wonderful cures it has made. ¶ Every day we have more and more faith in it. ¶ We make it every day, and every day we try to make it better. It ought to be the best. It has stood a long test.

We are sure you, too, have faith in Scott's Emulsion, and we are sure you have no trouble with it. It is only a question of our customer going to you or going somewhere else. When he comes in, will you please give it to him? That is all we ask—just give him SCOTT'S EMULSION.

THE BONUS PROPOSITION

This proposition is made to those who retail only, and is as follows:

Orders amounting to $25.00 worth (either size or assorted), are subject to a 5% discount, allowed by the wholesaler, and ⅓ dozen Scott's Emulsion, Small, as a bonus for window display. The four bottles of Emulsion will be sent by us direct, charges prepaid, upon receipt of acceptance of order by wholesaler.

Make up the amount any way you like, this is the way it figures out:

3 Doz. Large Emulsion, @ $8.00	$24.00	6 Doz. Small Emulsion, @ $4.25	$25.50
Less 5%	1.20	Less 5%	1.27½
	$22.80		$24.22½
Less 4 Bottles, Small	1.42	Less 4 Bottles, Small	1.42
	$21.38		$22.80½
or $7.13 per dozen, net.		or $3.80 per dozen, net.	

Your advantage is in the large size, so is ours, as the small size costs proportionately more to put up.

Send your orders direct to us on any wholesaler, and if you would like advertising matter, please request it.

SCOTT & BOWNE - - Bloomfield, N. J.

We Want Your Business

Our New Plant is completed, and we need orders.

Beautiful and artistic Drug Outfits at prices so low you will wonder how we can do it. Remember the quality is GRAND RAPIDS make—as good as the best Grand Rapids furniture.

Write for our New Portfolio B-5. You will be interested.

Grand Rapids Show Case Co.

GRAND RAPIDS, MICH.

Branch Factory, Lutke Manufacturing Co., Portland, Ore.

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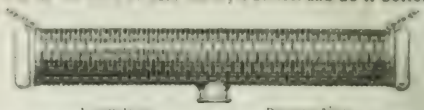
The Largest Manufacturers of Store Fixtures in the World

THE BEST BY TEST! YOU SHOULD HAVE IT!

BADGER CIGAR MOISTENER

SCIENTIFIC, EFFICIENT, PERFECT

Will do the work of **SIX** old-style devices and **do it better**



Length 12 in. Diameter 2¾ in.

Not made of absorbent material but WATER IN IN A TANK ON INSIDE of Moistener and is drawn to surface by means of a WICK. Inspire Uniform distribution. One filling of tank lasts TEN DAYS. This Moistener is to Cigar Cases what our famous LID HOLDER is to cigar boxes

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MRS. WINSLOW'S SOOTHING SYRUP

has been used for over Sixty Years by Millions of Mothers and their Children while Teething, with Perfect Success. It Soothes the Child, Softens the Gums, Allays all Pain, Cures Wind Colic, and is the best remedy for Diarrhoea. Sold by Druggists in every part of the world.

Be sure and ask for

Mrs. Winslow's Soothing Syrup

and take no other kind.

TWENTY-FIVE CENTS A BOTTLE

A Rare Cough Syrup

Rare in composition

Rare in efficiency

You can sell it "on honor," and **without risk, because it contains no morphine, no codeine, no 'dope' of any sort**—no habit-forming, constipating or otherwise injurious ingredients.

Syrup Thiocol Roche

6-oz. bottles only, $7.00 per doz.;
better price in ¼ gross lots.

It is advertised widely to physicians.

Put It in Stock Now.

For winter coughs and colds, bronchitis, grippe, etc., there is no remedy that excels SYRUP THIOCOL ROCHE.

THE HOFFMANN-LA ROCHE CHEMICAL WORKS

65 Fulton Street, New York

NEW DISCOUNTS ON

DAGGETT & RAMSDELL'S PERFECT COLD CREAM

AND OTHER TOILET SPECIALTIES

Assorted lots of

$25.00 or more, less 10%; 2% cash 10 days, F.O.B. New York
$50.00 or more, less 10%; 2% cash 10 days, F.O.B. any point in the U. S. or Canada.
$75.00 or more, less 10%; 5% cash 10 days, F.O.B. any point in the U. S. or Canada.

Rocky Mountain and Pacific Coast points will be allowed 30 days for cash discounts.

Send for new catalogue illustrating our entire line of popular, high-class, quick-selling toilet preparations.

DAGGETT & RAMSDELL, Mfg. Chemists

D. & R. Building NEW YORK

Sylvester's Haarlem Oil

FOR 200 YEARS

the standard remedy of the world for

Kidney Diseases, Bladder Trouble, Gravel and all Inward Inflammation

WE ARE EXCLUSIVE AGENTS

for the U. S. and Canada for the importation of

Genuine Sylvester's Haarlem Oil

FROM HAARLEM, HOLLAND

None other is genuine Look for "C. SYLVESTER" on the label

M. COWARD Successor to C. SYLVESTER

Depot: No. 270 Greenwich Street, New York

Prices Current *of* Drugs *and* Chemicals—(*Continued*)

Digitalis Leaves, Eng.	.lb.	—	.85
German	.lb.	.28 —	.33
Powdered	.lb.	.45 —	.55
Pressed, ozs.	.lb.	.30 —	.33
Dog Grass, Cut	.lb.	.18 —	.20
Dover's Powder	.lb.	1.60 —	1.70
Dragon's Blood, powdered	.lb.	.70 —	.80
Extra	.lb.	.90 —	1.00
Powdered	.lb.	1.10 —	1.25
Reeds	.lb.	.75 —	.88
Duotol	.oz.	—	1.50
Dwarf Elder	.lb.	.35 —	.40
Elaterium	.oz.	2.75 —	2.95
Elder Berries	.lb.	.25 —	.30
Flowers, pressed	.lb.	.35 —	.40
Juice, Sambuci	.lb.	—	.30
Elecampane Root	.lb.	.18 —	.20
Ground	.lb.	.22 —	.25
Elm Bark, select	.lb.	.25 —	.28
Ground, pure	.lb.	.29 —	.25
Powdered, pure	.lb.	.25 —	.30
Epsom Salt (see Magn. Sulp.)			
Ergot	.lb.	.60 —	.65
Powdered	.lb.	.68 —	.72
Ether, Acetic	.lb.	—	.67
Chloric, U.S.P.	.lb.	—	.37
Nitrous Conct.	.lb.	.80 —	1.00
U.S.P.	.lb.	—	.31
U.S.P., 1880	.lb.	.35 —	.40
Washed	.lb.	—	.36
Valerianic	.oz.	—	.45
Eucaine Hydrochlor	.oz.	—	3.50
Eucalyptol, U.S.P.	.oz.	.10 —	.14
Eucalyptus Leaves	.lb.	.10 —	.12
Euonymin (Eclectic powd.)	.oz.	.80 —	.90
Euphorbium	.lb.	—	.30
Powdered	.lb.	—	.40
Euquinine	.oz.	—	1.40
Exalgine	.oz.	—	1.40
Fennel Seed	.lb.	.20 —	.24
Flaxseed, cleaned	.bbls.	—	11.25
Less	.lb.	.07½—	.10
Ground	.lb.	.07½—	.10
Fli-Stikon Fly Ribbon	.gross	—	4.80
¼ gross cartons		—	1.20
Foenugreek Seed	.lb.	.08 —	.10
Ground	.lb.	.09 —	.12
Formaldehyde	.lb.	.22 —	.35
Galangal Root, selected	.lb.	.12 —	.15
Powdered	.lb.	.16 —	.20
Galbanum	.lb.	.60 —	.65
Gamboge, blocky	.lb.	1.00 —	1.10
Powdered	.lb.	1.00 —	1.10
Select, Pipe, bright	.lb.	1.10 —	1.20
Garlic, on strings	.string	.20 —	.25
Gaultheria (see Wintergreen)			
Gelanthum	.lb.	—	.75
Gelatin, pink	.lb.	.90 —	1.00
Gold	.lb.	.45 —	.60
Silver	.lb.	.33 —	.36
Gelsemin (Resinoid)	.oz.	—	2.50
Gelsemine, C.P., crystals,			
German, 15 gr. vials	.ea.	—	2.50
Sulphate, 15 gr. vials	.ea.	—	2.50
Gelsemium Root	.lb.	.25 —	.30
Powdered	.lb.	.30 —	.35
Gentian Root	.lb.	.12 —	.15
Powdered	.lb.	.14 —	.18
Ginger Root, African	.lb.	.15 —	.20
Powdered	.lb.	.20 —	.22
Jamaica, bleached	.lb.	.25 —	.30
Ground	.lb.	.22 —	.24
Powdered	.lb.	.27 —	.32
Ginseng	.lb.	8.50 —	9.50
Glycerin	.lb.	.32 —	.36
Gold and Sodium Chloride, U.			
S.P., 15 gr. vials	.doz.	—	2.70
Gold Thread (Coptis trifol.)	.lb.	1.10 —	1.20
Golden Seal Root	.lb.	2.50 —	2.60
Powdered	.lb.	2.70 —	2.80
Grains of Paradise	.lb.	.35 —	.40
Powdered	.lb.	.40 —	.45
Grindelia Robusta Herb.	.lb.	.15 —	.20
Powdered	.lb.	.23 —	.28
Guaiac, Resin	.lb.	.28 —	.38
Powdered	.lb.	.42 —	.50
Wood rasped	.lb.	.03 —	.06
Guaiacol, liquid	.lb.	2.40 —	2.50
Carbonate, lbs. 3.10	.oz.	.23 —	.27
Salicylate (Guaiacol-Salol)	.oz.	—	1.00
Valerianate (Geosote)	.oz.	—	1.34
Guarana (Paullinia)	.lb.	2.80 —	3.00
Powdered	.lb.	3.20 —	3.30
Gun Cotton (Pyroxylin)	.oz.	.20 —	.25
Gutta Percha, crude chips.	.lb.	1.50 —	1.75
Sheet	.lb.	1.50 —	1.75
Heliotropin	.oz.	—	.60
Hemlock Bark, crushed	.lb.	.12 —	.15
Powdered	.lb.	.16 —	.18
Hemol	.oz.	—	.80
Hemp Seed	.lb.	.04 —	.06
Henbane Leaves, English.	.lb.	—	1.00
German	.lb.	.28 —	.32
Powdered	.lb.	—	.38
Seed	.lb.	—	.35
Henna Leaves	.lb.	.35 —	.40
Heroin Hydrochl., 15 gr. v.	.ea.	—	.32
Hexamethylenamine	.lb.	—	1.00
Holocain, 1 gm. vials	.ea.	—	.35
Homatropin Alk.	.gr.	.35 —	.40
Hydrobromide	.gr.	.20 —	.21
Hydrochloride	.gr.	—	.45
Salicylate and Sulphate	.gr.	—	.45
Honey, strained	.lb.	.12 —	.16
Hops, select (1910)	.lb.	.35 —	.40
Pressed, ¼ & ½ lb. pkgs.	.lb.	.40 —	.45
Hydrastine, Alk., C.P. cryst.	.oz.	—	10.00
Hydrochloride	.oz.	—	15.00
Sulphate	.oz.	—	10.00
Hydrochinon	.oz.	.11 —	.13
Hydrogen Peroxide, Sol. Me-			
dicinal	.lb.	.16 —	.23
Sol. Technical	.lb.	.15 —	.20
Hyoscine Hydrobrom 1 gr. v.	.gr.	.20 —	.30
Hyoscyamine, Amorph., 15 gr.			
vials	.ea.	—	3.00
Crystal, white	.gr.	.32 —	.40
Hydrobromide	.gr.	.20 —	.25
Iceland Moss	.lb.	.12 —	.16
Ichthyol	.lb.	4.00 —	4.25
Indigo, Bengal, true	.lb.	1.35 —	1.50
Manila	.lb.	.60 —	.70
Insect Powder	.lb.	.30 —	.55
Pure, Uncol'd Dalmatian	.lb.	.50 —	.60
Iodine Bromide	.oz.	—	.42
Resublimed	.lb.	2.95 —	3.10
Iodoform, cryst. & powd.	.lb.	3.40 —	3.60
Deodorized	.oz.	.50 —	.55
Ipecac Root, Carthagena	.lb.	2.00 —	2.15
Powdered	.lb.	2.15 —	2.25
Rio	.lb.	3.00 —	3.25
Powdered	.lb.	3.20 —	3.50
Irish Moss, bleached	.lb.	.15 —	.20
Irisin (Eclectic Powder)	.oz.	—	.60
Iron, Acetate, dry	.oz.	—	.26
Bromide	.oz.	—	.10
Benzoate	.oz.	—	.22
Chloride, cryst., U.S.P.	.lb.	—	.25
Citrate, U.S.P.	.lb.	.58 —	.62
and Ammonia, Sol.	.lb.	.54 —	.58

"DOUGHERTY'S PLAYING CARDS" THE STANDARD for more than half a century

(TRADE MARK)

ESTABLISHED 1848

NEW DISPLAY CARTON

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FRENCH OR WHIST SIZE
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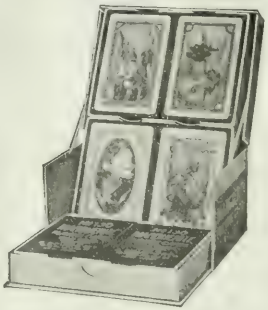
HIGHLY ENAMELED OR LINOID FINISH
GOLD EDGES TELESCOPE CASES

Following Back Designs Printed in Colors and Gold

APPLE BLOSSOM IRIS THISTLE
CLOVER ROSE TULIP

SOMETHING NEW

A perfumed card with floral back designs. A coupon with each pack. For six coupons we send a 50c. sachet or lingerie bag free.



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No. 130 Marguerite

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No. 130 Marguerite

IRIS
Back No. 1305

No. 130 Marguerite

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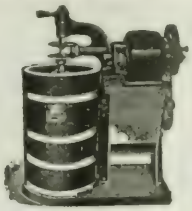
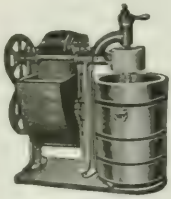
THE 25c. FAVORITES No. 9 TALLY HO. "THE PLAYING CARD WITH A REPUTATION"
No. 8 D. "THE SNAPPIEST CARD MADE"

The BEST FREEZERS FOR DRUGGISTS

Druggists Special 20 qt.



20 qt. Monarch Freezer, Crusher and Motor



40 qt. Monarch Freezer, Crusher and Motor

Catalogue C B Free

J. W. Allen & Co.
110-118 N. Peoria St.
CHICAGO, ILLINOIS

Drink Dole's Pure Hawaiian Pineapple Juice

The Drink Delightful! The Drink Healthful! Drink It All The Year Round!

Nothing whatever is added to the juice. No water, sugar, preservative or poisoning matter — absolutely nothing in the bottle but the breath of a ripe Hawaiian Pineapple sold so that nothing of delicacy escapes your table.

Quarts
Pints
Half-Pints
Quarter-Pints

Serve Dole's Pure Hawaiian Pineapple Juice from the thoroughly chilled bottle poured over cracked ice, or in iced tea, a slice of the usual size of lemon.

Try Hot Pineapple Juice. Just as a hot lemonade, instead of lemon. Three times [illegible] to two of the boiling water poured over a little sugar is better than hot lemonade and much more economical to prepare. It was [illegible] made us his favorite

James D. Dole

Be sure this name in red is on the label.

Hawaiian Pineapple Products Co., Ltd.
112 Market Street, San Francisco, Cal.

YOUR OWN MAKE — TOILET REQUISITE PROFITS — YOUR OWN NAME

The Charles E. Sholes Company,
Finished Perfume Bases.
Perfumers Accessories.
164 Front St. New York.

Get Our Exclusive Newspaper Advertising QUICK

It Never Fails To Pay

ROOT JUICE can be bought, from any jobber, at $8.00 per doz., but we will do exclusive advertising, over the name of one druggist in every town, which has a weekly newspaper, if the druggist will deal with us, direct, thus enabling us to keep tab on results of the advertising. We will also allow deduction of freight, and liberal discounts, on quantity lots. Write us. Scores of druggists throughout the country are having a wonderful sale on Root Juice.

W. P. CABLER ROOT JUICE MEDICINE CO.

FORT WAYNE -:- INDIANA

MR. DRUGGIST

Why not increase your Boxed Cigar Trade, by an attractive display. This stand shows three boxes and sells for $4.50.

We have others, some cheaper and some more expensive, but all Norwich Quality.

Send for our Catalog.

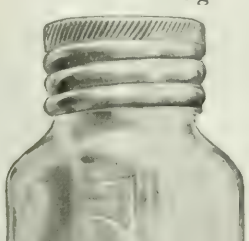
The Norwich Nickel & Brass Co.
NORWICH, CONN.

SALESROOMS
712 Broadway, N. Y. C. 21 Kingston St., Boston

Prices Current *of* Drugs *and* Chemicals—(*Continued*)

Iron and Quin. Cit. U.S.P. (12 per cent Q.) Scales	lb.	1.60	— 1.75
Quinine and Strychnine	lb.	2.25	— 2.50
Hypophosphite	lb.	1.50	— 1.60
Iodide	oz.	.27	— .30
Syrup	oz.	.33	— .35
Nitrate, Solution, U.S.P.	lb.	.25	— .30
Oxalate (Ferrous)	oz.		— .14
Phosphate, gran. 1 lb bots.	lb.	.55	— .57
U.S.P. Scales	lb.	.58	— .62
Precipitated, 1 lb. bots.	lb.	.35	— .40
Protocarb. (Vallet's Mass).	lb.		— .30
Pyrophosphate Scales, Sol.	lb.	.52	— .57
Queveune's (by hydrogen)	lb.	.56	— .55
Salicylate	oz.		— .15
Sesquichloride	lb.	.35	— .40
Solution	lb.	.13	— .18
Subsulphate	lb.	.25	— .35
Solution (Monsel's)	lb.	.12	— 18
Sulphate (Copperas), 100 lbs.		1.00	— 1.12
Cryst., pure	lb.	.08	— .10
Dried	lb.	.15	— .20
Tartarte and Ammonium	lb.		— .62
and Potassium, Scales	lb.	.48	— .52
Tersulph, Solution, U.S.P.	lb.		— .20
Valerianate	oz.	.15	— .90
Isinglass, Russian	lb.	3.50	— 3.75
Jaborandi Leaves	lb.	.25	— .30
Powdered	lb.	.30	— .35
Jalap Root, selected	lb.	.45	.50
Powdered	lb.	.50	— .55
Juniper Berries	lb.	.09	— .11
Kamala	lb.	.35	— .40
Powdered	lb.	.45	— .50
Purified	lb.	1.50	— 1.75
Kaolin	lb.	.05	— .08
Kino	lb.	.45	— .50
Powdered	lb.	.50	— .55
Kola Nuts, small and large	lb.	.15	— .25
Powdered	lb.	.30	— .35
Kousso, powdered	lb.	.55	— .60
Lactucarium	lb.	5.00	— 5.50
Ladies' Slipper Root	lb.	.55	— .65
Lanolin	lb.	.70	— .75
Anhydrous	lb.	.40	— 1.25
Lavender Flowers	lb.	.28	— .40
Lead Acetate (Sugar)	lb.	.15	— .18
Chloride	lb.	.50	— .55
Iodide, powdered	oz.	.20	— .22
Nitrate	lb.	.16	— 18
Lead Oxide, Medicinal	lb.	.80	— .90
Red	lb.	.07	— .12
Subacetate, Solution	lb.	.15	— .18
Leeches, best Swedish	ea.	.04	— .06
Lemon Peel, Ribbons	lb.	.10	— .15
Ground	lb.	.15	— .20
Licorice, Corig.	lb.	.28	— .32
Mass	lb.	.25	— .30
Powdered	lb.	.38	— .42
Root, Russian, cut	lb.	.15	— .20
Powdered	lb.	.15	— .20
Spanish, bundles	lb.	.16	— .20
Powdered	lb.	.12	— .15
Lime, Chlorinated, bulk	lb.	.04	— .06
Assorted, 1, ½ and ¼ lb.	lb.	.10	— .12
Lithium Acetate	oz.		— .19
Bitartrate	oz.		— .19
Bromide	lb.		— 1.70
Carbonate	lb.	.92	— 1.00
Citrate	lb.	1.32	— 1.40
Glycerophosphate	oz.		— .65
Salicylate	lb.	1.10	— 1.20
Lobelia Herb	lb.	.20	— .25
Powdered	lb.	.25	— .30
Seed, clean	lb.	.50	— .60
Powdered	lb.	.60	— .70
Lovage Root, select, white	lb.	.90	— 1.10
Seed	lb.		— .65
Lupulin	lb.	.90	— 1.00
Lycopodium	lb.	.52	— .58
Mace, whole	lb.	.60	— .65
Powdered	lb.	.70	— .75
Magnesium, Benzoate	oz.	.25	— .29
Calcined	lb.	.55	— .60
Carbonate, 4 ozs.	lb.	.15	— .20
2 ozs.	lb.	.16	— .20
Powdered	lb.	.08	— .15
Ponderous	lb.	.80	— .85
Glycerophosphate	oz.	.40	— .44
Hypophosphite, pure	lb.	1.25	— 1.35
Metal, Powdered	oz.		— .20
Ribbon	oz.		— .60
Phosphate, pure	oz.	.08	— .10
Sulphate (Sal Epsom)	lb.	.03	— .05
C. P. Crystals	lb.	.17	— .20
Dried	lb.		— .15
Malva Flowers, large	lb.	.30	— .35
Blue, small	lb.	.50	— .55
Mandrake Root	lb.	.12	— .16
Powdered	lb.	.16	— .20
Manganese, Bromide	oz.		— .36
Carbonate, cryst., medic.	oz.		— .14
Chloride, cryst.	lb.		— .50
Hypophosphite	lb.	1.35	— 1.50
Lactate	oz.		— .50
Oxide, black, powdered	lb.	.08	— .10
Manna, flake, large	lb.	1.00	— 1.10
Small	lb.	.65	— .75
Matico Leaves	lb.	.25	— .30
Menthol, cryst.	lb.	3.50	— 3.65
	oz.	.30	— .35
Mercury	lb.	.75	— .80
Ammon. (white precip.)	lb.	1.34	— 1.41
Bichloride (c. sublime)	lb.	.92	— .96
Powdered	lb.	.85	— 1.00
Bisulphate	lb.	.73	— .76
Chloride, mild (Calomel)	lb.	.96	— 1.06
Iodide, green, Proto	lb.	2.50	— 2.75
Red (Pre.) Biniodide	lb.	2.75	— 3.00
Nitrate Solution	oz.		— .18
Oxide, red (Red Precip.)	lb.	1.11	— 1.31
Yellow	lb.	.15	— .18
Salicylate	oz.	.23	— .27
Sulphate (Turp. Mineral)	lb.		— 1.05
Mercury with Chalk (by succussion)	lb.	.51	— .54
Millet, sweet, American	lb.	.04	— .05
German	lb.	.02½	— .06
Morphine, Acetate, 1-8 oz. v.oz.		3.55	— 3.70
Alkaloid, pure, 1-8 oz. v.oz.		4.90	— 5.05
Hydrobromide, 1-8 oz. v.oz.		3.80	— 3.90
Hydrochloride, 1-8 oz. v.oz.		3.55	— 3.70
Sulphate, 1 oz. v.	oz.	3.45	— 3.50
1-8 oz. v.	oz.	3.55	— 3.70
Valerianate, 1-8 oz v.	oz.	5.65	— 5.75
Morrhuol	oz.	.55	— .60
Mullein Flowers, 1 lb. cans	lb.	.90	— 1.00
Musk Root	lb.	.18	— .28
Powdered	lb.	.25	— .30
Mustard Seed, black	lb.	.12	— .14
Ground	lb.	.13	— .15
White	lb.	.06	— .10
Ground	lb.	.13	— .15
Myrrh (Gum-Resin)	lb.	.28	— .33
Naphthalene, flake or balls	lb.	.02¾	— .05
Nickel, Acetate	oz.		— .34
Bromide	oz.		— .37
Sulphate	lb.		— .35
Nickel and Ammo. Sulphate	lb.	.20	— .30
Nutgalls	lb.	.27	— .32

Paraform Throat Lozenges S. & D.



Antiseptic—Demulcent—Healing

In 40's ..... $2.00 per doz.
In lbs. ..... 1.00 per lb.

Much Better in Quantity

Your Doctors are Being Sampled

Sharp & Dohme

Baltimore
Chicago Philadelphia Atlanta
St. Louis New York New Orleans

The Formula

Paraformaldehyde	1-4 gr.
Boric Acid	1 gr.
Menthol	1-40 gr.
Demulcent Base	q. s.

BENGER'S FOOD

"Retained when all other foods are rejected"

Is a pancreatised cereal and is devised to be used with fresh milk. Can be adapted to suit the dietetic need of infants, invalids and the aged.

PRICES

Retail,	**25c., $2.25 per doz.**	
	60c., 5.40	"
	$1.75, 15.75	"

Samples, literature and show cards on application. Write for particulars of co-operative advertising.

BENGER'S FOOD, Ltd.

92 WILLIAM ST., NEW YORK

Re Price Protection on SANATOGEN

We wish to reiterate with all emphasis that as the sole licensees of the United States Patent under which Sanatogen is manufactured and sold, we are invested by law with the privilege to insist that retailers strictly maintain the minimum retail rates plainly stamped on each box of Sanatogen. Any dealer violating this condition renders himself liable to injunction and damages.

Gentlemen of the drug trade, this is no mere "say-so," but a true statement of fact. We do not wish to intimidate anyone, but merely to give proper notice that we mean to enforce our rights wherever necessary.

This means *true protection*, the kind of protection that gives everybody a square deal and puts the small druggist on an even level with the biggest "chain corporation" or department store.

Three sizes, sold by all wholesalers and jobbers, at $0, $17.25 and $33, to retail at $1, $1.20 and $3.60, and *no less*.

Write to us today for effective display matter.

The Bauer Chemical Co.

Everett Bldg., Union Square, New York

SCHOOL SUPPLIES

Druggists' and Stationers' Sundries, Camels' Hair Brushes, Fancy Goods, Novelties, Musical Instruments, Harmonicas, Etc.

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EUGENE B. BAEHR, Mfrs. Agent

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100 per cent PROFIT by handling

OXY Preparations

OXY Peroxide Cream, 2 oz. Jars	$1.75 per doz.
OXY Peroxide Tooth Powder	1.50 per doz.
OXY Peroxide Talcum Powder	1.50 per doz.
OXY Peroxide Soap	1.50 per doz.

All the above are [illegible] preparations in attractive packages

Quick Sellers and Repeaters at 100 per cent Profit

Bell Chemical Co., 58 E. 116th St., New York

Geo. Borgfeldt & Co., Wholesale Distributers

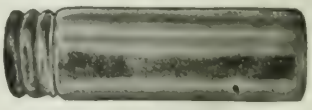
IN TIN BOXES (24 Powders) PACKED IN BULK BOXES (Good for Display) ASK YOUR JOBBER

FULL WEIGHT

SEIDLITZ POWDERS

CHARLES R. DOANE MANUFACTURER 1199 Atlantic Av. BROOKLYN N.Y.

HOMOEOPATHIC VIALS



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CHESAPEAKE GLASS COMPANY

424-426 W. Conway St. Baltimore, Md., U.S.A.

Make Money Selling The Strongest Line of the Most Palatable and Effective Lozenges, and Well Known to Public

Strictly PURE **LONDON HOSPITAL THROAT LOZENGES**

(Formulas of Sir Morrell Mackenzie)

English Coltsfoot Rock, English Bath Pipe, English Peppermint LOZENGES. Exquisite and Delicious Fruit Tablets (per Jar), 90c. In lots of 10 Jars $12.80 net.

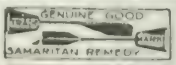
SPECIALLY ADAPTED FOR DRUGGISTS

Put up in 5c. Packages: ENGLISH PEPPERMINT LOZENGES
EX. STRONG WINTERGREEN LOZENGES
LICORICE GUM DROPS LEMON GUM DROPS

Write for Price List: PINE TREE TAR GUM DROPS
ENGLISH MINT AND LICORICE JUJUBES

When ordering from your jobber be sure to specify Roworth's

THE ROWORTH MFG. CO., 85 Maiden Lane, New York



GOOD SAMARITAN CORN REMEDY

Remedy for Hard and Soft Corns, Calluses, Bunions, Ingrowing Nails and Warts

Guaranteed under the Food and Drugs Act, June 30, 1906. No. 5479

Wholesale Price, $1.75 per Dozen

Medicated Artificial Skin Co., Box 274 Denver, Colo.

Formerly La Crosse, Wis.

Prices Current *of* Drugs *and* Chemicals—(*Continued*)

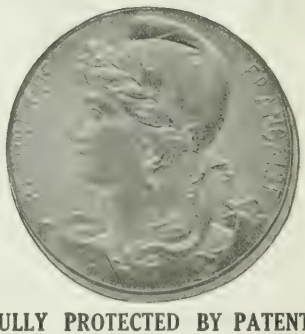
Nutgalls, powdered	lb.	.32	— .37
Nutmegs	lb.	.33	— .45
Extra large	.80 to lb.	.55	— .65
Nux Vomica	lb.	.10	— .14
Powdered	lb.	.18	— .23
Oil, Almond, bitter	lb.	5.50	— 6.00
Without Acid	lb.	6.50	— 7.00
Sweet, pure	lb.	.55	— .65
Amber, crude, dark	lb.	.18	— .25
Rectified	lb.	.30	— .43
Aniseed, Star	lb.	1.45	— 1.55
Benne (Sesame), imported, bbls. or less	gal.	.70	— 1.00
Bergamot	lb.	4.50	— 4.70
Birch, black (betula)	lb.	1.90	— 2.00
Cade	lb.	.30	— .35
Cajuput, bottles	lb.	.85	— .90
C mphor	lb.	.29	— .34
Capsicum, red	oz.	.45	— .50
Caraway	lb.	1.75	— 2.00
Cassia	lb.	1.20	— 1.30
Castor, American	lb.	.12	— .14
Cedar Leaves, pure	lb.	.75	— .85
Celery	oz.	.75	— .80
Chaulmoogra	lb.	2.00	— 2.50
Cinnamon, Ceylon	oz.	1.00	— 1.25
Citronella	lb.	.40	— .70
Cloves	lb.	1.15	— 1.20
Cod Liver, Norwegian	gal.	1.35	— 1.50
Bbls.	en.	34.00	—36.00
½ bbls.	en.	18.00	—19.00
Copaiba, pure	lb.	1.40	— 1.50
Coriander	oz.	.75	— .85
Cottonseed, yel. & white.	gal.	.90	— 1.10
Croton	lb.	1.00	— 1.20
Cubeb	lb.	4.45	— 4.60
Cumin	lb.	5.75	— 6.00
Dill	oz.	.45	— .50
Erigeron, true	lb.	2.25	— 2.50
Eucalyptus	lb.	.85	— 1.10
Fennel Seed, pure	lb.	1.50	— 1.60
Gaultheria Leeaf	lb.	5.50	— 6.00
Geranium, Rose, natural.	lb.	4.50	— 5.00
Ginger	oz.	.50	— .60
Haarlem, Dutch	gross	3.00	— 3.50
Gold Medal Tilly, large, gross			—18.00
Regular	gross		— 6.00
Capsules	gross		—24.00
Sylvester's	doz.		— 3.00

Oil Hemlock, cans, 20 lbs. or less	lb.	.75	— .90
Juniper Berries	lb.	1.25	— 1.50
Wood	lb.	.45	— .55
Lard	gal.	1.50	— 1.60
Lavender, Mitcham	oz.	1.40	— 1.60
Flowers	lb.	3.25	— 3.75
Garden, French	lb.	1.15	— 1.35
Lemon	lb.	1.25	— 1.35
Lemongrass	lb.	1.60	— 1.70
Linseed, boiled	gal.	1.12	— 1.18
Raw	gal.	1.10	— 1.16
Male Fern, Ethereal	lb.	2.10	— 2.25
Mustard, artificial	lb.	3.00	— 3.50
Essential	oz.	.55	— .60
Expressed	gal.	.60	— .70
Neatsfoot	gal.	.80	— .90
Neroli, Bigarade best	oz.	5.50	— 6.00
Petale, extra	oz.	6.00	— 6.25
Nutmeg	lb.	1.25	— 1.40
Olive Lucca, Cream, ½ gal. and 1 gal. cans	gal.	3.15	— 3.25
3 gal. and 6 gal cans.	gal.	2.90	— 3.00
Malaga	gal.	1.75	— 1.85
Orange, bitter	lb.	3.00	— 3.20
Sweet	lb.	2.85	— 3.00
Paraffin	gal.	.35	— .45
Peach Kernels	lb.	.40	— .45
Pennyroyal	lb.	1.90	— 2.40
Pepper, black	lb.	.80	— .90
Peppermint, N. Y.	lb.	2.50	— 2.60
Hotchkiss	lb.	2.75	— 2.85
Western	lb.	2.50	— 2.60
Pimenta	lb.	3.10	— 3.25
Poppy, true	lb.	.35	— .40
Rape Seed	gal.	.90	— 1.00
Rose, Kissanlik	oz.	8.50	— 9.00
Rosemary Flowers	lb.	1.40	— 1.50
Trieste	oz.	.80	— .90
Rue, pure	oz.	.40	— .50
Salad, Union Oil Co.	gal.	.90	— 1.00
Sandal Wood, English.	lb.	4.75	— 5.00
Sassafras	lb.	.80	— .90
Spearmint, pure	lb.	3.30	— 3.40
Sperm, winter, bleached.	gal.	.90	— 1.00
Tansy	lb.	2.35	— 2.45
Tar, U.S.P.	gal.	.60	— .75
Thyme, com'l	lb.	.45	— .55
Red, No. 1	lb.	1.25	— 1.35
White	lb.	1.90	— 2.00

Oil, Whale	gal.	.70	— .75
Wine, Ethereal, light	lb.	3.50	— 3.75
Heavy, true, f. grapes.	lb.	5.00	— 5.25
Wintergreen	lb.	5.25	— 5.50
Synthetic	lb.	.50	— .53
Wormseed, Baltimore	lb.	2.75	— 2.85
Wormwood, Amer., good.	lb.	8.00	— 8.50
Ointment, Mercurial, ½ mer. curv	lb.	.55	— .60
1-3 mercury	lb.	.45	— .50
Opium (Natural)	lb.	5.00	— 5.20
Granulated	lb.	7.10	— 7.35
U.S.P. Powdered	lb.	7.10	— 7.35
Orange Flowers	lb.	1.30	— 1.45
Peel, Curacoa	lb.	.15	— .20
Orris, Florentine	lb.	.18	— .22
Select Finger	lb.	.70	— .85
Verona	lb.	.12	— .14
Paraffin	lb.	.10	— .12
Paraform	oz.		— .35
Paraldehyde	lb.	.70	— .80
Pareira Brava Root	lb.	.50	— .60
Pelletierine Tan, 15 gr. v.	en.		— .25
Paris Green	lb.	.23	— .26
Pepper, black, clean sifted.	lb.	.14	— .16
White	lb.	.28	— .30
Peppermint, Herb, German.	lb.	.55	— .60
Leaves, pressed, ozs.	lb.		— .24
Petrolatum, U.S.P., white.	lb.		— .15
Phenacetin, Bayer	oz.		— .33
Phosphorous, Amorphous	lb.	1.30	— 1.40
Pilocarpine, Alk., pure	gr.	.08	— .09
Hydrobromide, 5 gr. v.	gr.	.08	— .09
Hydrochloride	gr.	.04	— .05
Nitrate	gr.	.04	— .05
Pink Root, true	lb.	.50	— .60
Piperidine	oz.		— 1.00
Piperin	oz.	.55	— .50
Pitch, Burgundy, American.	lb.	.04½	— .10
Plaster, Calcined	bbl.	2.00	— 3.00
True, dentists' sifted.	bbl.		— 2.50
Pleurisy Root	lb.	.20	— .25
Powdered	lb.	.30	— .35
Podophyllin (Resin)	lb.	3.75	— 4.00
Poke Berries	lb.	.20	— .25
Root	lb.	.16	— .20
Powdered	lb.	.20	— .25
Poppy Heads	lb.	.25	— .30
Seed, blue (Maw)	lb.	.15	— .20
White	lb.	.18	— .20

THE MARVEL "WHIRLING SPRAY" SYRINGE

IT IS A MARVEL



WAS AWARDED THE GOLD MEDAL, DIPLOMA, AND CERTIFICATE OF APPROBATION, BY THE SOCIETE D'HYGIENE OF FRANCE, OCTOBER 9, 1902,

as the latest and best improvement in Vaginal Syringes. Particular attention is called to the fact that by reason of its peculiar construction the Marvel Syringe dilates and flushes the vagina with a volume of whirling spray, which smooths out the folds and permits the injection to come into contact with the entire surface, instantly dissolving and washing out all secretions and discharges.

FULLY PROTECTED BY PATENTS

ALL JOBBERS SELL IT

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Sole Proprietors

44 East 23rd St., NEW YORK

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London, England.....11 Queen Victoria St.
Sidney, N.S.W., Australia...Little Comber St.
Montreal, Can...National Drug & Chemical Co.

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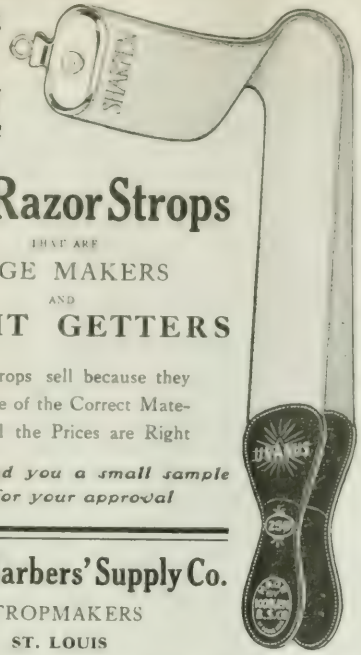

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THAT ARE

EDGE MAKERS

AND

PROFIT GETTERS

Our Strops sell because they are made of the Correct Material, and the Prices are Right

Let us send you a small sample line for your approval

Koken Barbers' Supply Co.

STROPMAKERS

ST. LOUIS

HAVE YOUR LOCAL VIEWS MADE INTO

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Finest American made

Platino, Sepia and Hand Colored

THE ALBERTYPE CO., Brooklyn, N. Y.

A GOOD SELLER

Write for Prices of **CRUDOL**

the new antiseptic cream of [illegible] in 5c and 25c tin tubes and CRUDOL ANTISEPTIC SHAMPOO, an ideal scalp and hair cleanser, in 10c, 25c, bottles.

The Crudol Company, 1777 Broadway, New York

MacKellar's

If you want *genuine* Wood (Soft) specify MacKellar's. Look on the package for the words "MacKellar's Mills, Peekskill, N. Y." Bulk or cartons. Order through your jobber.

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NEEDHAM'S

RED CLOVER PREPARATIONS

Red Clover Blossoms, -	$4.00 per Doz.
Solid Extract Red Clover,	8.00 per Doz.
Large size Solid Extract,	20.00 per Doz.

An excellent remedy for all blood diseases such as Salt Rheum, Sores, Rheumatism, Cancer, etc., and regulator of the bowels and kidneys

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This remedy was designed by a pharmaceutical chemist to take the place of a thousand and one home made remedies used by housewives to cure coughs.

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Prices Current *of* Drugs *and* Chemicals—(*Continued*)

Potassa, Caustic, Com.	lb.	.08	— .12
White, sticks	lb.	.28	— .35
Potassium, Acetate	lb.	.35	— .40
Benzoate	oz.	.15	— .19
Bicarbonate	lb.	.13	— .16
Bichromate	lb.	.13	— .16
Bisulphate, cryst.	lb.		— .50
C. P.	lb.		— .65
Bitartrate, Ref. (Cream Tartar) pure powder	lb.	.30	— .36
Bromide	lb.	.29	— .34
Carbonate (Pearl Ash)	lb.	.09	— .11
C. P.	lb.	.50	— .55
Refined (Sal Tartar)	lb.	.13	— .15
Chlorate	lb.	.13½	— .20
Powdered	lb.	.14½	— .21
Purified and gran.	lb.	.25	— .30
Chloride, C. P.	lb.	.35	— .40
Citrate	lb.	.45	— .50
Glycerophosphate	oz.	.16	— .20
Hypophosphite	lb.	.90	— 1.05
Iodide	lb.	2.15	— 2.25
Lactophosphate	oz.	.20	— .24
Nitrate	lb.	.07	— .10
Powdered	lb.	.07½	— .12
C. P.	lb.	.35	— .40
Permanganate	lb.	.20	— .24
Pure, powdered	lb.		— .30
Prussiate, red	lb.	.50	— .55
Yellow	lb.	.22	— .27
Salicylate	oz.		— .15
Sulphate, powdered	lb.	.10	— .12
C. P.	lb.	.30	— .35
Sulphide	lb.	.14	— .15
Tartrate, Pow. (Sol. Tartar)	lb.	.50	— .56
Powder, Dover's, U.S.P.	lb.	1.60	— 1.70
Prickly Ash Bark	lb.	.50	— .55
Powdered	lb.	.55	— .60
Berries	lb.	.35	— .40
Pulsatilla Herb	lb.	.22	— .27
Pumpkin Seed	lb.	.15	— .20
Quassia, rasped	lb.	.09	— .11
Powdered	lb.	.15	— .20
Quebracho Bark	lb.	.25	— .35
Quince Seed	lb.	1.00	— 1.15
Quinidine, Alk., cryst.	oz.		— .75
Sulph.	oz.		— .65
Quinine Alkaloid	oz.	.50	— .54
Acetate	oz.	.53	— .57
Bimuriate	oz.	.50	— .54
Bisulphate	oz.	.15	— .22
Carbolate	oz.	.79	— .83
Hydrobromide	oz.	.45	— .49
Hydrochloride	oz.	.43	— .47
Lactate	oz.	.51	— .55
Salicylate	oz.	.46	— .50
Sulphate, 100 oz. tins	oz.	.14	— .15
5 oz. tins	oz.	.16	— .17
1 oz. vials	oz.	.21	— .28
Tannate	oz.	.31	— .35
Valerianate	oz.	.49	— .53
Quinoline Tartrate	oz.		— .45
Rape Seed, English	lb.	.06½	— .08
German	lb.	.05½	— .08
Red Saunders	lb.		— .10
Ground	lb.	.10	— .12
Resin, common	lb.	.02	— .04
Good, strained..per 280 lbs.		1.95	— 2.00
Powdered	lb.	.10	— .12
Resorcin, pure, white	lb.	1.15	— 1.30
Rhubarb, Canton	lb.	.47½	— .53
Clippings	lb.	.59	— .76
Powdered	lb.	.60	— .75
Powdered, extra, tins	lb.	1.10	— 1.25
Rochelle Salt	lb.	.21	— .24
Rose Leaves, pale	lb.	.40	— .45
Red	lb.	1.15	— 1.25
Rubidium Bromide	oz.		— 1.00
Alum, 10 gm. v.	ea.		— .50
Bitartrate, 15 gr. v.	ea.		— .40
Iodide, 1 oz. v.	ea.		— 1.50
Rue, Herb, pressed, ozs.	lb.		— .34
Saffron, Amer. (Safflower)	lb.	.40	— .50
Spanish, true, Valencia	lb.	11.00	—11.50
Safrol	lb.	.60	— .70
Sage, leaves, Italian	lb.	.09	— .12
Domestic	lb.	.25	— .32
Sal Acetosella	lb.	.20	— .22
Salicin	lb.	4.50	— 4.75
Salol	lb.	.96	— 1.00
Sandalwood	lb.	.20	— .25
Ground	lb.	.25	— .30
Sandarac, Gum, clean	lb.	.30	— .35
Santonine	lb.	12.00	—13.00
Sarsaparilla, Root, Hon. cut	lb.	.55	— .60
Mexican, cut	lb.	.25	— .30
Powdered	lb.	.28	— .33
Sassafras, Pith	oz.	.18	— .20
Bark	lb.	.20	— .31
Powdered	lb.	.31	— .36
Saw Palmetto Berries	lb.	.30	— .35
Scammony, Virgin	oz.	.65	— .75
Scopolamine, Hydrobromide 15 gr. vial	ea.		— 1.95
Hydrochloride, 5 gr. v.	ea.		— 1.00
Skullcap Herb	lb.	.60	— .65
Senega Root	lb.	.69	— .70
Powdered	lb.	.70	— .80
Seidlitz Mixture	lb.	.17½	— .19
Senna Leaves, Alexandria	lb.	.30	— .35
Powdered	lb.	.25	— .30
Tinnevelly, select	lb.	.22	— .25
Serpentaria (Va. Sn'k r't.)	lb.	.60	— .65
Silver, Chloride	oz.	.70	— .74
Cyanide	oz.	1.00	— 1.04
Nitrate, cryst.	oz.	.45	— .47
Fused cones	oz.	.65	— .70
Stick, (Lunar Caustic)	oz.	.50	— .55
Oxide	oz.	1.10	— 1.14
Precipitated	oz.	1.40	— 1.44
Simaruba, Bark of Root	lb.	.25	— .30
Powdered	lb.	.35	— .40
Skunk Cabbage, Root	lb.	.20	— .25
Soap, Castile, green	box		— 5.00
Mottled, genuine	box		— 5.25
White, Conti's	box		— 5.80
Powdered	lb.	.30	— .35
Soap Tree Bark, whole	lb.	.12	— .15
Cut	lb.	.15	— .17
Powdered	lb.	.20	— .25
Soda Ash	lb.	.03	— .05
Caustic, purified, fused	lb.	.25	— .34
Sodium, Acetate	lb.	.15	— .20
Arsenate	lb.	.20	— .55
Arsenite, pure	lb.		— .60
Benzoate	lb.	.40	— .45
From True Benzoic Acid	lb.		— 3.00
Bicarbonate	lb.	.02½	— .05
C. P., powdered	lb.	.10	— .14
Bichromate	lb.	.21	— .25
Bitartrate	lb.	.90	— 1.00
Bromide	lb.	.30	— .35
Carbonate (Sal Soda), 100 lbs.		1.00	— 2.50
C.P. cryst., U.S.P.	lb.	.20	— .24
Dried, purified	lb.	.16	— .18
Gran.	lb.	.02½	— .04
Chloride, C. P.	lb.	.20	— .22
Dried	lb.		— .40
Cinnamate	oz.		— .36
Citrate	lb.	.46	— .51

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Mentho-Laxene	75c., 6.00 doz.
Triopeptine Tablets	50c., 4.00 doz.
Rose-Kayloin	50c., 4.00 doz.
Hypo-Nuclane Tablets	90c., 7.20 doz.
Antiseptic Vilane Powder	50c., 4.00 doz.
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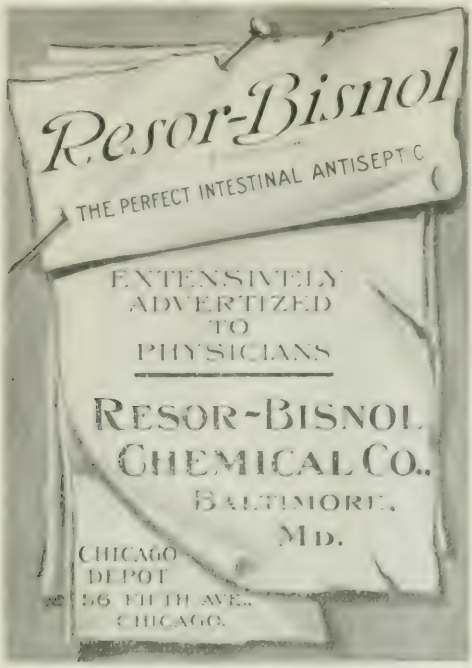

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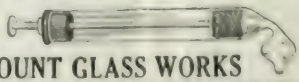

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Street [illegible]

City [illegible]

[illegible] 6D cent bottle and sign free—direct

Prices Current *of* Drugs *and* Chemicals—(*Concluded*)

Sodium, Citrate, C. P.	lb.	—	1.10
Glycerophosphate, 75 p. c.	oz.	.16	— .20
Hypophosphite	lb.	.90	— 1.05
Hyposulphite, cryst., 1 lb. carton	lb.	.04	— .05
5 lb. boxes	lb.	.03½	— .05
Kegs, 112 lbs.	lb.	.02	— .03
Granular	lb.	.02¼	— .06
Iodide	lb.	3.15	— 3.25
Lactophosphate	oz.		— .22
Phosphate, cryst.	lb.	.07	— .10
Recrystallized	lb.	.11	— .13
Pure granulated	lb.	.09	— .15
Dried	lb.	.15	— .20
Phosphomolybdate	oz.	.45	— .50
Salicylate	lb.	.40	— .45
From Oil Wintergreen	oz.	.32	— .65
Silicate, dry	lb.	.12	— .20
Liquid	lb.	.04	— .06
Sulphate (Sal Glauber)	lb.	.01	— .04
Pure, cryst.	lb.	.08	— .10
Dry	lb.		— .25
Sulphocar. (Sulpho-Phen.) and Potassium Tartrate (Rochelle Salt)	lb.	.18½	— .25
Solomon's Seal Root	lb.	.28	— .30
Sorbin	oz.		— .80
Snake Root, Canada	lb.	.50	— .55
Powdered	lb.	.55	— .60
Spearmint, leaves, ozs.	lb.	.30	— .34
Spearmaceti, cakes	lb.	.31	— .37
Spruce Gum	lb.	1.50	— 1.75
Extra	lb.	2.00	— 2.25
Spirit, Ammonia, U.S.P.	lb.	.54	— .60
Aromatic	lb.	.50	— .55
Nitre, U.S.P.	lb.	.45	— .50
Spirits Turpentine	gal.	.70	— .80
Squill Root, white	lb.	.10	— .12
Stillingia Root	lb.	.15	— .20
Powdered	lb.	.20	— .25
Storax, liquid	lb.	.31	— .36
Stramonium Leaves	lb.	.25	— .30
Powdered	lb.	.27	— .32
Pressed, ozs.	lb.	.20	— .24
Seed	lb.	.15	— .20
Powdered	lb.	.25	— .28
Strontium Acetate	oz.	.11	— .15
Bromide	lb.	.45	— .55
Iodide	lb.	2.90	— 3.00
Lactate	oz.	.12	— .16
Strontium, Nitrate, dry	lb.	.18	— .20
Granular, C. P.	lb.		— .50
Salicylate	lb.		— .13
Strophanthus, Seed, brown	lb.	.66	— .70
Green	lb.	.65	— .70
Powdered	lb.	1.20	— 1.30
Strychnine, Acetate, ½ oz. v.	oz.	1.45	— 1.65
Alk., powdered, ⅛ oz. v.	oz.	1.25	— 1.30
Nitrate, ⅛ oz. v.	oz.	1.55	— 1.65
Sulphate, ⅛ oz. v.	oz.	1.25	— 1.35
Sugar of Milk, powdered	lb.	.10	— .13
1 lb. cartons	lb.	.14	— .18
Sulfonal, Bayer	oz.		— 1.35
L. & F.	oz.		— .60
Sulphonmethane, U.S.P.	lb.	3.75	— 3.85
	oz.		— .32
Sulphonethylmethane, U.S.P.	lb.	6.25	— 6.35
	oz.		— .45
Sulphur, Bromide	oz.		— .75
Flowers	lb.	.02¾	— .04
Lac., precipitated	lb.	.16	— .18
Roll	lb.	.03	— .04
Washed	lb.	.09	— .12
Sunflower Seeds	lb.	.07	— .10
Talcum, powdered	lb.	.04	— .06
Purified	lb.	.16	— .20
Tamarinds	kegs	2.75	— 3.00
Tar, Barbados	gal.	.60	— .75
No. Carolina, pt. cans	doz.		— .85
Tartar Emetic	lb.	.36	— .38
Terpin Hydrate, 1 lb. car.	lb.	.42	— .47
Thymol	lb.	2.35	— 2.45
Iodide, U.S.P.	lb.		— 4.00
	oz.		— .35
Tragacanth, Aleppo, extra	lb.	.90	— 1.00
Aleppo, No. 1	lb.	.85	— .90
Turkey, No. 1	lb.	.90	— .95
No. 2	lb.	.75	— .85
Powdered	lb.	1.00	— 1.10
Turpentine, Chian, genuine	oz.	.30	— .40
Venice	lb.	.38	— .42
Uva Ursi	lb.	.10	— .13
Powdered	lb.	.18	— .20
Valerian Root, English	lb.	.31	— .36
Powdeered	lb.	.41	— .46
German	lb.	.20	— .25
Powdeerd	lb.	.25	— .30
Vanillin	oz.	.40	— .50
Veratrum Viride, Root	lb.	.15	— .30
Powdered	lb.	.25	— .30
Verdigris, powdered, pure	lb.	.33	— .36
Wahoo, Bark of Root	lb.	.50	— .55
Bark of Tree	lb.		— .45
Wax, Bay	lb.	.30	— .36
Beeswax, yellow	lb.	.42	— .48
White	lb.	.35	— .55
Carnauba, No. 1	lb.	.56	— .60
Japan	lb.	.16	— .18
White Hellebore, Root	lb.	.09	— .14
Powdered	lb.	.10	— .15
Wild Cherry Bark	lb.	.14	— .16
Ground	lb.	.16	— .21
Powdered	lb.	.21	— .26
Wild Indigo Root	lb.	.18	— .20
Ground	lb.	.25	— .30
Willow Bark, black	lb.		— .18
White	lb.		— .25
Witch Hazel, Extract, double Dist.	gal.	.70	— .80
Barrels	gal.	.65	— .75
Bark	lb.	.20	— .22
Leaves, pressed, ozs.	lb.		— .24
Wormseed (Chenopodium)	lb.	.17	— .22
Powdered	lb.	.19	— .24
Levant (Santonica)	lb.	.12	— .15
Powdered	lb.	.15	— .18
Wormwood, bulk	gal.	.20	— .25
Pressed ozs.	lb.		— .30
Powdered	lb.	.20	— .25
Yerba Santa	lb.	.25	— .30
Zinc, Acetate, 1 lb. bots.	lb.	.30	— .32
Bromide	oz.	.10	— .17
Chloride, fused	lb.		— .30
Gran.	lb.	.20	— .25
Medicinal	lb.	.18	— .20
Iodide	oz.	.28	— .35
Hypophosphite	oz.	.25	— .30
Lactophosphate	oz.		— .60
Metallic, C. P.	lb.	.65	— .75
Gran. (free from arsenic)	lb.	.20	— .22
Oleate	oz.		— .17
Oxide, American	lb.	.10½	— .12
Eng. Hubbuck's	lb.	.38	— .42
Permanganate	oz.		— .52
Phosphide	oz.		— .28
Salicylate	oz.		— .19
Stearate	oz.	.17	— .30
Sulphate, crystals	lb.	.05	— .07
C. P.	lb.	.12	— .15
Dried	lb.		— .25

The Era Formulary

A COLLECTION of **5000** SELECTED FORMULAS.

SUMMARY OF CONTENTS.

417 For Special Preparations

1013 For Toilet Articles

193 Tooth Powders, Pastes and Washes
24 Toilet Vinegars
18 Grease Paints
61 Cold Cream and Camphor Ices
5 Nail Polishes
15 Toilet Jellies
42 Skin Lotions
91 Perfumes and Sachet Powders
77 Toilet Powders
12 Lip Salves
51 Cosmetics
10 Cachous
98 Colognes and Toilet Waters
17 Liquid Enamels
11 Smelling Salts
15 Pomades
233 Hair Preparations
40 Hand and Foot Preparations

456 For Veterinary Remedies

74 For Horse Balls
47 For Condition Powders
43 For Ointments and Blisters
25 For Drenches
29 For Hoof and Spavin Remedies
7 For Heave Remedies
17 For Worm Remedies
86 For Liniments
43 For Cattle, Hogs and Sheep
59 For Dogs and Poultry
26 Miscellaneous

800 For Unofficial Pharmaceuticals

115 Elixirs and Fluid Extracts
180 Syrups and Tinctures
60 Wines
71 Pills and Powders
24 Digestive Ferments
53 Solutions and Waters
54 Ointments and Suppositories
62 Mixtures and Emulsions
49 Plasters, Cottons, Gauzes, etc.
37 Lozenges, Troches, etc.
16 Liniments
70 Chemicals and Miscellaneous

495 For Household Articles

221 Soaps and Cleansing Preparations
71 Insect and Vermin Destroyers
74 Disinfectants, Antiseptics, etc.
20 Fumigants, Incense, etc.
109 Dyes

202 Paints, Varnishes, etc.

122 Paints, Varnishes, Stains
19 Lacquers
61 Furniture Polishes

389 For Technical Processes

163 Cements, Glues, etc.
33 Metal Polishes
52 Show Globe Colors
22 Photography
19 Fireworks
100 Leather Preparations

772 For Family Medicine

71 Cough Remedies
42 Bitters, Tonics, etc.
40 Salves, Ointments, Plasters, etc.
26 Rheumatism
31 Diarrhoea, Cholera
22 Piles
62 Warts, Corns, Chilblains
12 Kidneys and Liver
34 Eye and Ear Preparations
48 Toothache
20 Blood Purifiers
24 Croup and Diphtheria
22 Lozenges
19 Dyspepsia
10 Headache
13 Burns
19 Febrifuges
47 Liniments and Sprays
49 Catarrh
27 Vermifuges
24 Laxatives
13 Alcoholism
16 Neuralgia
16 Itch, Rashes, etc.
52 Miscellaneous

456 For Miscellaneous Articles

106 Soda Syrups
67 Flavoring Extracts
62 Mineral Waters
221 Inks and Miscellaneous

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C. T. Soda Mint (5 Grain) . . 38c. Dozen
C. T. Soda Mint and Pepsin . 38c. Dozen
C. T. Soda Mint and Charcoal, 38c. Dozen
C. T. Chlorate Potash (5 grain) 38c. Dozen

Bottled in vest pocket flasks—42 tablets to the bottle, 12 bottles to carton.

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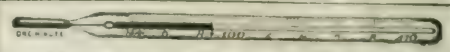

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